Finantix: enabling insightful sales and financial advice

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Business Development Executive

FINANTIX

FINANTIX

2020 – its all about the client

Clients clients clients

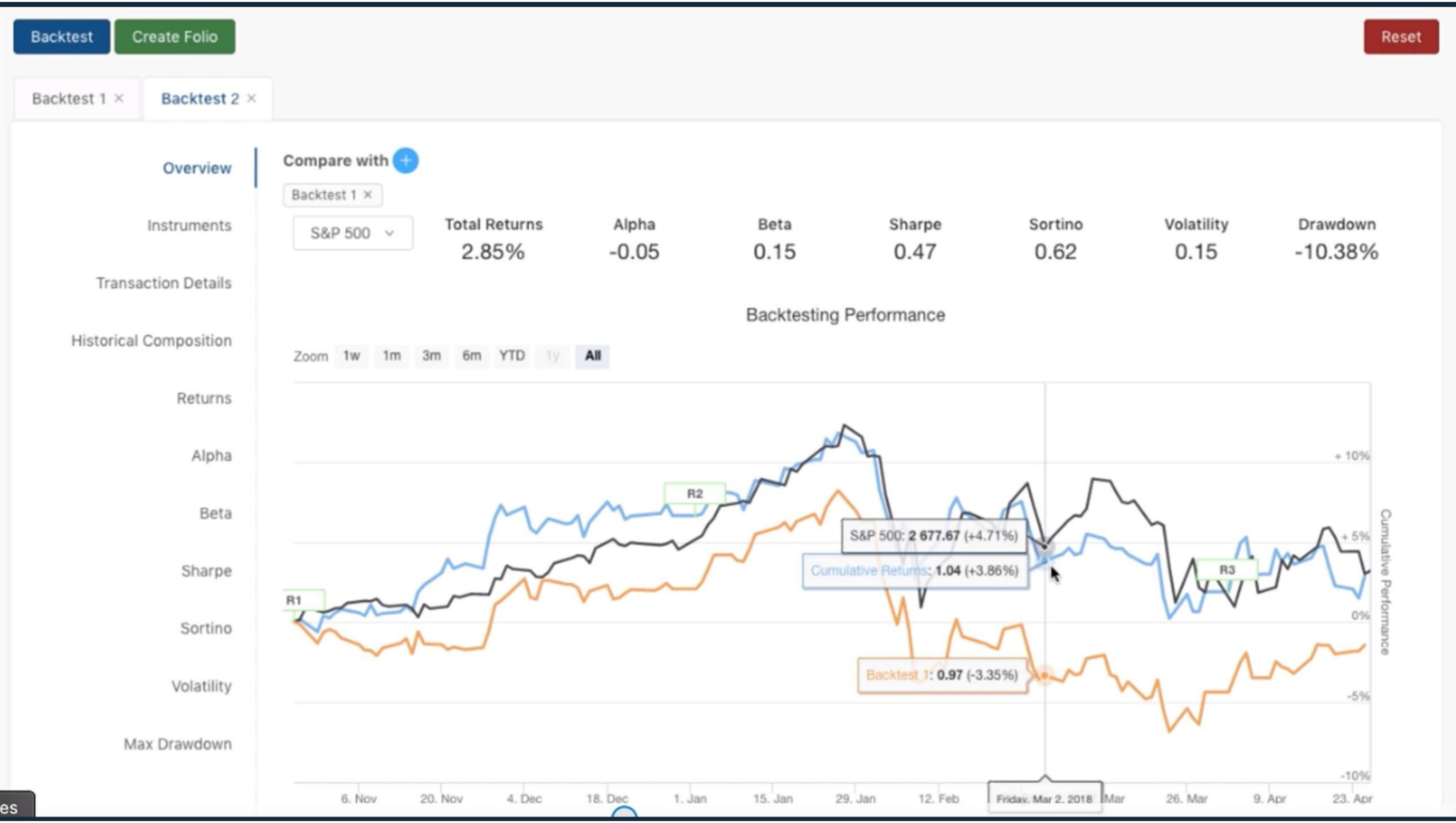
1. Getting them
2. retaining them
3. Advising them
4. Commercialising the above

