



# Manage Wealth Better

Finacle Wealth Management



# Wealth Management is Ripe for Transformation

The wealth of affluent individuals across the world is increasing steadily. About 4 million new individuals join this group each year. Their collective investible assets of nearly \$18 trillion represent a lucrative opportunity for the wealth management industry.

As the number of affluent individuals grew, so did their expectations from wealth products and services. Today, they seek not just access to basic investment products, such as equity, mutual funds and insurance, but are also keen on exploring structured products, private equity, precious metals, alternate funds, and held-away assets. Beyond a diverse set of products, they also seek priority service, personalized advisory and a unified platform to monitor their portfolio of investments. In addition to the evolving expectations of clients, the rising popularity of fintechs and non-traditional players is making the investment & wealth management ecosystem even more competitive.

Amidst these developments, the incumbent financial institutions need to defend their market share and grow clientele further. They need to operate efficiently to remain sustainable, improve their customer engagements to expand their user base, and innovate relentlessly to stay competitive.

To achieve this holistic business transformation, progressive financial institutions are looking to leverage the power of an advanced Digital Wealth Management Platform (DWMP). Finacle Wealth Management is one such comprehensive solution.

# Finacle Wealth Management Solution

Finacle Wealth Management is a comprehensive solution that offers a full spectrum of wealth products, enhances customer experience, improves the productivity of financial advisors, and streamlines all the front-to-back office operations.



## **A solution for diverse institutions**

Used by financial institutions of diverse specialty, including universal banks, private banks, and wealth management specialists



## **A unified platform with comprehensive coverage**

The solution offers a unified platform with access to thousands of products and advisory services across 12 asset classes



## **Improves quality of advisory**

Improves productivity of financial advisors with digital tools to understand clients better, engage with them efficiently, set up and manage their portfolio and leverage data insights to make informed decisions quickly



## **Supports entire customer lifecycle**

Seamless integration of all the front-to-back office tasks such as risk profiling, goal planning, portfolio monitoring, rebalancing, order management, commission and fee calculation



## **An advanced tech-stack**

A cloud-ready, open and modular solution that works seamlessly with existing core banking and channel applications



## **Flexible adoption options**

Financial institutions can choose to adopt the solution either as a cloud-hosted application or an on-premise package



## **Global benchmarking**

The Finacle Wealth Management solution is trusted by customers across 17 countries and is benchmarked as a 'Strong Performer' in the Forrester Wave™: Digital Wealth Management Platforms, Q1 2020

# Finacle Wealth Management Solution

**A modular and extensible solution designed to accelerate your digital business transformation**



## **Comprehensive Solution**

Offers full spectrum of products along with great depth of services within each asset class



### **Engage Better**

Holistic understanding of clients; collaborate and advise efficiently



### **Operate Better**

Digitize and automate front-to-back office operations



### **Innovate Better**

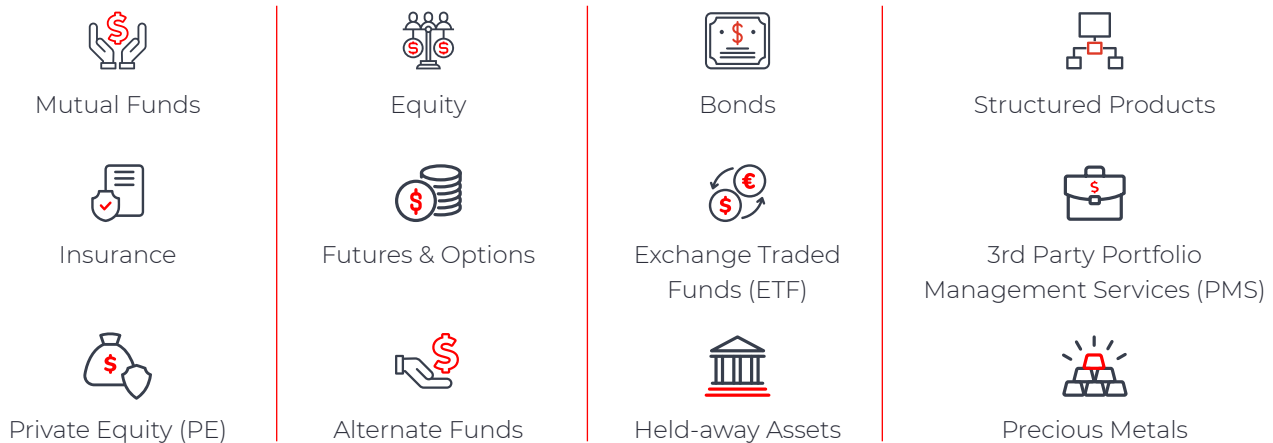
Multi-asset product factory, APIs for ecosystem innovation

## **Advanced Architecture**

Cloud-ready and modular tech-stack built on the principles of agility, openness and interoperability

# A Comprehensive Solution

Finacle Wealth Management is a comprehensive solution that spans the breadth of asset classes and depth of services within each of them. The Finacle Wealth Management solution covers products across the 12 asset classes listed below.



