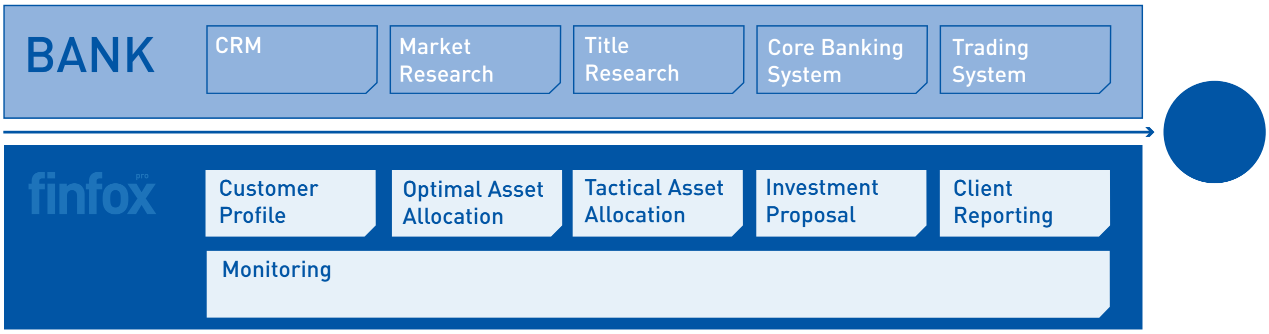
ECOFIN
RESEARCH & CONSULTING

ECOFIN FINFOX PRO
ADVISORY SOFTWARE FOR
WEALTH MANAGEMENT

finfox pro

SOLUTIONS FOR THE
FINANCIAL INDUSTRY

ADVISORY SOFTWARE FOR WEALTH MANAGEMENT



ADVISORY AND SALES TOOL

FINFOX Pro is a comprehensive software solution supporting the investment advisor and structuring the bank's advisory and sales process in investment and wealth management.

STRUCTURED PROCESS

A structured advisory process in wealth management is indispensable to ensure consistent advice for all customers – throughout the institution and over time.
Due to its modularity, FINFOX Pro covers new and existing process definitions. Advisory processes can be differentiated by customer groups.

CUSTOMER ORIENTATION AND INDUSTRIALIZATION

The advisor's dialogue with the customer is crucial in providing the information for truly customer-oriented wealth management. FINFOX Pro supports the advisor in gathering the relevant data and processing it correctly.
To optimize customer portfolios towards minimal customer-specific risk for a given return, customer-specific or customer-group-specific asset allocations and investment proposals are calculated.

Where the customer is not directly involved, FINFOX Pro allows for an industrialization of the advisory and sales process. For instance, information from research and portfolio management can easily be integrated.

FLEXIBLE ARCHITECTURE

FINFOX Pro can be integrated in a straightforward manner into the existing banking environment. Due to its service-oriented architecture, solutions can be individually defined and easily implemented. Stepwise implementation is also possible.
Based on the flexibility of a modular architecture, the structured process can be configured for private, affluent and retail banking.

BENEFITS TO THE BANK

- Customer-centered approach leads to improved customer retention.
- Structured advisory and sales process leads to superior advisory quality and consistent results throughout the bank.
- Flexibility in defining the advisory process.
- Integration with the bank's work flow models.
- Modular architecture allows for flexible and gradual implementation.
- Continuous monitoring allows for proactive customer management.
- Smooth integration with banking systems.

KEY FUNCTIONALITY

PORTFOLIO CONSOLIDATION

FINFOX Pro allows for the manual entry of third-party portfolios as well as for complex portfolio structures. The portfolios can be consolidated to form a comprehensive basis for wealth management.
In case of incomplete instrument master data, there is a module for manual entry of master data directly into FINFOX Pro (e.g. for new titles on recommendation lists).

CUSTOMER PROFILE

The customer profile can be determined in different ways, e.g.

- By answering a questionnaire defined by the bank. The resulting combination of answers is then assigned to a bank-defined risk profile.
- By explicitly defining the customer's future financial goals over his life cycle.
- By planning the customer's budget in detail.
- By taking account of the customer's investment restrictions.

