



LET'S BUILD THE FUTURE. TOGETHER.

IMAP Event Portfolio Analytics for Wealth Managers

August 29, 2019
Strictly Confidential

REFINITIV[™]
DATA IS JUST
THE BEGINNING



Refinitiv – what we do

Global footprint to deliver actionable intelligence to the Financial Community.



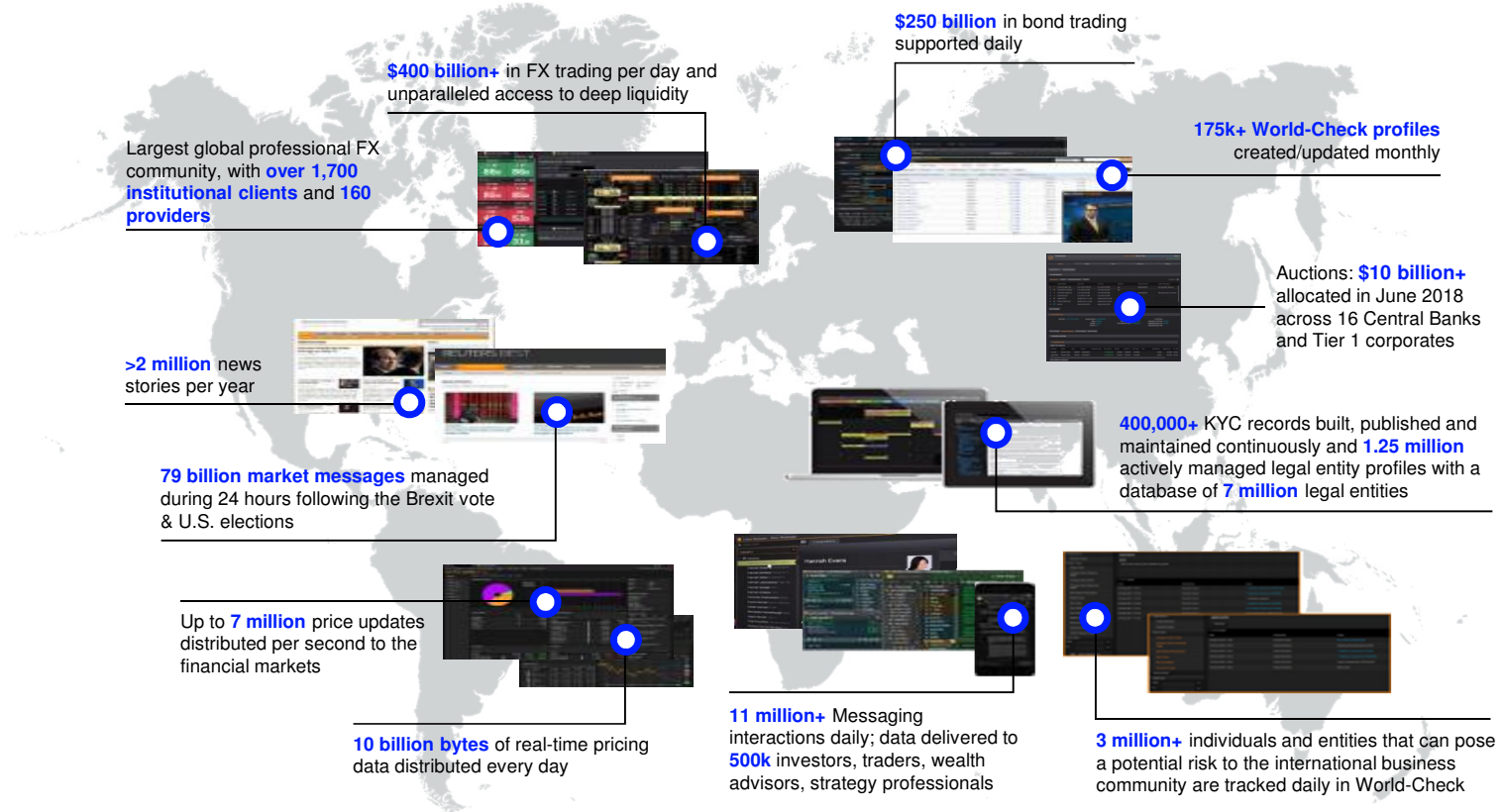
Over 40,000 customers around the globe



400,000+ end users in more than 190 countries



5,000+ investment firms and hedge funds supported worldwide



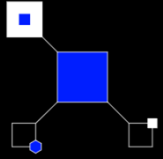
Portfolio Analytics

How Technology Will Transform the Advisory Process

REFINITIVTM

DATA IS JUST
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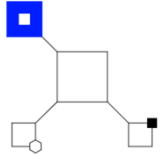
78% of Wealth Managers say learning about and keeping up with new technology is the top challenge they face.