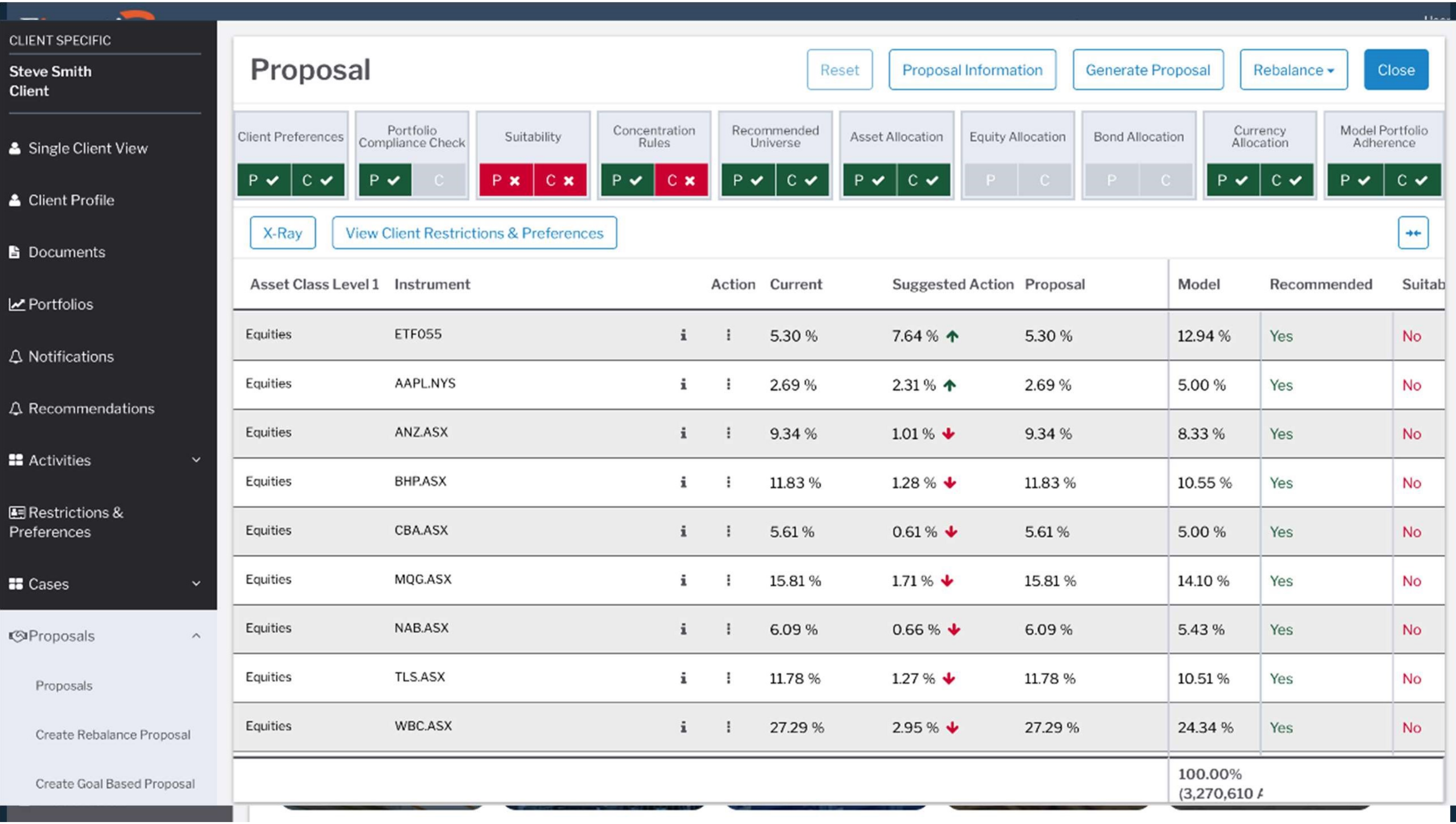
Lead Generation and Insights

Finantix

Automatically or manually identify, register and qualify leads, optimise the approach to the prospect and monitor sales process

