

# Our offering in France

# Technical expertise. Client satisfaction.

The seeds of our business in France were sown over 20 years ago when entrepreneurs established 3 separate forward-thinking firms that are preeminent in their area of specialism across funds, fiducie and corporates. IQ-EQ has brought those businesses together to provide a unique offering in the French market combined with additional services IQ-EQ can offer private and institutional clients and its focus on providing proprietary technology solutions such as IQ-EQ Cosmos, a portfolio monitoring platform and Maxcomply™, a proprietary risk and compliance SaaS platform.

As a fund manager, multinational company, family offices or institutional asset owner, you are facing a number of challenges today: a volatile macroeconomic environment, increased pressure from investors on fees, higher

reporting and transparency requirements from regulators and investors. What you need from your service provider is a partnership approach – supporting your back and middle office operations as well as supporting you in keeping abreast of new regulatory and market trends so that you can focus on value creation for your investors.

Why choose IQ-EQ in France?

- Professional, multi-skilled experts
- Extensive industry experience
- Unique and flexible operational model
- Commitment to technology and innovation
- Independence – no conflict of interests
- ESG engagement

# France key facts and figures

## France

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100<sup>+</sup>

employees

\$7<sub>bn</sub>

assets under administration

300<sup>+</sup>

clients

## Group

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People worldwide

5000<sup>+</sup>

Worldwide locations

25

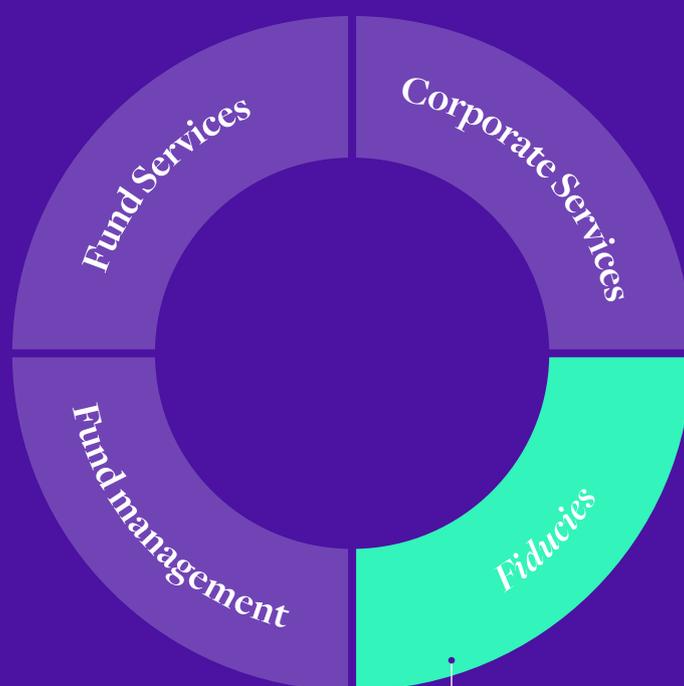
Supporting top PE firms\*\*

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Assets under administration

\$750<sub>bn</sub>

# Our services



## Providing services for:

- Asset managers
- First time funds
- Investors
- Family offices
- Private banks
- Institutions
- Corporate firms
- Multinationals
- Entrepreneurs

## Providing services for:

- Financial institutions (credit institutions, investment funds, debt funds)
- Corporate firms
- Multinational companies
- Court-appointed receivers and court-appointed creditors' representatives (administrateurs judiciaires and mandataires judiciaires)
- The French government
- Local authorities

# Our expertise

## Our fund and corporate services asset classes

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Private Equity and  
Venture Capital



Debt / Credit



Infrastructure



Securitisation and  
loan administration



Real estate



## *Fiducie*

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*Fiducie  
sur titres*



*Fiducie sur  
sommets d'argent*



*Fiducie  
sur stocks*



*Fiducie  
immobilière*



*Fiducie  
sociale*



*Fiducie sur  
spin-off*



*Fiducie sur droits  
de propriété intellectuelle*



*Fiducie  
sur créances*



*Fiducie  
pactes d'actionnaires*



*Fiducie  
equitization*



# Fund management services

We have an AIFM licence approved by the AMF which allows us to provide fund management services.

## Fund creation and structuring

- Review of Funds legal documentation
- Selection of third-parties
- Negotiation and review of legal agreements, contracts, SLAs, etc.
- Initial due diligence on advisors, portfolio managers & third-parties
- Regulatory filings
- Coordination of Fund launch

## Fund management (incl risk management)

- Oversight of distributors and third-parties
- Cash management
- Ongoing monitoring of the compliance with regulatory and investment strategy guidelines
- Risk management
- Valuation services

## Investment

- Risk and financial analysis
- AML/KYC due diligences
- Ensure compliance with legal documentation
- Organisation and secretary of Investment Committees

## Securitisation

- Banking services
- Calculation agent
- Company, SPV and structure formation
- Corporate secretarial services
- Escrow services
- Financial accounting and reporting
- Regulatory, tax and investor reporting
- Trustee agency and coordination services



# Fund services

We have the expertise to fully support your back-office and middle-office needs at different stages of your fund's lifecycle from launch through to investment realisation or at any stage in between. We can coordinate the whole project and help you transform your business and achieve maximum value.