Depending on the bank's advisory and investment process definition, there are various approaches to processing the customer profile information.
FINFOX Pro always provides a graphical representation of expected future wealth over time, generated by Monte Carlo simulations, shortfall risk information for future financial goals as well as key figures on return expectations and risk.

OPTIMAL ASSET ALLOCATION

Given investment restrictions, the customer's future goals, interest rate structures and the risk-return characteristics of the underlying risky asset classes, the asset allocation can be optimized individually such that it fits the customer's risk profile best (ALM approach).

Alternatively, a selected model strategy corresponding to the customer's risk profile is chosen as optimal asset allocation. Or the asset allocation is defined individually according to the customer's requirements.

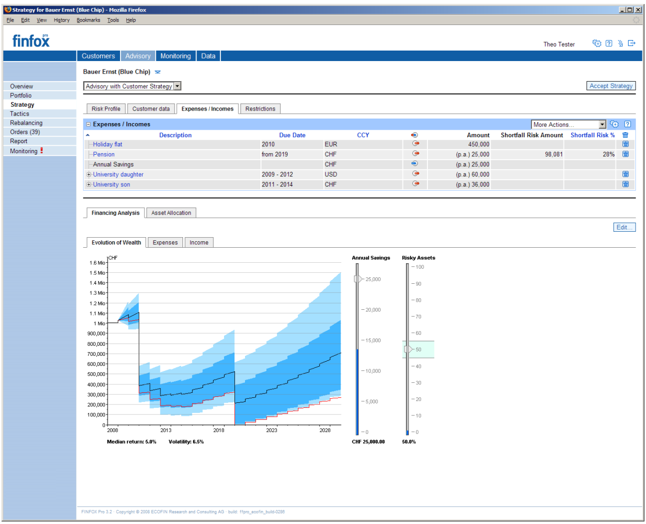
In all cases, the bank is free to define the asset scheme and the currencies to be used. Beyond, FINFOX Pro yields information on the risk and return characteristics of the derived allocation.
The information is presented graphically as well as in tabular form.

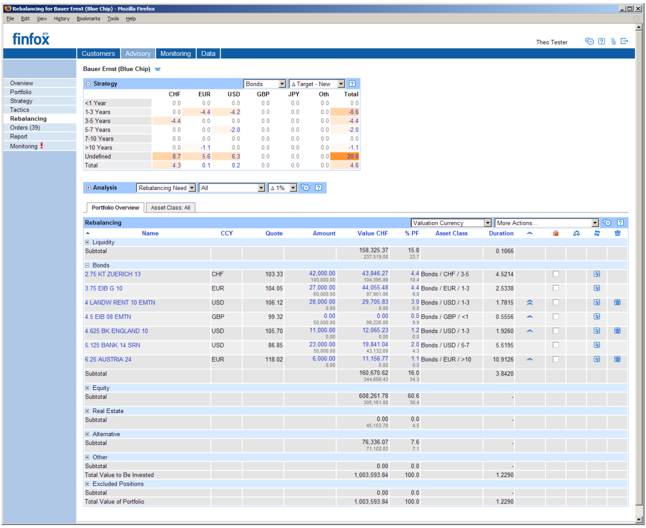
TACTICAL ASSET ALLOCATION

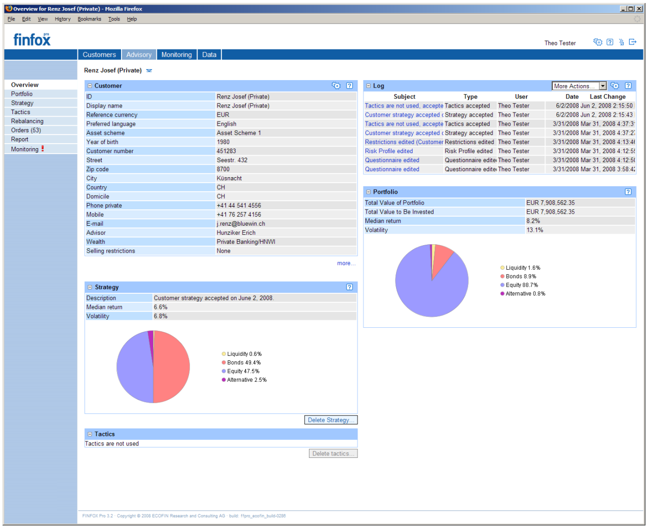
Depending on the bank's investment process, the optional tactics module can be used to differentiate between strategic and tactical asset allocation.

