

IMAP 2020 VIRTUAL INVESTTECH

SPOILT FOR CHOICE - BESET BY RISK

Session 1

- Spoilt for Choice in Advice Software – What and how to choose
- Spoilt for Choice in Managed Accounts

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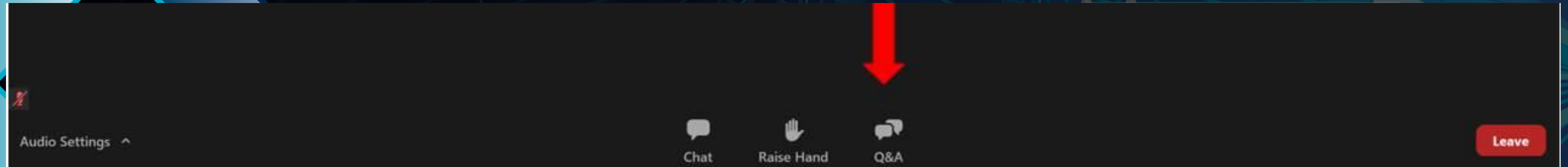



REFINITIV™

DATA IS JUST
THE BEGINNING



Type in your Question





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**Spoilt for Choice in
Advice Software –
what and how to
choose**
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Peter Worn - Enzumo





IMAP Session: Advice Software 2020 and beyond



Key Factors Impeding Advice Tech Development



Market

Size



Pricing

Sensitivity



Institutional Advice



Fragmented

Market



Poor

Data



Limited Global

Applications



Lack of API

Experience



Time Horizon



Advice CRMS – The sands are shifting

Market changes characterised by both demand (adviser) and supply (provider) dynamics.

Global M&A enabling financial capability, scale, tech synergies.

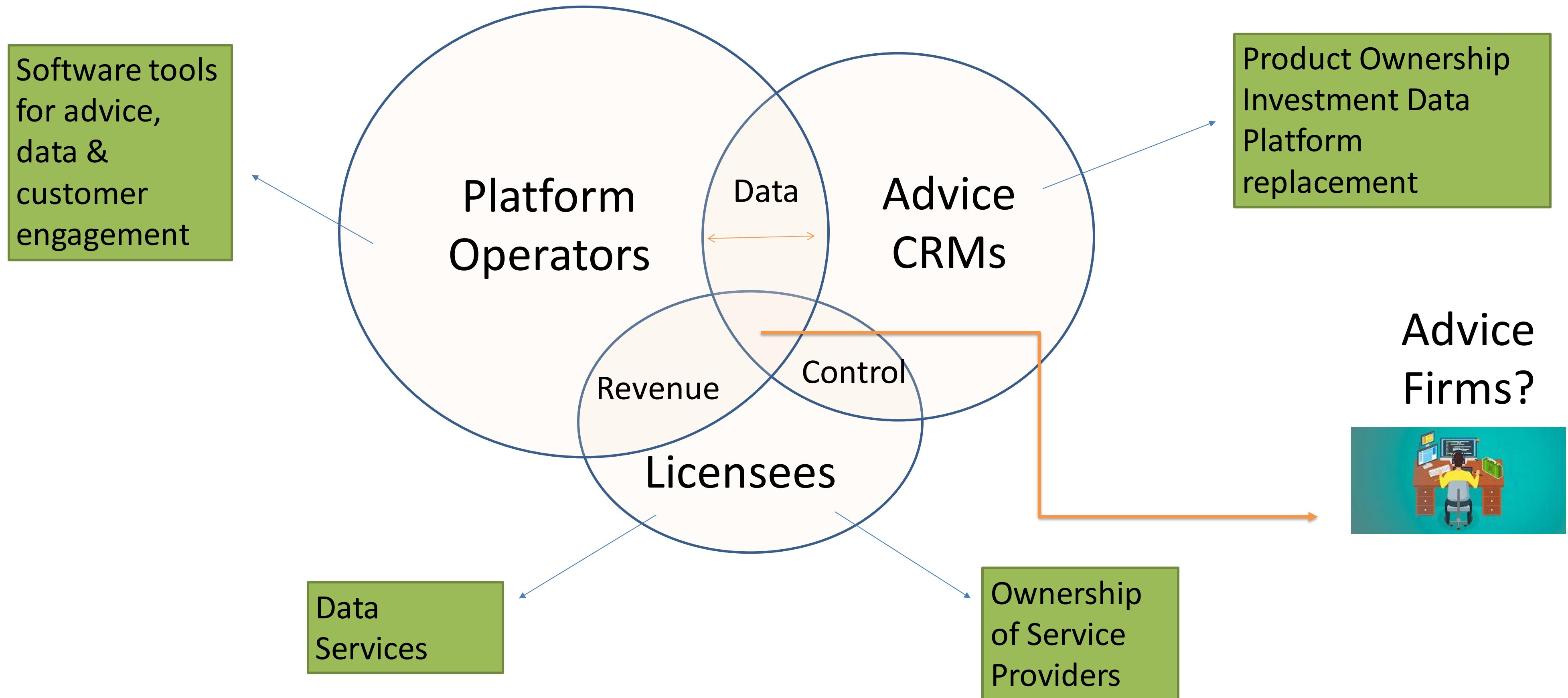
Emergence of new entrants – international and credible startups.

