Profit through direct lending

New regulatory demands continue to challenge banks, while risk-based capital charges make it difficult to efficiently provide middle-market loans. As a result, direct lending has become a significant opportunity that hedge funds, asset managers and other originators can’t overlook.

However, you need comprehensive technology, usable data and quick settlement to service these loans and run a cost efficient direct lending operation.

Scale and growth

Today, most lenders rely on a patchwork of systems and partners. But cobbled together various technologies means slower settlement times, disparate data sources, higher costs of management and limited transparency.

As direct lending grows, you need to scale your business in a way that allows you to not only compete but succeed in an increasingly crowded market. Having a single, end-to-end, turnkey solution is a game-changer. That’s where we come in.

Introducing loan agency

Virtus from FIS is the loan agency powerhouse for leading hedge funds, asset managers and originators. We unite agency, primary settlements and fund accounting into a single platform that provides the comprehensive support that you need. Whether we act as a named agent or a white-labeled sub-agent, we offer the advanced technology and deep expertise that you need to take advantage of the direct lending opportunity.

Expanded Loan Agency

Quicker settlement: Shortened settlement times by 5-7

Easy to use: Advanced technology for easy integrations and an intuitive User Interface (UI)

Greater efficiency: Straight-through processing from settlement through to portfolio administration and fund accounting
Core loan agent administration
Maintain registers, process principal and interest payments, rate sets and fees, monitoring borrowing base and collateral, and act as liaison between the borrower, syndicate and sponsors.

Cash management
Manage cash movements on all borrowings, principal, interest and fee payments with tax withholding, as required.

Covenant tracking
Monitor and distribute required covenant information, including periodic financial statements, compliance certificates and audit reports.

Special events
Assist creditors, borrowers, steering committees and counsel with events of default, distressed workouts and restructures.

Comprehensive loan structure coverage
Access full coverage of loan types including term loans, revolvers, PIK, DIP, workout, mezzanine, uni-tranche, multi-currency, broadly syndicated, bi-lateral, middle market.

True administration
Confirm trade documentation, lender eligibility including AML/KYC, borrower consent and all settlement documentation. You can settle private deals via integration with Virtus Trade Settlement to create an electronic record and facilitate subsequent trades.

Event management
Coordinate and distribute of amendments, consents, waivers and related communications between interested parties.

Tax documentation
Submit appropriate tax reporting as required by government authorities in supported jurisdictions.

To learn more about how Virtus can accelerate the performance of your direct lending business visit:

getinfo@fisglobal.com
fisglobal.com
linkedin.com/company/fis
twitter.com/fisglobal