The solution empowers financial institutions to flexibly define products and carry out a diverse set of transactions including buy, sell, switch, subscribe, and redeem. It supports omnibus and multi-omnibus processing and efficiently handles order management, settlement, confirmation and reconciliation. The management fee and commission are computed considering the complex rules applicable to each customer segment and product type.

Financial institutions can leverage the comprehensiveness and modularity of the Finacle Wealth Management solution to build a unified platform for wealth products and advisory services.

## Axis Bank drives growth with multi-asset solution

AXIS Bank, one of India's largest private sector banks, leverages the Finacle Wealth Management solution to drive its successful 'Burgundy Wealth Management' offering.

The Bank uses the Finacle solution as the de-facto unified platform to offer a diverse set of wealth products and advisory services. Some of the investment avenues include Equity, MFs, 3rd party PMS, Bonds & Debentures, Alternate Investment Funds, Sovereign Gold Bonds, Insurance, IPOs and NRI-PIS.

Axis Bank pursues a strategy of bundling wealth products and advisory with premium retail banking services. This approach has delivered robust business growth over the last 5 years.

Robust business growth driven by affluent retail banking customers

- Wealth business revenue grew at 43% CAGR in the last 5 years
- AUM growth of 31% CAGR in the last 5 years
- A healthy growth of 12% in customer base (in 2018)

Source: Annual Reports of Axis Bank

# Advanced Architecture and Adoption Flexibility

Finacle Wealth Management is a cloud-ready and modular solution built on the principles of interoperability and openness for collaboration. It is massively scalable and can support a large customer base and transaction volume, and also a large number of new product rollouts.



## Modular solution

The various modules can be selectively chosen for deployment and rollout to best suit market demand and strategy



## UX design flexibility

Financial institutions have full flexibility to either tailor or use a custom set of user interfaces consistent with their UX strategy



## Flexible adoption

The solution can be installed and upgraded independently, either on-premise or over a cloud infrastructure



## Core agnostic

This enterprise solution works seamlessly with Finacle as well as other core banking, channel and CRM applications



## Multi-entity

The application is built to support multiple entities, languages and currencies, and comes ready with geographical best practices

### **DBS Bank achieves tailored product bundling to suit each of its multi-country deployments**

DBS is one of Asia's leading banks (with HQ in Singapore), with a presence in 18 global markets. The Bank leveraged the power of Finacle's advanced architecture to drive smart bundling of wealth products as well as deploy the solution efficiently across all six of its priority markets - Singapore, Hong Kong, Taiwan, China, India and Indonesia.

The Finacle solution helped extend Bonds, Equity, Retirement Accounts, Structured Products, Mutual Funds, Insurance, Margins and IPOs within their portfolio as well as curb revenue leakage through efficient calculation and reconciliation of fees and commission.

- Driven by superior technology and strategic expansion, the wealth management income grew by 16% and fees increased 13% in 2019
- DBS has been adjudged "Best Private Bank for Innovation" and "Best Private Bank in Asia" by Professional Wealth Management/ The Banker

Source: DBS Group Holdings Ltd. Annual Report 2019

# Engage Better

Finacle Wealth Management takes a holistic approach to engagement by enabling advisors to understand their clients better, collaborate effectively and provide timely advice.



## Understand better

- The application enables advisors to build and maintain a detailed profile of their clients and prospects; it has the ability to create/set up portfolios as an individual, household or group
- Meticulous goal setting exercise that includes an elaborate risk assessment, creation of a model investment portfolio, goal setting and simulation of portfolio performance over time
- A visual depiction of clients' income, expenditure, assets, liabilities, and net-worth analysis



## Collaborate better

- The application makes conversation and communication between advisors and clients easy and effective
- The application facilitates review and approval of portfolio rebalancing actions
- Advisors can send timely updates in the form of Financial Planning Summary Statement, Risk Statement, Goal Statement, and other portfolio statements



## Advise better

- Advisors are alerted to deviations from the model portfolio; the application even recommends necessary steps for portfolio rebalancing
- The system monitors market fluctuations and automatically recommends a buy/sell/hold action
- In case of smart SIPs, the monthly investments are dynamically calculated to adjust the financial gains and slips of the previous month

### **A leading financial institution in Oman champions personalized insurance advisory.**

This financial institution is also amongst the leading asset managers in the GCC. It has been a preferred choice for Ultra HNWI and HNWI segments for the last 20+ years.

The Finacle solution helped the Bank to add personalized insurance products related to art, health, critical illness, family protection, home, life, motor, travel, and yacht.