Digitalization of Wealth Management
Forbes Insights / Thomson Reuters survey

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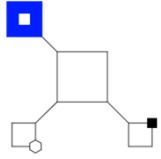
Deploying technology
for the next generation
of wealth management.

*Many clients will ask
themselves: why do I
need an advisor?*






69% of wealth managers are concerned about staying relevant to a younger generation of investors. But only 27% currently have **and are happy with** their mobile platform, even though they believe this is the digital capability that clients value most.



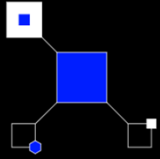
72% of Wealth Managers see AI as an opportunity

Digitalization of Wealth Management
Forbes Insights / Thomson Reuters survey

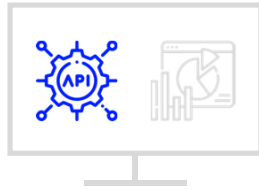
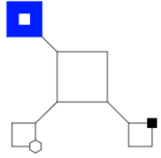


“We predict that AI/ML will be the single greatest enabler of competitive advantage in the financial services sector.”

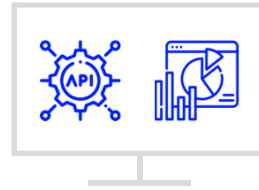
Tim Baker
Global Head of Applied Innovation & Refinitiv Labs



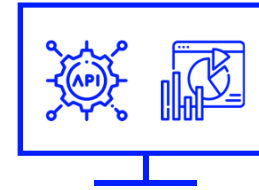
Client Data Aggregation: A Single Platform Enabling Flexible & Scalable Solutions



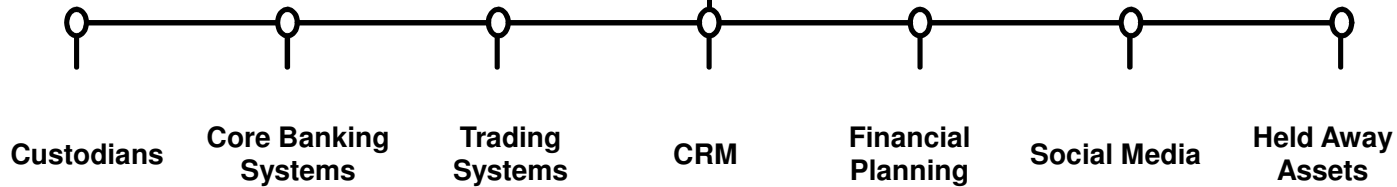
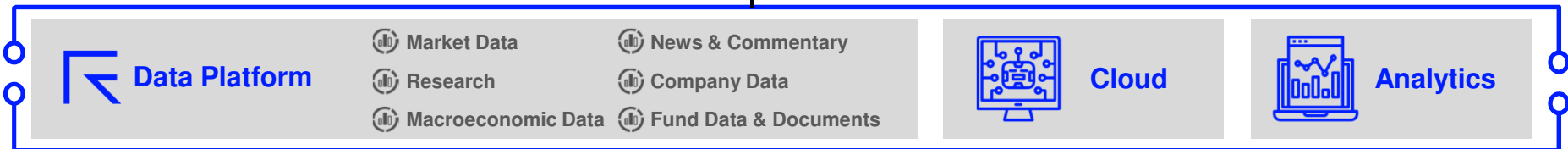
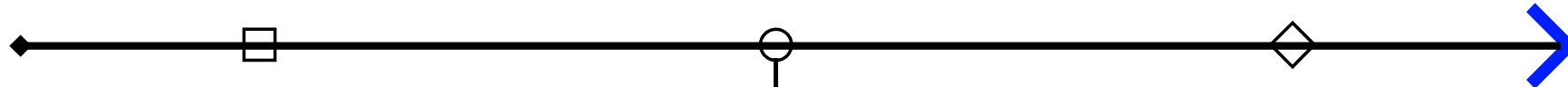
API only

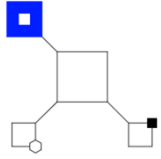


API + Widgets



Pre-built Advisor Workflow





Practice Management

Eikon Wealth

CLIENT BOOK

REVENUE SUMMARY

- Month to Date: \$10,000.00
- Quarter to Date: \$95,258.50
- Year to Date: \$95,258.50

ASSET GROWTH

Market Value: \$127,452,000.55

ACCOUNT SIZE ALLOCATION

% Market Value

- 10MM+ (10.0%)
- 5MM-10MM (20.0%)
- 1MM-5MM (60.0%)