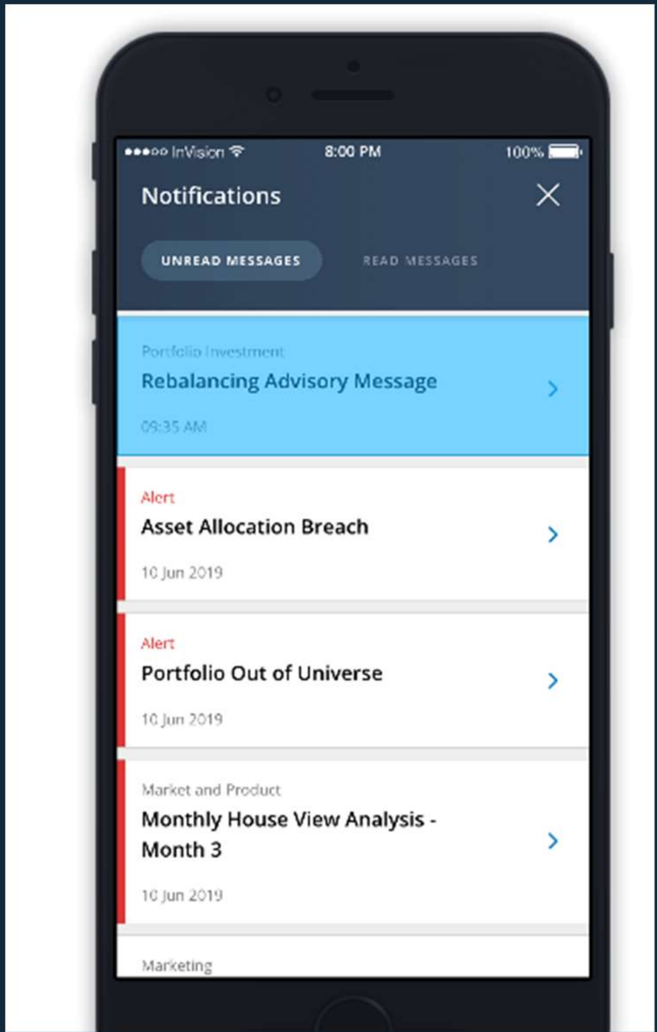
- Find prospective customers based on their similarity of target individual or entity personas
- Automatically scan for new prospect both on databases and news across many languages looking for money in motion
- Once a prospect has been identified, build an automated dossier on the prospect
- Match the prospect to the most relevant division or Advisor and optionally feed into an enterprise CRM
- Discover new events and information about existing customers so Advisors have timely and pertinent updates on their customer base


Backtest
Create Folio
Reset
Backtest 1 ×
Backtest 2 ×
Overview
Instruments
Transaction Details
Historical Composition
Returns
Alpha
Beta
Sharpe
Sortino
Volatility
Max Drawdown
Compare with +
Backtest 1 ×
S&P 500
Total Returns 2.85%
Alpha -0.05
Beta 0.15
Sharpe 0.47
Sortino 0.62
Volatility 0.15
Drawdown -10.38%
Backtesting Performance
Zoom 1w 1m 3m 6m YTD 1y All
R1
R2
R3
S&P 500: 2 677.67 (+4.71%)
Cumulative Returns: 1.04 (+3.86%)
Backtest 1: 0.97 (-3.35%)
+ 10%
+ 5%
0%
-5%
-10%
Cumulative Performance
6. Nov
20. Nov
4. Dec
18. Dec
1. Jan
15. Jan
29. Jan
12. Feb
Friday, Mar 2, 2018
Mar
26. Mar
9. Apr
23. Apr