Fintech ecosystem is improving but integration with major CRMs is still too hard.

There remains nonproprietary gaps in the market for core areas of the advice tool kit ie, cashflow modelling, research tools.

Independently accessible data services are still not there to support true open competition.

Platforms & CRMs – An uneasy relationship



Serious Players

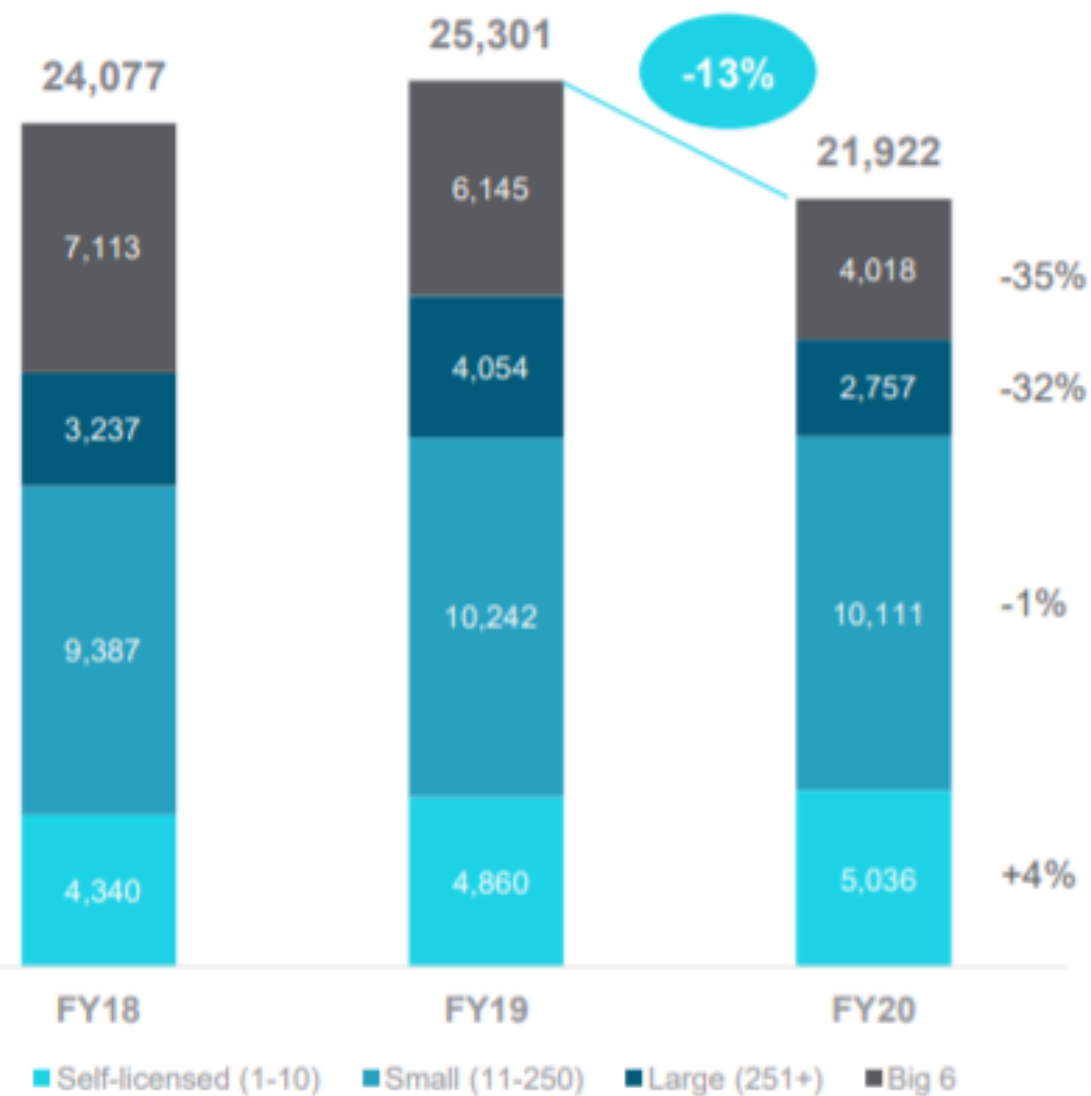


financial services cloud