We have established team leaders, firewalls and internal processes to ensure proper segregation of duties and oversight of all functions performed, ensuring appropriate supervision and review. This way, we ensure there is full transparency between our fund management and fund services duties.

## We offer:

- CFO secondment services
- Accounting and administration services
- Valuation services
- ESG services



## CFO secondment services

Outsourcing of:

- CFO / financial controller roles
- Permanent or interim
- All tasks handled by the finance department

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Fund raising

- Bespoke assistance (subscription agreement, etc.)
- KYC / AML procedures
- Register of beneficial owner filing. etc.

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LPs services (Q&A, portal, etc.)

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Compliance services (equity regulated ratio, investment tax ratios, etc.)

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A proven track record of supporting the CFO function and financial departments of investment firms and managed companies

## Valuation services

AIFM Directive

- Independent valuer role
- Valuation procedures reinforcement

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Performance measurement (IRR, multiples, etc.) and value creation analysis

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MIP (Management Investment Package)

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Fairness opinion (transfer investments between funds managed by same ManCo)

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External value (transactional context)

## Accounting and administration services (funds/vehicles, corporate/ManCo)

Accounting and finance

- Bookkeeping
- Pack NAV for funds
- Relationships with auditors
- Regulatory and mandatory reports

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Tax and legal

- Tax return and filing for funds (IFU, PFIC, FATCA, CRS, etc.)
- Tax return and filing for corporates (VAT, income, etc.)
- Minutes of board and shareholders meetings

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Administration

- Waterfall calculations
- Quarterly reports to LPs
- Capital account statements
- Cash monitoring
- LP notices (drawdowns, distribution...)
- Reporting services (stat. BDF, AMF, etc.)

## ESG services

IQ-EQ will support your ESG objectives by managing all administrative, data and reporting requirements through the full investment cycle.

- ESG set-up
- ESG data strategy
- ESG data collection
- ESG reporting

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As ESG reporting requirements have become more stringent than ever, IQ-EQ has entered in a strategic alliance with Novata, a leader in private market ESG data collection, to ensure portfolio companies can report the highest quality data to investors and drive positive sustainable change.

# Corporate services

We provide corporate and accounting services to multinationals, asset managers and corporate firms.

## Accounting, tax and legal

- Bookkeeping
- Preparation and filing of consolidated annual accounts
- Legal and tax services
- Forecast, cash flow calculation and business plan compilation

## Reporting and financial information

- Preparation of monthly/quarterly reports with your finance department
- Account conversion into another standard
- Statutory account preparation based on your information systems

## Payroll services

- Processing the payroll and employer's declarations
- Drafting contracts of employment
- Staff management assessment
- Employee schemes roll out

## Legal and contractual audit

- Statutory audit for all applicable standards
- Due diligence on legal and acquisition matters
- Transfer, merger and conversion audits
- Contractual auditing, financial data analysis, investigations, assessments and more



# *Fiducie* practice

IQ-EQ is recognised as the undisputed leader and pioneer of fiduciary services in France.

In fact, we have been setting up *fiducies* and acting as fiduciary since the 2007 French law reform that introduced the *fiducie*. In that time, we have built a unique and effective business model that combines a front office and a middle office with highly qualified professionals with specialist knowledge of and extensive experience with the *fiducie*.

We provide fiduciary services both for *fiducie* security interest (*fiducie-sûreté*) and *fiducie* management (*fiducie-gestion*) across a range of tangible and intangible assets.

## **Our *fiducie* services**

- *Fiducie* structuring
- *Fiducie* as a security (shares, real estate, raw materials, inventories, vehicles, etc.)
- *Fiducie* asset management
- *Fiducie* set-up (legal, accounting and tax services)
- *Fiducie* termination

### ***Fiducie* structuring, set-up and termination**

From initial structuring to set-up, management, and termination, our focus is on protecting and enhancing client assets by ensuring complete compliance with French law and all relevant regulations.

### ***Fiducie* asset management**

Clients benefit from our extensive experience in managing all type of assets, including real estate and real estate companies, raw materials, inventories, vehicles, trademarks, and receivables.



# Key contacts

If you would like to speak to us about our services in France, simply contact one of the team.