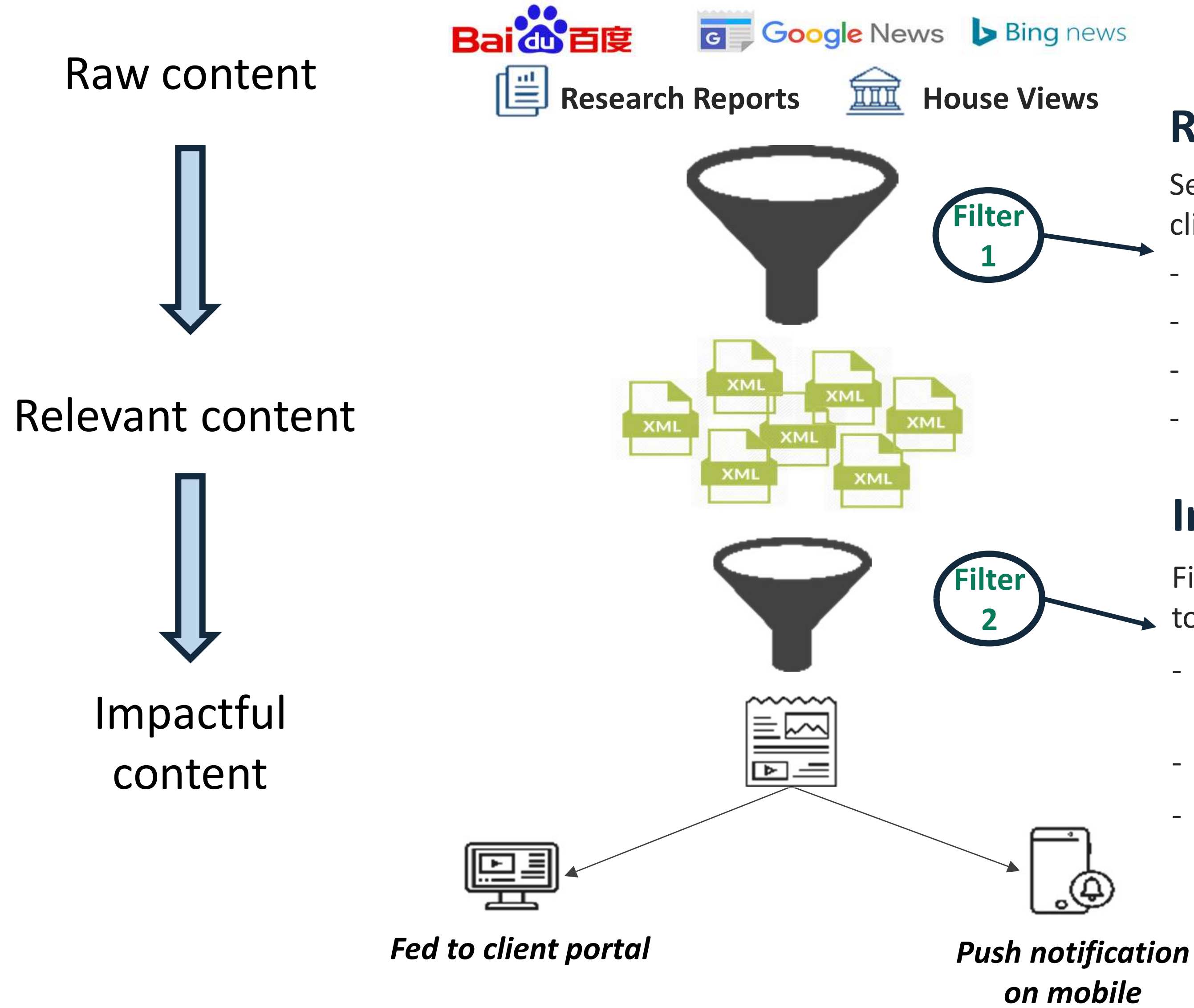
Asset Class Level 1	Instrument	Action	Current	Suggested Action	Proposal	Model	Recommended	Suitab
Equities	ETF055		5.30 %	7.64 %	5.30 %	12.94 %	Yes	No
Equities	AAPL.NYS		2.69 %	2.31 %	2.69 %	5.00 %	Yes	No
Equities	ANZ.ASX		9.34 %	1.01 %	9.34 %	8.33 %	Yes	No
Equities	BHP.ASX		11.83 %	1.28 %	11.83 %	10.55 %	Yes	No
Equities	CBA.ASX		5.61 %	0.61 %	5.61 %	5.00 %	Yes	No
Equities	MQG.ASX		15.81 %	1.71 %	15.81 %	14.10 %	Yes	No
Equities	NAB.ASX		6.09 %	0.66 %	6.09 %	5.43 %	Yes	No
Equities	TLS.ASX		11.78 %	1.27 %	11.78 %	10.51 %	Yes	No
Equities	WBC.ASX		27.29 %	2.95 %	27.29 %	24.34 %	Yes	No
						100.00% (3,270,610		