a Morningstar company

Number of Authorised Representatives (ARs) by segment



Source: Centreport Alliance

What business are you in?



Spoiled for Choice – Well sort of



Source: Netwealth
2020 Advice Tech
Guide

The Problems with Advice Tech 'Stacks' – as it were.



Greater exposure to malware & cyber attack.

Lack of 2FA.

Lack of enterprise system protocols.

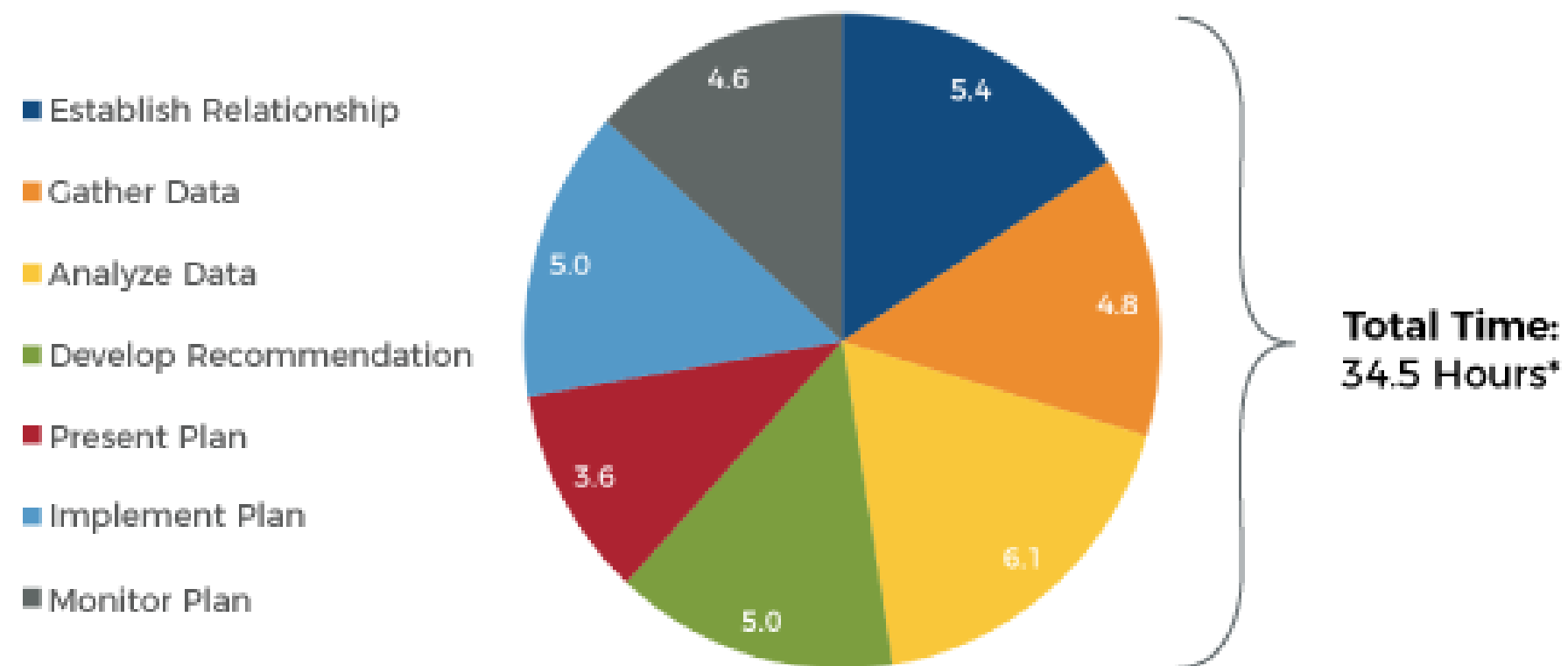
Passwords often unsecure.