CLIENT INSIGHT

CLIENTS-CALL LIST | RECENT ACTIVITY | OPPORTUNITIES

Client Name	Activity	AUM	# of Results
ELEANOR SUNG-YOUNG	- Call today 12:15pm - See Notes	Accounts in Drift	9
NICHOLAS YOUNG	Accounts in Drift	AUM \$11.7M	76
GOH WYE MUN	Accounts in Drift	AUM \$4.1M	12
COLIN KHOO	Upcoming Birthday	AUM \$2.2M	5
MICHAEL TEO	Outstanding Exceptions	AUM \$8.5M	9
MANDY LING	Outstanding Exceptions	AUM \$13.0M	
JACQUELINE LING	Upcoming Birthday	AUM \$7.1M	
FRANCESCA SHAW	Outstanding Exceptions	AUM \$13.0M	

ELEANOR SUNG-YOUNG

- Call today 12:15pm

- See Notes

HOUSE INVESTMENT THEMES

- TRADE WARS (Created By Nexus Team)
- HEALTHCARE CAMPAIGN FUNNEL (Created By Mohammed Alaoui)
- BITCOIN (Created By Samuel Trub)

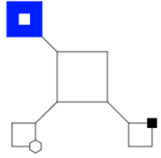
NEWS EVENTS

Transportation & Industrial (T&I) Statistical Weekly (Priced 12-31-18)

02-Jan-2019

News Sentiment: Strong Negative News Concepts: Trade Global Manufacturing

3 Clients Impacted



Client 360

Client 360 | Eikon Wealth

ELEANOR SUNG-YOUNG

+65 9595 1234 (mobile) | eleanor@email.com

Total Account Value: **\$8,987,816.94** USD Total MM Balance **\$478,326.34** USD Margin Available **\$957,857.43** USD

Overview | Contact Info | Accounts | Reports | Wealth Tracker | News | Related

PERFORMANCE SUMMARY 01/01/1996 – 03/31/2018

Client 360
Eleanor Sung-Young

\$675,950
Total Assets

600K

75,950

3 INTERNAL ACCOUNTS

- 2 BNY Mellon
Total \$400K
- 1 Fidelity Inv
Total \$200K

4 EXTERNAL ACCOUNTS

- 3 The Vanguard
Total \$100K

Internal Accounts	Account Balance	Overall RoR	YTD RoR
Retirement 1234-5678	2,987,861.94	+5.65%	-1.11%

CLIENT STATUS

Client Mood: **Enthusiastic**

Client Risk: **No**

Appointment: 01/03/2019
- In person
- Annual review

Portfolio Review: 01/03/2019

Balance: 01/03/2019

Next Sign In: 01/03/2019
- Number of log in 12 months
- Year to date 25

ACTIONABLE INSIGHT

Market Event
Transportation & Industrial (T&I) Statistical Weekly (Priced 12-31-18)
02-Jan-2019
Holdings Impacted: **BOEING CO**

Life Event
New Title: VP of Finance
LinkedIn, 2 Days Ago

Portfolio Rebalance
Detected change in risk tolerance
Clickstream Behavior

ALLOCATION SUMMARY

Broad Asset Class

50% US Stocks

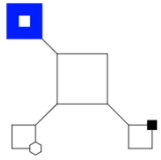
Actual

Mutual Funds

Fixed Income

12.5% Cash

Plan Score 34%



Asset 360

Boeing Co | Eikon Wealth

BA **BOEING CO** United States | NYSE Consolidated | Aerospace & Defense

Price: 338.670000 c USD -1.970000 -0.5783% Vol 3,038,031 **CAM 93** **CCR 77** Updated: 22-Apr-2018 19:02

SUMMARY SOV

Overview | Positions | News & Research | Price & Charts | Estimates | Financials | ESG | Events | Ownership | Debt & Credit | Peers & Valuation | Derivatives | Filings | 360 Menu

ACTIONABLE INSIGHT

House View

Investment Justification – earnings of Boeing negatively impacted by increase prices of steel.

Risk Rating 4 – Risk rating has increased with impact of Trade War

Market View

Raised Price Target \$400 and Analyst Recommendation BUY are UNCHANGED by predominately NEGATIVE news.

12-Month Target Price Range: \$350 - \$450

Analyst Recommendation: BUY

6 Clients Impacted

Name	% of Portfolio	Value \$
ELEANOR SUNG-YOUNG Impact: High	10.0%	986,543.30
NICHOLAS YOUNG Impact: High	8.9%	700,000.10
GOH WYE MUN Impact: Moderate	7.7%	570,541.00
COLIN KHOO Impact: Moderate	5.0%	258,543.30
MICHAEL TEO Impact: Low	2.3%	123,000.00
MANDY LING Impact: Low	1.5%	50,541.00

BUSINESS SUMMARY

The Boeing Company is an aerospace company. The Company's segments include Commercial Airplanes; Defense, Space & Security (BDS), such as Boeing Military Aircraft (BMA), Network & Space Systems (N&SS) and Global Services & Support (GS&S), and Boeing Capital (BCC). The Commercial Airplanes segment develops, produces and