Advise them – hybrid control – adviser led client controlled



https://projects.invisionapp.com/share/BHT2PGPR2U9#/screens/374869063

Relevance and impact filtering extract the best content to share with clients



Relevance Filtering

Select appropriate content based on available client information :

- Current holdings and exposure
- Past holdings, trends and trade history
- Declared preferences and interests
- Inferred preferences based on demographics

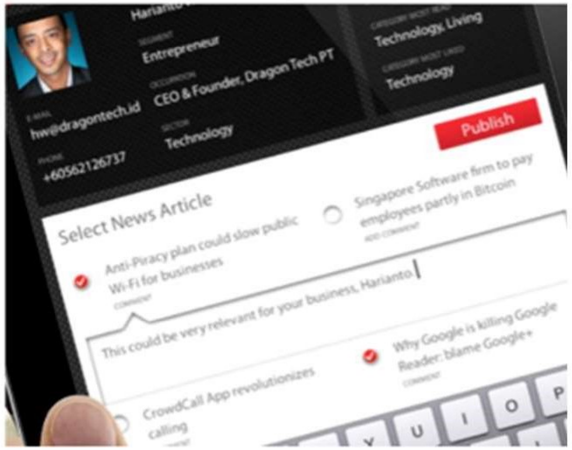
Impact Filtering

Filter news based on their importance and impact to keep:

- Major corporate announcements (annual result, profit warning, product release …)
- Sizeable market movements
- Change in analyst’s recommendations

