

Fondsdepot Bank partners with Elinvar to digitize sales for insurance companies

Fondsdepot Bank, Germany's largest liability umbrella, and the digital platform Elinvar are jointly developing a consulting and brokerage channel that exclusively supports insurance companies in providing optimal consulting and brokerage services for investment units.

- **Fondsdepot Bank, Germany's leading fund platform, and Elinvar, the digitization specialist for business models in asset and wealth management, are entering into a strategic partnership. Their common objective is to develop a consulting and brokerage channel for all insurance companies under the liability umbrella of Fondsdepot Bank, that is tailored to the specific needs of insurance companies.**
- **Agents tied under the liability umbrella of Fondsdepot Bank will be able to benefit from the expertise of both companies: the strategic partnership combines Elinvar's modern IT infrastructure and multifunctional, user-friendly front-end with the experience and regulatory know-how of Germany's largest liability umbrella. Further insurance companies are to be acquired for the liability umbrella.**

With around 10,000 tied agents, Fondsdepot Bank is Germany's largest liability umbrella for renowned insurance companies on the market. Smooth processing with simple processes for customers and brokers is essential for the successful sale of investment units. In addition to legal security and service for agents, the increasing user and customer expectations in terms of usability must also be met.

In particular, the transformation of regulatory requirements into user-friendly sales processes requires not only sales competence but also comprehensive regulatory and technological know-how. Fondsdepot Bank and Elinvar are the ideal partners here, as they combine the necessary expertise to optimally navigate this transformation.

Elinvar's platform enables business models in asset and wealth management to digitalize their business models and offers innovative solutions in the areas of user interface, cloud applications and analyses. Fondsdepot Bank is the processing expert in cooperation with insurance companies and has a full banking license. Elinvar is also licensed according to §32 KWG – best conditions for the development of an integrated solution for a liability umbrella.

"With Elinvar we have gained a strategic partner who will be permanently involved in the further development of our consulting and brokerage channel for the sale of investment shares. Here, competencies will complement each other, with the result that our liability umbrella will offer much more than just regulatory handling in the future. Together with Elinvar, we ensure process excellence and design processes from the client to the client. This means that we will offer everything from order to invoicing in an integrated way," Sebastian Henrichs, CEO of Fondsdepot Bank, is convinced.

Chris Bartz, CEO of Elinvar, says about the partnership: "Focused on the insurance sector in Germany, we will together with Fondsdepot Bank offer the digital, integrated solution, which will control all steps from data acquisition to document management and archiving in a lean, transparent and legally compliant manner. Our objective is to jointly set the market standard and to ensure sustainable added value for existing as well as new customers."

In order to leverage further advantages as a smooth processor, a scalable platform with all the advantages of digitization is offered. The objective of Fondsdepot Bank is to gain further insurance companies for its liability umbrella with the new state-of-the-art consulting and brokerage channel. Due to the importance of the insurance partners and the size of the liability umbrella, strong investments are being made here. Thus, all insurance partners are offered an integrated solution which enables legally secure and sales-optimized consulting/brokerage business under the liability umbrella and offers the respective sales partners the possibility of individual adaptation and differentiation.

About Fondsdepot Bank GmbH

As the leading fund platform in Germany, Fondsdepot Bank links markets: independent of banks and asset managers, it offers over 180 sales partners simplified access to investment solutions from a wide range of investment companies and the custody of their customers' portfolios in custody accounts. As the largest liability umbrella in Germany, Fondsdepot Bank also provides the legal, technical and organisational framework for advising on and brokering shares in investment funds and asset management products. It manages around one million investment portfolios with a volume of approximately 40 billion euros of assets under administration. The Fondsdepot Bank provides end customers with simplified access to a comprehensive, independent fund universe. The Fondsdepot Bank offers investment companies the opportunity to offer their fund products to a broad spectrum of distribution partners and end customers and to open up new distribution channels.

Further information is available at www.fondsdepotbank.de/en

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About Elinvar GmbH

Elinvar enables asset & wealth managers to digitalize their business models by providing the required Platform as a Service. This includes applications for core processes like client relationship management, online onboarding, onsite advisory support, portfolio management, reporting, invoicing, online client access and communication as well as third party connections, e.g. to custodian banks, market data or KYC providers. Elinvar's partners profit from the combination of leading technology and the optimal regulatory setup as Elinvar holds all necessary BaFin licenses. With this comprehensive approach, Elinvar creates the unique opportunity for its partners to go digital in one step and to utilize state of the art analytics to create individualized solutions to the benefit of their clients.

Further information can be found at www.elinvar.co.uk

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ABOUT ELINVAR

Elinvar bietet Banken die Plattform as a Service für Geschäftsmodelle in der Vermögensanlage. Das Angebot umfasst Applikationen für Kernprozesse, wie Kundenmanagement, online Onboarding, Unterstützung in der persönlichen Beratung, Portfoliomanagement, Reporting, Rechnungsstellung, online Kundenzugang und Kommunikation sowie den Anschluss von Drittdienstleistern, bspw. depotführende Banken, Marktdaten- oder KYC-Anbieter. Elinvars Partner profitieren von der Kombination führender Technologien und dem optimalen regulatorischen Setup, das Elinvar durch die entsprechenden BaFin-Lizenzen bietet. Mit diesem vollumfänglichen Ansatz bietet Elinvar seinen Partnern die einzigartige Möglichkeit, sich in einem Schritt zu digitalisieren und mit Hilfe modernster Analytik individuelle Lösungen zum Nutzen der eigenen Kunden zu entwickeln.

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