



CREDIT UNION SERVICES

Cantor Fitzgerald Ireland has been providing independent financial services to the Irish credit union movement since 2000.

Cantor Fitzgerald Ireland Ltd. is regulated by the Central Bank of Ireland.
Cantor Fitzgerald Ireland Ltd. is a member firm of The Irish Stock Exchange
and The London Stock Exchange.

CANTOR
Fitzgerald[®]

CANTOR FITZGERALD IRELAND SUPPORTING CREDIT UNIONS



ABOUT US

Cantor Fitzgerald Ireland has a long established relationship with the Irish credit union movement, and has been providing independent financial services since 2000.

Our dedicated and experienced Credit Union Services team works in partnership with credit unions to provide investment, advisory and other services. Currently our credit union clients have investment portfolios ranging from €10 million to over €200 million.

We provide credit union clients with a global perspective that is unique to the Irish market, leveraging a vibrant network of expert analysts and investment professionals and we look forward to working with you.

Credit Union Services include:

- ✓ Impartial investment advisory services.
- ✓ Bond execution and custody.
- ✓ Structured products.
- ✓ CPD approved training for credit union officers.
- ✓ Business planning and financial advisory services.

For more information visit www.cantorfitzgerald.ie

INVESTMENT ADVISORY SERVICES

Our advisory service is tailored to the specific needs of your credit union. Success is achieved by close interaction with personnel charged with overseeing and managing the investment function.

Assignments can range from one off reviews to annual retained contracts.

Key Service Offering

- ✓ Development of a clear investment strategy: setting out of suitable investment options, counterparties, maturity profiles and target yields that are reflective of the credit union's needs and particular risk appetite.
- ✓ Tailored proposals for re-investment prior to the maturity of funds.
- ✓ Regular credit union meetings and visits to review the performance of your portfolio.
- ✓ Updates on macroeconomic, regulatory and other developments that may affect the investment performance of your portfolio.
- ✓ Assistance with regulatory and compliance requests, including liaising with internal and external audit functions.
- ✓ Review and evaluation of collective investment and other product proposals that the credit union receives.
- ✓ Assistance on presentation of investment information for internal and regulatory reporting.
- ✓ Independent valuations for non-deposit based products.

BOND EXECUTION AND STRUCTURED PRODUCTS

Bond Execution and Custody

The Debt Capital Markets/Bond Desk at Cantor Fitzgerald Ireland is an internationally renowned highly professional team, recognised as a primary dealer in Irish government bonds, by the NTMA.

- ✓ Excellent access to domestic and international bond markets.
- ✓ Very competitive pricing for credit unions wishing to avail of execution and custodian facilities.

Structured Products

- ✓ Development of capital protected and structured investment products, specifically tailored to the credit union movement.
- ✓ Review and analysis of other products offered to credit unions by intermediaries.
- ✓ Execution services for purchase and sale of products.





INVESTMENT TRAINING

As market conditions continuously change and regulations become more complex, regular and comprehensive training is increasingly necessary. We provide training options to the Board and Executive in the area of investments. Our training programme aims to:

- ✓ Enhance the skills and experience of those carrying out the investment function.
- ✓ Enable board members and officers to better understand the investment function and improve their contribution to debates and decisions that are made.
- ✓ Deliver training that is practical, accessible and relevant.
- ✓ Provide CPD hours.

BUSINESS PLANNING AND FINANCIAL ADVISORY SERVICES

We work directly with boards, management, oversight committees and internal auditors in providing consulting and advisory services to ensure that your credit union is in a position to:

- ✓ Meet agreed goals.
- ✓ Maintain strong balance sheets.
- ✓ Provide first rate financial services to members.

Advisory assignments include:

- ✓ Assisting credit unions in the development and implementing of strategic and detailed business plans.
- ✓ Reviewing the performance of your credit union.
- ✓ Growing the business through focused and practical marketing plans.
- ✓ Supporting credit unions in their regulatory and compliance obligations.
- ✓ Undertaking independent due diligence and financial reviews.
- ✓ CPD approved training for credit union officers.



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