Adjudged the  
**“Best Private Bank in Oman”**  
in 2020 by the Professional  
Wealth Management/The  
Banker

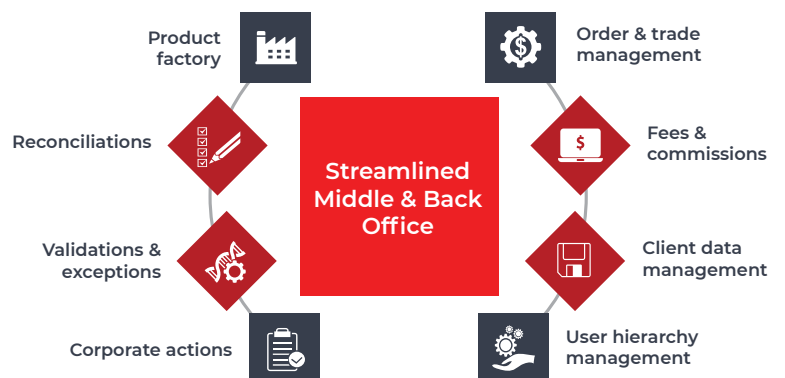


# Operate Better

The Finacle Wealth Management solution helps financial institutions make their front office tasks smarter and streamline their mid-back office operations. The solution covers front office tasks, such as prospect management, risk profiling, goal planning, portfolio simulation, advisor dashboards, portfolio management services and client communications. The back office operations, such as order execution, product factory, calculation of fees & commissions, reconciliation of transactions, and client data management, are streamlined for efficient operations.

The application enables financial institutions to manage customers' data privacy and security efficiently. Multiple individuals can be grouped into a common account; the relationship and hierarchy of multiple clients within a household can also be recorded within the system.

The Finacle Wealth Management solution helps financial institutions lower their Total Cost of Operation (TCO) through automation and smart governance. The application facilitates straight through processing of order placements across all the asset classes. It efficiently handles multi-currency and multiple payment modes for transactions. The application also computes the management fees for the Assets Under Management (AUM) with due consideration of the complex fee structure applicable to each customer segment and investment category.

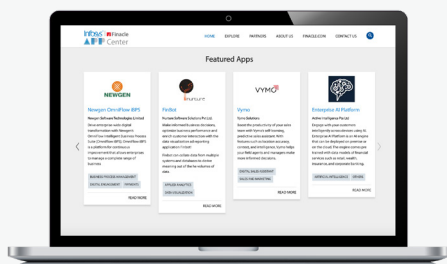


# Innovate Better

The Finacle Wealth Management solution facilitates innovation, both within the internal ecosystem as well as with external partners. The application comes with a powerful multi-asset product factory that financial institutions can leverage to easily create innovative products linked to markets, credit, interest rates and currency. The solution supports extensive parameterization that assists in the efficient configuration of products and services. The business rules can be defined once and reused across modules and tasks.

The application provides more than 350 APIs for seamless integration with channels, core banking systems, CRMs, lenders, insurers, brokers and exchange houses. With these integrations, the digital teams can effectively support the evolving needs of the business teams.

Financial institutions can also fast-track innovation through collaboration with external entities. The Finacle App Center is a marketplace showcasing innovative solutions developed by the Finacle ecosystem consisting of partners, startups, and clients. Financial institutions can leverage the Finacle App Center to evaluate and explore a growing set of innovations relevant to them.



**Finacle App Center**

## Examples of innovations from our partner ecosystem are listed below.

- Personetics: Gives real-time insights, personalized advice, and automated cash flow/ goal-based/ money management solutions for retail, small business and wealth management customers
- Whatfix: In-app walkthroughs and tutorials to help digital adoption. Enables real-time, contextual help for users on banking platforms. Eases onboarding and reduces training effort for users

# Delivering Enhanced Digital-Only Propositions

Banking today is characterized by empowered customers, extensive competition and the ecosystem model.

Digital differentiation stems from how well a bank leverages its data and ecosystem to innovate and make banking easier, faster, more contextual and frictionless. The Finacle Digital Banking Suite helps digital-only propositions achieve this with ease.

Join the community of global financial leaders and challengers who are taking their digital-only strategies to new heights with Finacle.

Contact us today :

[www.finacle.com](http://www.finacle.com) | [finacle@edgeverve.com](mailto:finacle@edgeverve.com)



## Why we exist

To inspire better banking so that billions of people and businesses can save, pay, borrow, and invest better.

## How we do it

Our solutions and people help banks to engage, innovate, operate and transform better, so that they can improve their customers' financial lives, better.

## What we offer

A comprehensive suite of industry-leading digital banking solutions and SaaS services that help banks engage, innovate, operate and transform better.



Inspiring Better Banking  
[www.finacle.com](http://www.finacle.com)

For more information, contact [finacle@edgeverve.com](mailto:finacle@edgeverve.com)

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