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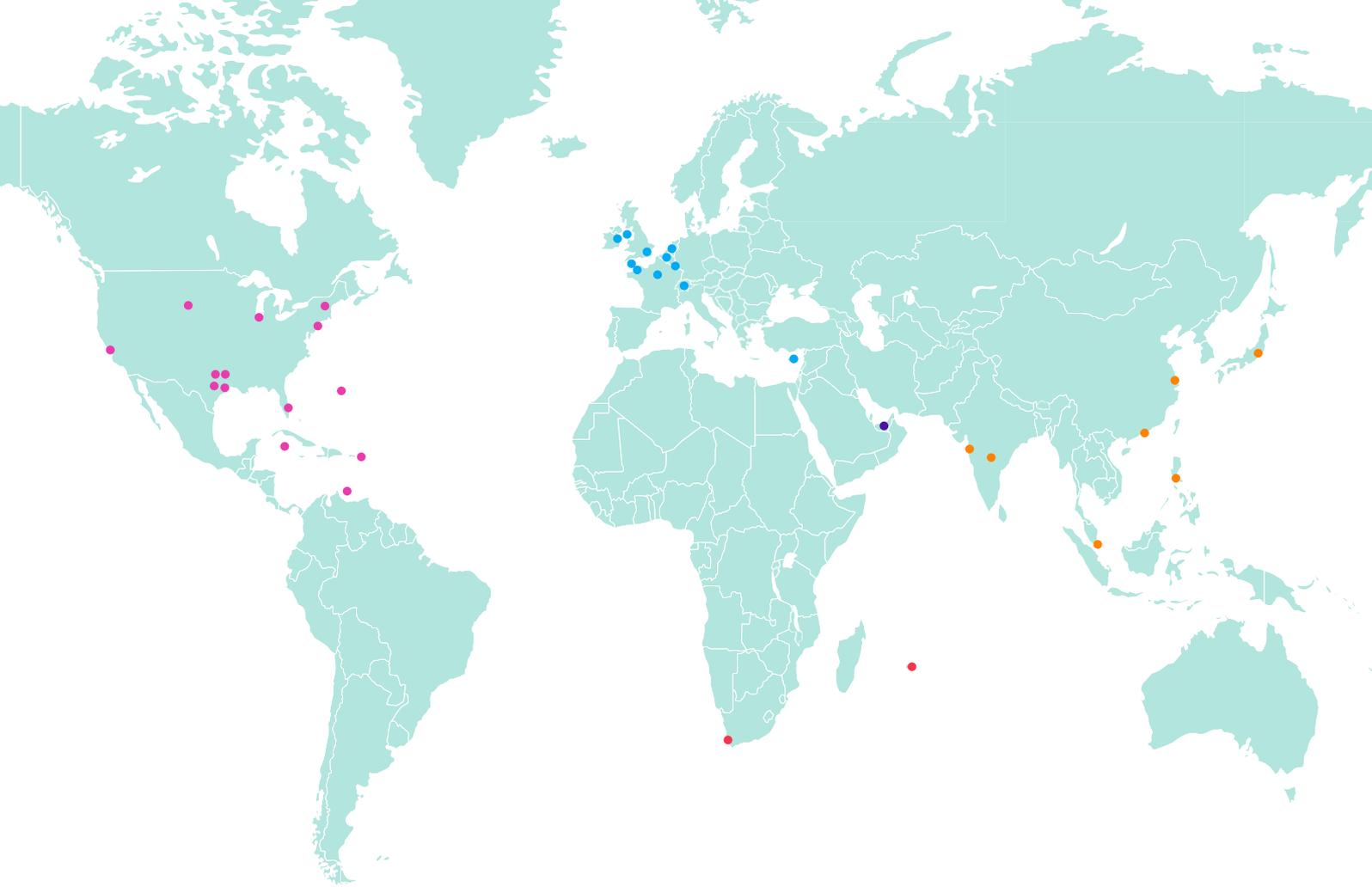
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# Our locations

We know that investor services need to be truly international to meet your needs and those of your investors, your businesses or your families. That's why we have offices in 24 countries, across four continents.

## THE AMERICAS

Bermuda  
British Virgin Islands  
Cayman Islands  
Curaçao  
USA (Austin, Bedford  
NH, Chicago, Dallas, Fort  
Worth, Houston, New  
York, Rapid City SD, San  
Francisco &  
West Palm Beach)

## EUROPE

Belgium  
Cyprus  
France  
Guernsey  
Ireland  
Isle of Man

Jersey  
Luxembourg  
Switzerland  
The Netherlands  
UK

## AFRICA

Mauritius  
South Africa

## MIDDLE EAST

United Arab Emirates

## ASIA

Mainland China  
Hong Kong  
India  
Japan  
Philippines  
Singapore



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