

Wilmington Trust Launches ‘Margin Management’ Service with AcadiaSoft as Collateral Management Partner

AcadiaSoft’s ProtoColl and MarginSphere software to serve as backbone technology for Wilmington Trust’s collateral management initiative

Norwell, MA, December 12, 2017 – [Wilmington Trust](#), a leading provider of corporate and institutional services including custody and collateral solutions for a wide variety of financial institutions, insurance companies, health care organizations, educational institutions, and publicly traded entities in the United States, has engaged AcadiaSoft to launch a new “Margin Management” service for clients.

Wilmington Trust’s Margin Management is designed to assist clients in satisfying their margin and collateral obligations arising from derivatives, repurchase agreements, TBAs, and other bilateral agreements. Margin Management enables Wilmington Trust to support all aspects of the margin and collateral process with limited client involvement, as a fully outsourced solution.

“We approached [AcadiaSoft](#) because their suite of products provided an integrated solution for our new Margin Management service,” said Scott Linden, Wilmington Trust’s managing director for Collateral Management. “AcadiaSoft’s ProtoColl and MarginSphere services enable our team of custody administration specialists to manage the growing client demand for margin and collateral solutions.”

The key benefits of Wilmington Trust’s Margin Management service are that it:

- Uses a trusted service provider and custodian to manage all aspects of the margin and collateral process;
- Greatly reduces the need for the client’s operational and technology resources in the collateral process; and
- Provides the client with volume insensitivity as their trading demands and/or market volatility increase.

Sarah Powers, North America Sales Director for AcadiaSoft, added: “AcadiaSoft works hard to earn our clients’ trust each day. Wilmington Trust’s decision to use our services is validation of our client-first approach.”

Wilmington Trust's Margin Management service will be available to their clients in early 2018. The Wilmington Trust appointment is part of AcadiaSoft's wider success with ProtoColl and marks the eighth such appointment in the last 12 months.

AcadiaSoft, the worldwide leading industry provider of margin automation solutions for counterparties engaged in collateral exchange, acquired ProtoColl in November 2016 and has since integrated the end-to-end collateral and margin management service into the AcadiaSoft Hub. ProtoColl automatically calculates excess and deficient margin requirements for each active agreement, in addition to generating all necessary margin calls and associated notifications.

About Wilmington Trust

Wilmington Trust, N.A. provides [Corporate and Institution Services](#) including institutional trustee, agency, asset management, retirement plan services, and administrative services for clients worldwide who use capital markets financing structures. The corporate and institutional division is distinguished from many competitors by its status as a core business of Wilmington Trust, as well as the experience and expertise of its global staff and its multi-jurisdictional presence.

Wilmington Trust also provides [Wealth Advisory](#) services with a wide array of personal trust, financial planning, fiduciary, asset management, and family office solutions designed to help high-net-worth individuals and families grow, preserve, and transfer wealth.

Wilmington Trust has clients in all 50 states and in more than 90 countries, with offices throughout the United States and internationally in London, Dublin, and Frankfurt. For more information, visit www.WilmingtonTrust.com.

About AcadiaSoft, Inc.

AcadiaSoft, Inc. is a financial industry collaborative that is uniquely focused on delivering margin automation and standards for counterparties engaged in collateral management. AcadiaSoft allows market participants to communicate vital information on exposures, commitments and adjustments between counterparties in a complete, verifiable and secure manner.

Owned and backed by the investment of 16 major industry participants and infrastructures, the AcadiaSoft community has grown to over 400 member firms exchanging approximately \$400B of collateral on daily basis. The Company's growth has been driven by regulatory change in the

derivatives industry that is increasing the demand for automated, transparent and verifiable collateral management.

AcadiaSoft's [Advisory Groups, Best Practice Forums and Working Groups](#) provide a unique framework for integrating the thought leadership and capabilities of over 700 market participants, market infrastructures and key service providers across the industry.

AcadiaSoft is headquartered outside of Boston in Norwell, MA and has offices in London, Tokyo and New York.

For more information, see www.acadiasoft.com.

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