

Product Distribution and Financial Institutions

We've got your product distribution needs covered. We'll help you spot and eliminate regulatory challenges to your marketing and distribution strategy and maximize the benefits and minimize the burdens of the European passporting regimes. We'll health-check your client terms to make sure they meet your regulator's expectations and suit your market.

We can help you establish or access online distribution platforms. Once you are ready to negotiate distribution agreements with intermediaries, we'll work hard to get you the most favorable commercial position and on terms that will keep your regulator happy.

Representative experience

Advised the wealth division of a global bank on a review and harmonization project of its entire global suite of client-facing retail services terms.

Advised a wealth management company on a joint venture to create and distribute new investment products.

Advised Citigroup on the implementation of the EU's Markets in Financial Instruments Directive (MiFID) and its impact on their contract terms.

Advised Standard Chartered Bank on regulatory reviews of financial products marketed in a range of jurisdictions.

Contacts

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Practices

Financial Services