INVESTMENT PROPOSAL

The investment proposal is based on the customer's existing portfolio, the target asset allocation and the bank's model portfolios or lists of recommended titles, possibly differentiated by customer groups. The proposal can be determined manually by the advisor or automatically by the investment proposal engine, considering a wide range of parameters, which can be fine-tuned by the advisor.







PORTFOLIO REBALANCING

The transaction list is generated from the investment proposal. An interface to the bank's order system can be implemented. The transaction list can be exported in various file formats.

PROSPECTIVE CLIENTS

In addition to existing clients, also prospective clients can be advised on the basis of FINFOX Pro. All the functions which are available to existing clients can also be used for advising prospective clients.

In particular, FINFOX Pro can be used to determine the client profile and to calculate suitable investment proposals. Using the information entered into and generated by FINFOX Pro, reports can be processed and handed out to the client.

STRATEGY MONITORING

The aim of monitoring is to ensure proactive advice to the client and risk management information to the bank. In order to achieve this, the relevant client, market and portfolio data must be constantly monitored and findings are reported to the advisor and the client risk manager as required.

The portfolio's compliance with the target asset allocation is checked. The user can freely choose the level of detail to be monitored as well as the rules to be observed.

PORTFOLIO MONITORING

The whole portfolio as well as its components can be monitored. Possible criteria are prices of single assets or values of the components. Also time- and event-related criteria such as expiry dates or an instrument set onto a sales list can be defined.
All types of monitoring are possible at an individual client level as well as at a global level.

CLIENT REPORTING

Reports for all types of advisory processes can be generated according to the needs of the bank. The report's look and contents are customized to comply with the bank's specifications. The reports can be exported in PDF format. An integration with the bank's archiving system is also possible.

FOUNDATION

FINFOX Pro has a sound foundation in the Modern Theory of Finance (due diligence by ETH Zurich) and in modern IT.

TECHNICAL OVERVIEW

FINFOX Pro is a state-of-the-art Java-based, web-enabled client server solution. Its business logic is organized in services, making every service an independent component. Due to its highly modular architecture, FINFOX Pro can be configured and implemented according to the bank's needs.

A flexible but secure authorization concept allows smooth integration with the bank's security concept.

FINFOX Pro is platform-independent and supports all established database systems. Special emphasis is given to an easy integration with the banking system (real-time and batch interfaces possible).

FINFOX Pro is currently in use with the following banking systems: Finnova, Legando, SunGard Apsys, TCS BaNCS Private Banking.

SUPPORTING SERVICES

ECOFIN offers various services related to FINFOX Pro. Among others, there is a service for optimization data used in FINFOX Pro (OPTIDAT).

ABOUT ECOFIN

Founded in 1986 by Professor Dr. Martin Janssen, the ECOFIN Group is a solution provider for banking and finance, retirement provisions, investment consulting to institutional investors and pension funds, and asset liability management.

ECOFIN provides consulting and develops financial software. The services and products are based on innovative ideas, a thorough understanding of complex problems in the field of asset management, the ability to position new solutions strategically, and highly-qualified, motivated employees.

From the start, ECOFIN has developed conceptual data models for securities and has calculated financial information.

ECOFIN provides comprehensive solutions in financial data management, including feed handling, data warehousing, charting engines, time series management and extensive data extraction facilities.

The advisory solutions are based on asset liability management concepts. ECOFIN offers solutions for private investors, pension funds and insurance companies.
ECOFIN advises institutional investors in Switzerland and the EU. Its services focus on asset allocation, manager selection and manager supervision, but also include the selection of global custodians and organizing the entire investment process.

ECOFIN
RESEARCH & CONSULTING

ECOFIN
Research and Consulting AG
Neumünsterallee 6
8032 Zurich
Switzerland
Tel. +41 43 499 3333
Fax +41 43 499 3340
www.ecofin.ch
infoerc@ecofin.ch

finfox pro

BOA/20081111

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