

Case Study: Glide Capital LLC

Glide Capital allies with Millennium Trust for alternative asset custody solutions

Private debt funds can be a powerful way for wealth managers to improve the performance potential and stability of traditional investment portfolios. Millennium Trust Company's alternative asset custody solutions deliver operational efficiencies, competitive pricing, and exceptional client service that have helped Glide Capital win clients and grow its onshore business.

The Challenge

Glide Capital's structured solution makes it easy for wealth managers to buy private debt funds for their clients. Glide was looking for a custodian that offers not just operational excellence and competitive pricing, but one that understood the importance of end-client service.

The Solution

Some wealth managers who work with Glide Capital incorporate the company's private debt funds into their wealth management strategies. Others leverage Glide's platform to build white-label portfolios of private debt funds. No matter which option is chosen, a custodial relationship must be established to meet regulatory requirements.

During the past few years, Millennium Trust has become one of Glide's preferred custodians. Millennium stands out in three specific areas:

- **Operational efficiencies.** From a fund standpoint – recording, pricing, and deal flow – some custodians continue to rely on a highly manual process. Millennium Trust offers more efficient processes. Improved operational efficiency often results in fewer errors and delays.
- **Competitive pricing.** Millennium Trust offers reduced pricing for custody of alternative assets purchased through the Millennium Alternative Investment Network® (MAIN®). As a result, its fees are the most attractive among the 30 custodians with which Glide has relationships.
- **Exceptional client service.** Millennium Trust's responsive team has helped Glide resolve issues quickly and efficiently, so Glide, as well as its wealth manager clients and end clients, are happy with the result and ready to pursue additional investments.

The Results

Glide has worked with Millennium Trust to build operational efficiencies that streamline processes for wealth managers and help them differentiate their services in a competitive market. Millennium's competitive pricing and excellent client service have helped Glide win clients and grow assets under management. Since it was founded, Glide's AUM has doubled almost every year.

GLIDECAPITAL

Client

Glide Capital LLC

Industry

Private Credit Platform

Services from Millennium

Alternative Asset Custody

AUM

\$270 million

There is no substitute for experience. Millennium Trust has provided alternative asset custody for qualified and non-qualified accounts for almost two decades. The company custodies a full range of alternative assets, including hedge funds, private equity and debt, real estate, commodities, futures, and marketplace loans.

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We are your ally in the custody of investment assets — both traditional and alternative — to help you meet regulatory standards and high client expectations.

Service

Dedicated account managers help handle day-to-day custody and account maintenance responsibilities, so you can focus on growing your business with confidence. We don't just take care of the details, we look above and beyond to provide your business with exceptional service.

Access

Millennium Trust continues to expand access to custody services in the U.S. and internationally. Partnering with new platforms in new markets, we pride ourselves on adapting our solutions to meet evolving needs. Once on board, we've streamlined processes for setting up and managing accounts. Transparent quarterly reporting and regular data delivery to portfolio managers and account stakeholders help make the process fluid and flexible.

Expertise

Millennium Trust leverages our expertise in alternatives to provide specialized custody solutions for financial institutions and funds.

Our team of experts is at the forefront of understanding regulatory complexities, as well as the transparency needs of investors. We work with a wide range of financial firms — including hedge funds, marketplace lenders and private equity funds — and are committed to optimizing our custody solutions for your business needs.

ABOUT MILLENNIUM TRUST



Privately-owned trust company headquartered in Chicago area

Specializing in custody and retirement services

Over 1 million client accounts

Over \$25.7 billion assets under custody

Regulated by the State of Illinois



Established in 2000, Millennium Trust is an expert provider of custody solutions committed to the evolving needs of advisors, financial institutions, businesses, and individual investors. Millennium Trust empowers clients with trusted expertise, exceptional service and access to a wide range of custody solutions. Whether you are managing alternative assets, investment accounts or retirement funds, we are uniquely qualified to service your custody needs.

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To learn more about how Millennium Trust can meet your organization's unique custody needs, visit us at mtrustcompany.com or call us at 866.388.9419.

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11/18