



3rd Party AIFM Services

A Fresh Approach To Holistic AIFM Services

In July 2014, all requirements of the AIFM Directive came into effect for all qualifying authorized Alternative Investment Fund Managers (AIFMs). Since then, there has been an increasing demand from Private Equity and Real Estate managers for AIF-related services, particularly in the areas of risk management, structuring, compliance and external valuation services.

Consequently, Private Equity and Real Estate clients that are in scope under the AIFMD regime, have opted for a 3rd party support solution in those areas.

SGG has a **profound understanding** of illiquid asset transactions and the expectations of fund managers and advisors wishing to deal with a **pragmatic** AIFM service provider. As a commitment to our clients, we have **complemented** our global accounting, fund

administration and depositary services through the creation of **SGG Fund Management S.A.** which offers **all essential AIFM services** to AIF managers.

Our clients receive the highest level of **responsiveness** - thanks to our **dedicated management team, escalation procedures, and proactive approach to a dynamic and time-sensitive regulatory environment.**

We know and understand that our clients are striving for pragmatism. This is reflected in our **tailored and integrated Fund Service offering, delivered** by a **team of highly qualified** professionals, supported by senior executive management with a long-term commitment to the alternative sector and a **hands-on approach.**

A Complete Range Of AIFM Services

RESPONSIBILITIES OF SGG FUND MANAGEMENT S.A. - SUMMARY			
Portfolio Management	Risk Management	Valuation Service	AIFM Reporting
Continuously monitor the delegated portfolio manager	Define risk management policy	Define valuation policy	Produce regulatory AIF and AIFM annex IV reporting in defined frequency
Provide pre-trade control of investment proposals by portfolio advisor	Set risk profile and risk limits monitoring and escalation	Carry out valuations on real estate, infrastructure, private equity and debt	File the annex IV reporting to the CSSF
Organize investment committee meetings	Provide comprehensive risk reporting for all risk categories	Monitor the external valuator	

A Highly Experienced And Responsive AIFM Servicing Team



Director & Head of Delivery AIFM

Stephan Schilken, Conducting Risk Officer leads our dedicated senior team, specifically overseeing the risk management function for our third-party AIFM.

Stephan has over 15 years of experience in related roles in Luxembourg and prior to joining SGG, he was the Conducting Officer of a well-known Luxembourg AIFM / UCITS Management Company.

He is an expert in the field of risk management, and throughout his career he has gained a deep insight into Private Equity, Debt and Real Estate Risk Management services.



Conducting Officer Portfolio Management

Christoph Kossmann is strong of 25 years of industry experience and leads the Portfolio Management.

He is an expert in cross-border investments and venture capital and prior to joining SGG in 2007, he was a lawyer specialized in international private law and international tax law in Berlin.

He also served as Vice President in the Corporate Engineering department of a major Luxembourg-based bank.

Our Other Fund Services Professionals



Justin Partington

Group Fund Solutions Leader
Member of the Valuation Committee
> 18 years' experience



Fabrice Buchheit

Depository Services Leader
Luxembourg
> 20 years' experience



Renaud Oury

Group Sales & Marketing Director
Luxembourg
> 21 years' experience



Helena Quinn

Private Equity Leader
United Kingdom
> 15 years' experience

Tangible Advantages For AIF Fund Managers

> **Shorter deadlines**

Quicker onboarding time and strict follow-up on day-to-day delivery deadlines

> **Higher quality**

Experienced teams and Group Executive Management who understand your business

> **Competitive costs**

Cost efficiencies through a one-stop-shop solution and efficient infrastructure

A Set Of Tailored AIFM Solutions

AIFM Delegated Model (1)	AIFM Advisory Model (2)	Risk Delegation Model (3)	Risk Service Model (4)
Delegation of portfolio Management to the client or external portfolio manager (if authorized by the local regulator)	Portfolio management and Risk Management function is executed by SGG AIFM (e.g. if the client is not authorized by a local regulator)	Client will act as AIFM or AIF will be self-managed	Client will act as AIFM or AIF will be self-managed
Risk management function is performed by SGG AIFM	Client will act as initiator, general partner and adviser for the fund	Risk management is fully delegated to SGG AIFM	Risk management function is retained by client
Organize investment committee meetings	Establishment of investment committee is possible		SGG AIFM provides risk services to the risk manager of the client

A Distinctive One-Stop-Shop Offer

> Fund administration by SGG S.A.

> AIFM management company by SGG Fund Management Services S.A.

> Depositary services by SGG Depositary Services S.A.

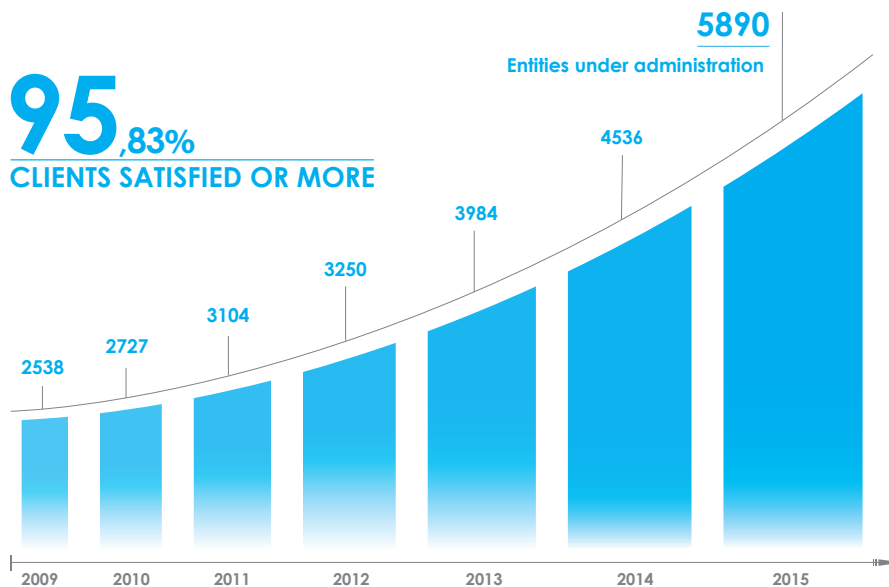
> Global accounting and corporate services by SGG Group



SGG GROUP

LEADERSHIP

AS OUR DNA



TIER 1

Depth and Range of Fund Services in Luxembourg
 Business Center Services in Luxembourg
 Securitization Services in the Netherlands
 Family Office Services
 Servicing Real Estate and Private Equity clients
 Servicing North-American and European clients
 Servicing State-Owned sector clients and Sovereign Wealth Funds
 India, MENA, Russia/CIS and Latin American markets

SGG Group delivers value for money.

We pride ourselves on the expertise and responsiveness we bring to our clients, providing tailored, global solutions in a transparent and cost-efficient manner.

We specialize in servicing state-owned, sovereign wealth, real estate, private equity, infrastructure, debt and other traditional and alternative investment structures, as well as providing solutions for corporate and private clients.

HIGHEST

Responsiveness
 Client Retention

We offer the fullest range of services encompassing the requirements of corporate administration services, consolidation and global accounting, fund administration, depositary and custody services, 3rd party AIFM services, and family office support.

LOWEST

Staff Turnover

We provide global solutions and local expertise to our clients.

We make business simple for you.
We support your ambitions.