Loosely integrated tools create complexity.

Regulator now watching this closely.

Key pain points often ignored

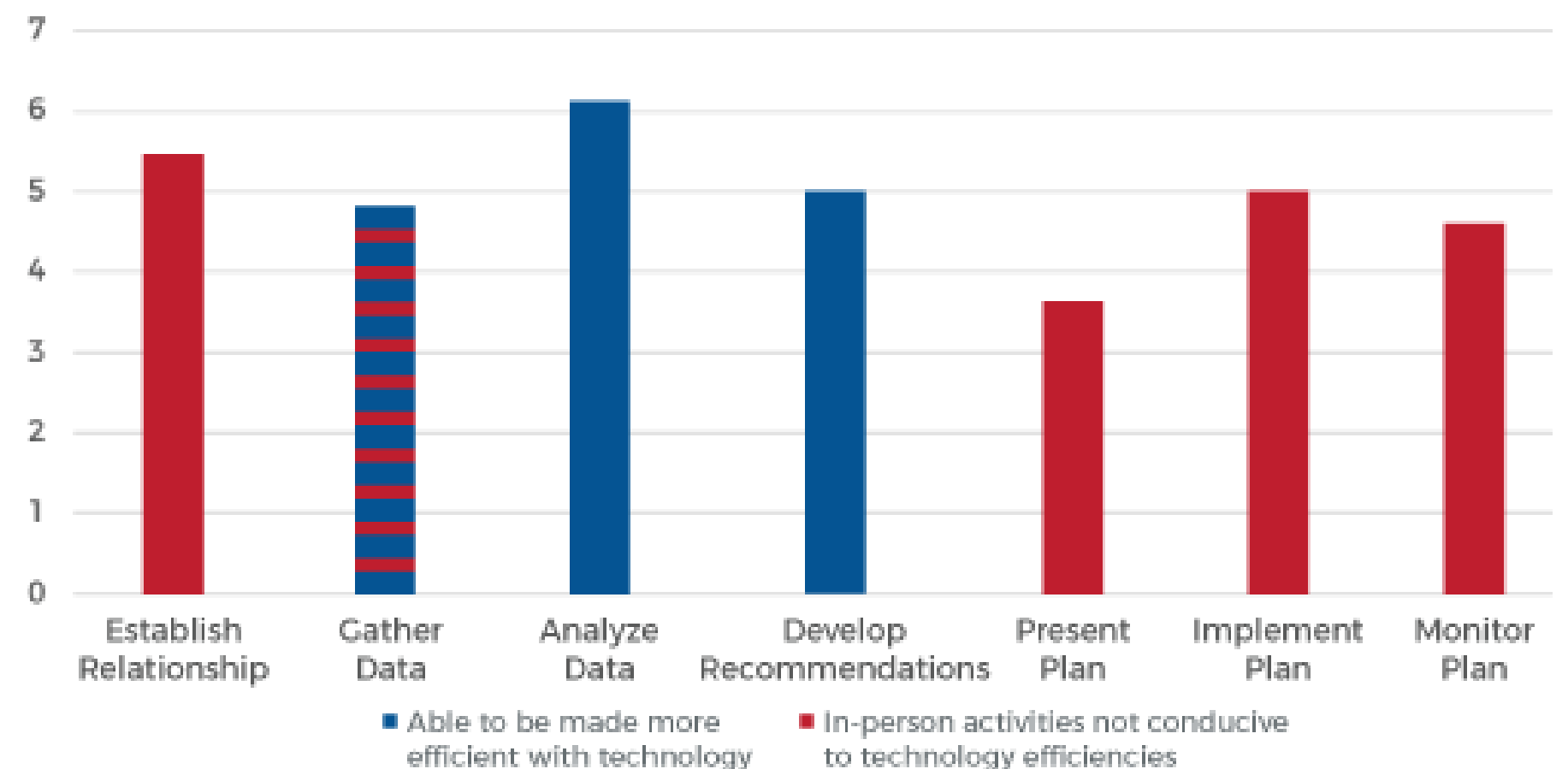
AVERAGE HOURS SPENT ON STEPS OF THE FINANCIAL PLANNING PROCESS OVER THE FIRST 12-MONTHS



*Time for the full advisory team to do financial planning in the first full year

© Michael Kitces, www.kitces.com
Source: Kitces FP Process Research Survey

STEPS OF THE FINANCIAL PLANNING PROCESS THAT CAN (OR CANNOT) BE MADE MORE EFFICIENT WITH TECHNOLOGY



© Michael Kitces, www.kitces.com
Source: Kitces FP Process Research Survey

Software Selection




What are the tickets to game?