Retention = engagement = relevant communication

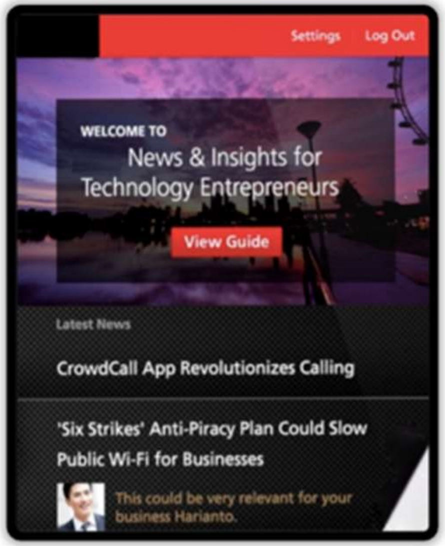
Adviser



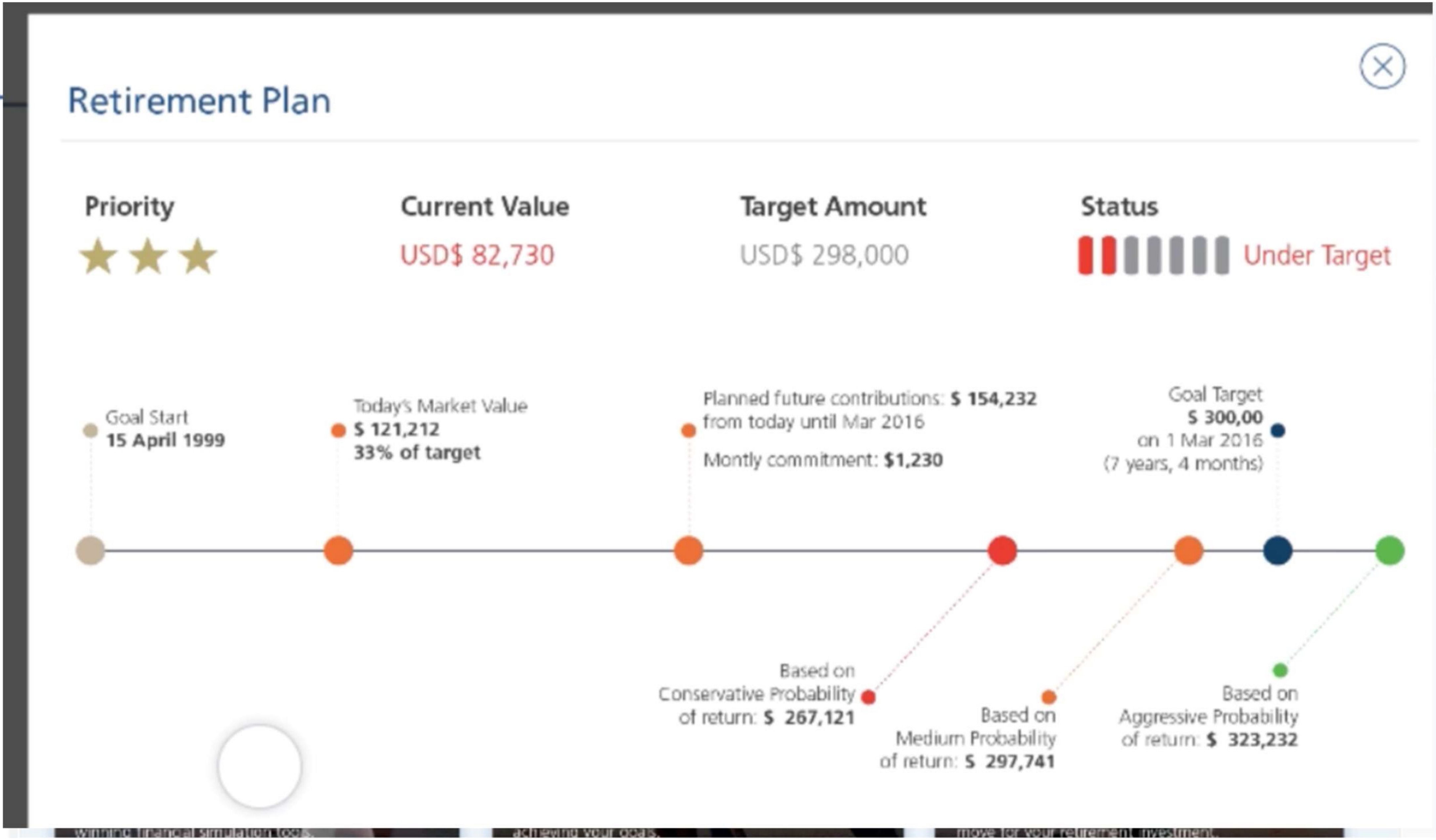
- Share research, news and content with single c all clients or selected
- Start discussions adding in context comments a messages
- Adviser can add specific actions to take based content e.g. rebalance
- Schedulers can automatically distribute
- Trackers collect viewing analytics that can be fed into behavioral profiling or used for compliance reasons e.g. trade confirmation was read

Via App or
Via Email

Client



- Client gets notifications for new personalized content available
- Helpful save for later features
- Client can have secure chat with Adviser tied to the content in focus
- Client can Accept/Reject proposed Actions attached to content


Retirement Plan
Priority
Current Value
USD$ 82,730
Target Amount
USD$ 298,000
Status
Under Target
Goal Start
15 April 1999
Today's Market Value
$ 121,212
33% of target
Planned future contributions: $ 154,232
from today until Mar 2016
Montly commitment: $1,230
Goal Target
$ 300,00
on 1 Mar 2016
(7 years, 4 months)
Based on
Conservative Probability
of return: $ 267,121
Based on
Medium Probability
of return: $ 297,741
Based on
Aggressive Probability
of return: $ 323,232

Our global footprint reflects the portability of our offering

Our presence

- Offices in 10 countries
- Implementation in 40+ countries

Our offering

consistent. reusable. portable.