PRICE PERFORMANCE

Open: 340.730000
Prev. Close: 340.640000
Bid / Ask: []
VWAP: 338.26
Turnover: USD 1.03B
Volume: 3,038,031
Short Interest: 1.10%
YTD: 14.84%
Beta (5Y Monthly): 1.39
Mkt Cap - Outstanding: USD 198.88B

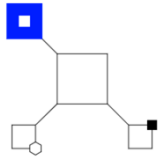
PE (LTM): 28.88
Div Yield: 2.02%
DR: BRL **BOEI34.SA** (1:1)
DR Type: -
DR Bank: -

Free Float: 586.56M Asset Type: Ordinary Share
Outstanding: 587.22M Share Class: -
IPO Date: 05-Sep-1934 Lot Size: 100

5 yr CDS: 28.010 bps
Δ Today: -1.58%
Δ 1 Week: -4.043

FUNDAMENTALS

	BA (Dec-2017)	Growth	Industry
Gross Margin	19.48%	3.06% 4Q	26.98%
Operating Margin	11.94%	2.57% 4Q	11.42%
Net Margin	8.20%	1.20% 4Q	7.06%



Practice Management

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HOUSE INVESTMENT THEMES

Created By Nexus Team

TRADE WARS

Clients (3)

Theme	# of Results
Trade Wars	9
Trade Wars	76
Trade Wars	3 are potential compliance breaches
Trade Wars	12
Trade Wars	5
Trade Wars	9
Trade Wars	3
Trade Wars	10
Trade Wars	2 are over 1MM
Trade Wars	12
Trade Wars	10
Trade Wars	112

Underperforming Accounts vs. Benchmarks

Options About to Expire

NEWS EVENTS

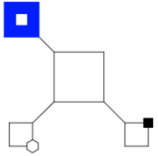
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3 Clients Impacted



Asset 360

TRADE WARS
 A full-blown trade war creates significant risks to the global economy: higher tariffs between the U.S. and its major trading partners could weigh on growth for years to come. Trade wars affect directly exporting companies and spread to all sectors of the industry through impacts on cost structure.

KEY FACTS

- U.S. President Trump applied a 25% tariff on steel, 10% on aluminium from the EU
- EU has promised retaliatory tariffs
- EU and Canada filed WTO
- Tariffs might drive EU closer to China and Russia
- Tariffs will cose a net 470,000 U.S. jobs
- Tariffs might cost U.S. consumers \$7.5 billion annually

Regions Impacted **U.S.** **China** **EU** **Russia**

NEWS

Jan 3, 2019 **China's FX reserves post surprise gain, withstand June market chaos**

Jan 3, 2019 **Tariffs on U.S.-made models will mean BMWs in China**

CLIENTS IMPACTED (3)

ELEANOR SUNG-YOUNG [View Investment Options](#)

TRADE WAR ASSETS

Name	Trend	Price	MTD % Change	YTD % Change
	▲	1,254.98 USD	+0.16%	-3.65%
	▼	2,080.00 USD	-2.48%	-8.29%
	▼	255.90 USD	-4.43%	-9.50%
	▲	6.66 CNY	+0.45%	+2.24%
	▲	1.31 CAD	-0.43%	+4.53%

CLIENTS IMPACTED

ELEANOR SUNG-YOUNG [View Investment Options](#)

INVESTMENT OPTIONS

Compliant	Security	Investment Option
<input type="checkbox"/>	Security	All
<input type="checkbox"/>		First State Asian Growth SGD
<input type="checkbox"/>		Nuveen Global High Income Fund
<input type="checkbox"/>		Cohen & Steers Global Infrastructure...

YE MUN [View Investment Options](#)

CURRENT PORTFOLIO STRUCTURE
Moderate Negative

Assets Class	Portfolio %	Scenario Estimated Impact
Equity	60%	Negative
Bonds	40%	Positive

CURRENT PORTFOLIO HOLDINGS IMPACT
Strong Negative



**ACCESS TO INSTITUTIONAL
GRADE PORTFOLIO
MANAGEMENT &
ANALYTICS**

**ADVISOR PRODUCTIVITY
SIGNIFICANTLY ENHANCED**

**GREATER RELEVANCY
IMPROVES CLIENT
EXPERIENCE**

**MULTI-CHANNEL
EXPERIENCE BETTER FOR
ADVISOR & CLIENT**

**MANAGING THE
“IRRATIONALITY” OF
PRIVATE INVESTORS
BECOMES SIMPLER**

**SEAMLESS INTEGRATION
OF “BEST-OF-BREED”
THIRD PARTY
APPLICATIONS**

THANK YOU

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