- ✓ Must be well capitalised.
- ✓ Enterprise CRM with local hosting.
- ✓ Should be operating in multiple markets for scale.
- ✓ Should demonstrate willingness to work with Fintech's/Applications.
- ✓ Advice generation capability is key

If all else fails ask yourself..

“Will they be around for the long haul?”

What firms should be thinking about now.

1. Is my data quality of a high-standard?
 2. How many software tools do I actually need to run my business?
 3. What are all these tools actually delivering for my client experience?
 4. Is my ecosystem of applications exposing my business to cyber security risk?
 5. How will I be conducting business in the future (10 years away is now tomorrow)?
 6. Where do I seek advice on the best approach to technology?
 7. If the government placed GDPR style regulations on my business would I do things differently?
 8. Competition will improve functionality & value for money in CRMs over next 3-5 years. Think long-term before you jump.
- 



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Thank you



Spoilt for Choice in Managed Accounts

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Brett Sanders - Philo Capital Advisers

Zac Leman - BT

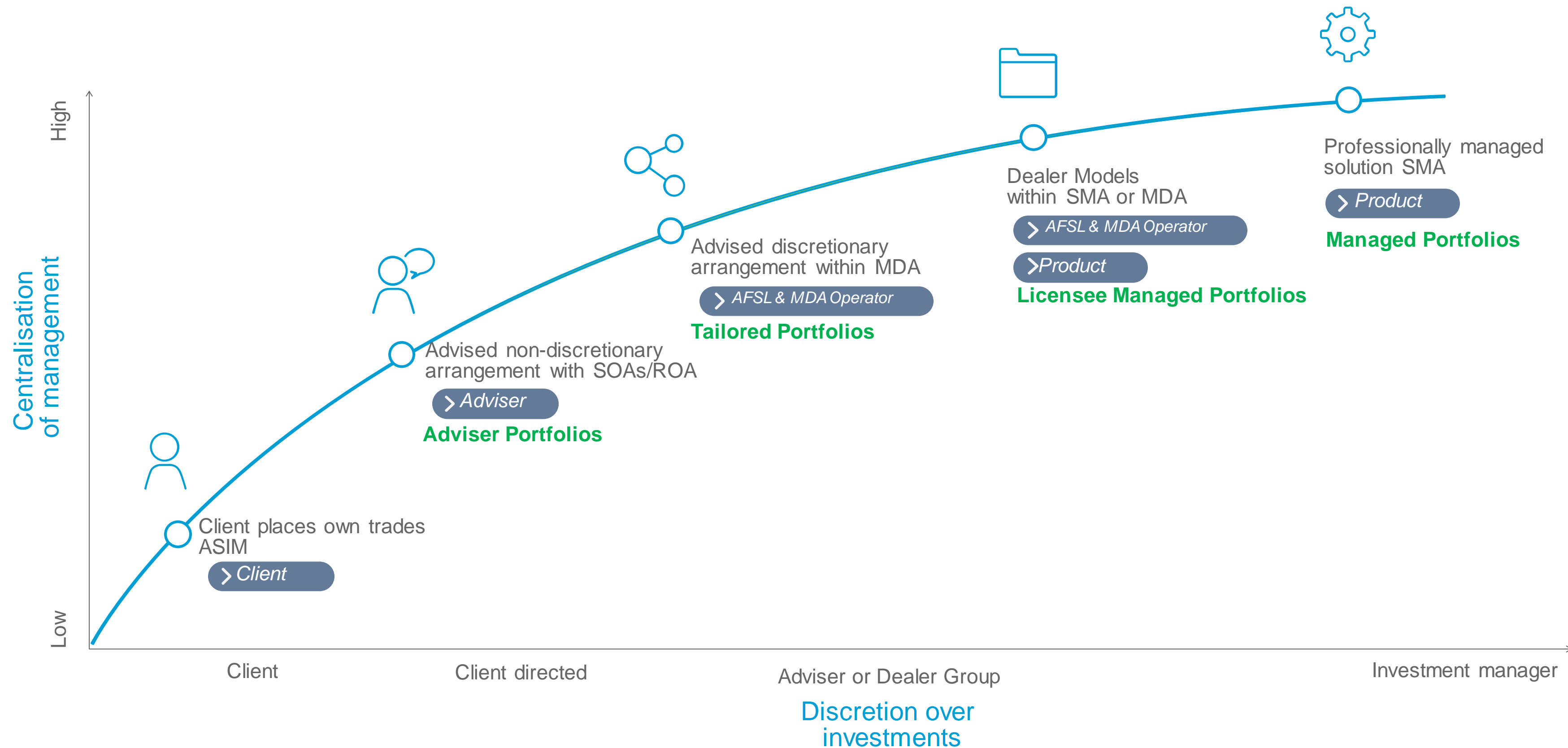
Moderated by Tom Schubert - Drummond Capital Partners