- Multi-lingual, multi-jurisdiction, multi-tenant
- Powerful foundation allows services to be assembled across channels, devices, countries and jurisdictions while respecting local and cross-border compliance regulations

A selection of our clients

ROTHSCHILD
LGT
Manulife
HSBC
FNB First National Bank

UBS
Deutsche Bank
PRUDENTIAL
MUFG
YF FINANCIAL 云锋金融

BANKOFSINGAPORE
MassMutual FINANCIAL GROUP
Itaú
Standard Chartered
SAXO BANK

A rich suite of modules, components and engines for Advisers & Customers

Portals and Channels Servicing	Adviser Portal	Intermediary Portal	Client Portal	Content Distribution and Personalization	Digital Collaboration	Activities Tracking
Acquisition and Productivity	Lead Generation and Insights	Pipeline Management	CRM/Sales Productivity	Client Profiling and KYC / AML / SOW	Paper Forms Digitalization	Client Data Management
Engagement and advice	Meeting Assistant	Accounts and Portfolios Aggregation	Single Client View and Portfolio Analytics	Portfolio Construction and Rebalancing	Financial Planning	Portfolio Performance
Onboarding and origination	Client Onboarding	Investment Order Capture	Banking Transactions	Insurance Origination	Loan Origination	Case Management
Business Insight Governance and Control	Product Catalogue Engines	Investment Governance and CIO Tools	Portfolio Management	Suitability, Health Checks, Cross Border Engines	Business Intelligence	Next Best Action

Accelerators – Finantix Foundation accelerates your journey

Strong, feature-rich backbone of your digital enabling solution, powering agile implementations

Enterprise ready
We provide enterprise-grade security features, User & Entitlement management, audit management as well as standard certified deployment options and device and browser support

Multi-tenancy
Cloud based solution or in-house deployment, Finantix natively supports multi-tenant installations, providing you with a choice of your data segregation strategy

Multi-country / jurisdiction / language
Finantix Foundation allows to model complex multi country, jurisdiction and configuration systems

Rules & workflows
Finantix Components provide micro-workflows and rules management for specific use cases and provide options for the external system integration

UI accelerators
Our SDK provides source code access to the UI – example assembly of component functions, which allows you to build and customize your applications faster

API first
We design and build APIs before anything else. Our extensive library of components provides collection of APIs ready to be used in your context by your own delivery team

Ease of integration
Integration should not be difficult. We have standard interfaces to core systems, market data and news, risk engines and execution platforms with the use of enterprise grade connectivity ETL tools, significantly simplifying data transformation

SDK tools
With Finantix SDK your teams get access to the platform and component features enabling them to use and extend available functionality

Omni-channel
Finantix Components consistently support different channels, mode of operations and devices

AI enabled
We use different AI techniques to bring tangible benefits by automating tasks, distilling intelligence, supporting decisions and enforcing compliance

Why Finantix

Proven, functionally rich solution for sales, advisory and client

- Covers all needs defined today for the CRM initiative
- Enables quick adoption of other functions (Lead Generation, Advisory) with optimal costing

Flexible implementation approach

- Fast pilots and iterative deliveries = fast time to market
- Option to deploy in house and with a chosen hosting partner

Adaptability

- Use Finantix Components is accelerators of digital initiatives to build a Client solution
- Intellectual and physical control over the final individualised solution

Reusability of modules and functions across countries, segments, channels and devices

- Lower cost of ownership and ability to optimise the level of service to each target segment
- Ability to use existing systems and best-of-breed vendors in an integrated end-to-end process
- A digital platform for online collaboration for both internal and external users

Experienced Integration

- Experience interfacing with core banking platforms and working with local integrators

Future proof partner

- Ambitious roadmap and financial stability to deliver on the promise

We are local

- 10 offices across the globe
- Services team with long term retention standards
- High quality delivery standards