Managed Accounts on Panorama

September 2020



Portfolio management & Managed accounts



Separately Managed Accounts (SMAs)



BT managed portfolios
(Professional IMs)

An off the shelf solution of professionally managed investment portfolios using BT as RE. Single sector and diversified options available from large and boutique providers.

Over 50 professional SMAs available.



Licensee managed portfolios
(Dealer groups)

An adapted solution for Licensees to offer their own model portfolios using BT as RE.

Partner with BT to leverage expertise, guidance and support.

The option to construct single sector and diversified portfolios is available.



Licensee managed portfolios
(3rd party RE)

A bespoke solution enabling Licensees to offer their own model portfolios using their selected RE to issue SMA.

The option to construct single sector and diversified portfolios remain available.

Managed Discretionary Accts. (MDAs)



Tailored portfolios
(Licensee MDA)

A DIY solution for Licensees with their own MDA Licence* using the Tailored Portfolio toolkit to offer their own model portfolios.

Single sector and diversified options available.

*AFS licence with MDA authority

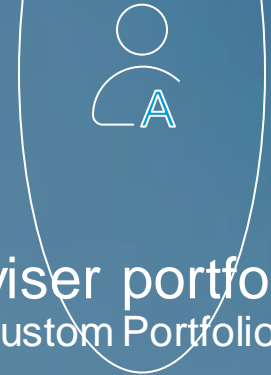


Tailored portfolios
(3rd party MDA)

An outsourced solution for Licensees that wish to collaborate to offer bespoke portfolios using the services of a 3rd party MDA Provider.

Single sector and diversified options allowable.

Adviser Portfolios



Adviser portfolios
(Custom Portfolios)

Account level adviser constructed set of pre-set investment allocations and weightings.

May hold a combination of listed securities and managed funds. Rebalance back to allocations (ad hoc or periodically) based on client instructions.

Multiple Parties & Integrated Portfolio Management in a single account

Oniston Pty Limited Account 3 - BT Panorama Investments - Investment - 120021738 - 2

Account

- Overview
- Account details

Portfolio views

- Investment income
- Capital gains
- Transactions
- Insurance
- Investment orders
- Payments & deposits
- Scheduled transactions
- Cash management
- Asset transfers
- Reports
- Document library
- Fees

Portfolio views

Valuation Asset allocation **Performance** Movements External assets

367 day performance is 0.51%

01 Jul 2016 → 02 Jul 2017

Expand all

No filters applied

- Cash
- Term deposits
- Listed securities *Investor or Adviser Driven*
- Managed funds
- Managed portfolios *SMA Assets (RE Assets)*
- Tailored portfolios *MDA Assets (MDA Assets)*

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Managed Account Options

| | | | | |
|--------------------|---------------------------|------------------------------|---|--|
| | Advice Firm | | | |
| Issuer | Platform | MDA Provider – Philo Capital | | |
| Administrator | Platform e.g. BT Panorama | | | |
| Client type | Smaller Not engaged | Smaller Actively engaged | Medium or Larger and simple | Large & Complex |
| Vehicle | SMA | SMA / MDA | MDA | MDA + Bespoke |
| Investment options | Multi sector | Multi sector | Multi sector + Single sector models | Multi sector + single sector models + bespoke |



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InvestTech2020

Session 1 Quiz

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