

A woman with blonde hair is looking through a black telescope. The background is a blurred bookshelf filled with books. The text is overlaid on a semi-transparent white box in the top left corner.

# Private client solutions

## Goal based financial planning

CIFA Monaco | June 2016

**ORTEC**  
FINANCE

# Challenges

Developments  
in regulation  
and legislation

Changing client  
behavior

Business models  
under pressure

# Challenges

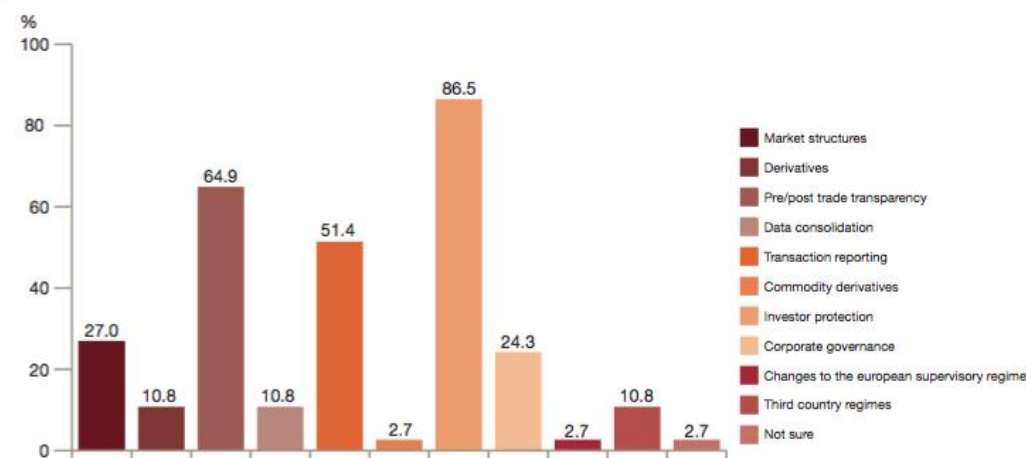
## Regulation and legislation

MiFID expects sound advice and management of clients' expectations

- KYC
- Suitability
- Investment decision support
- Cost transparency
- Monitoring and Audit trail



### ***What parts of MiFID II implementation do you consider the areas of most concern for your firm?***

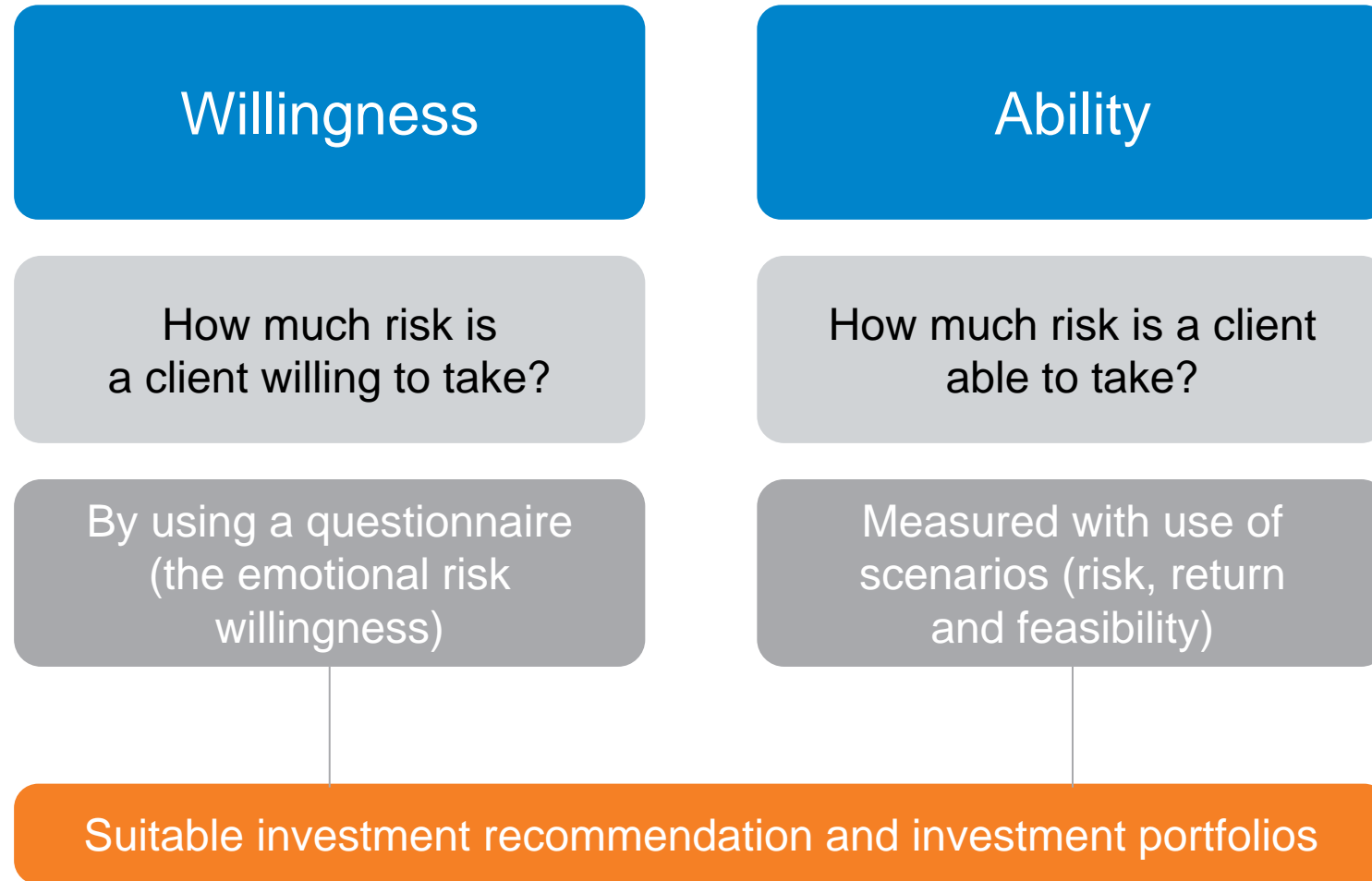


Source: PwC

Survey participants were able to select more than one category of concern, and therefore the percentages will necessarily sum up to more than 100%

# Challenges

Willingness and ability to take risk



# Challenges

## Monitoring and audit trail

Monitoring of individual clients and the total client base on a consistent basis

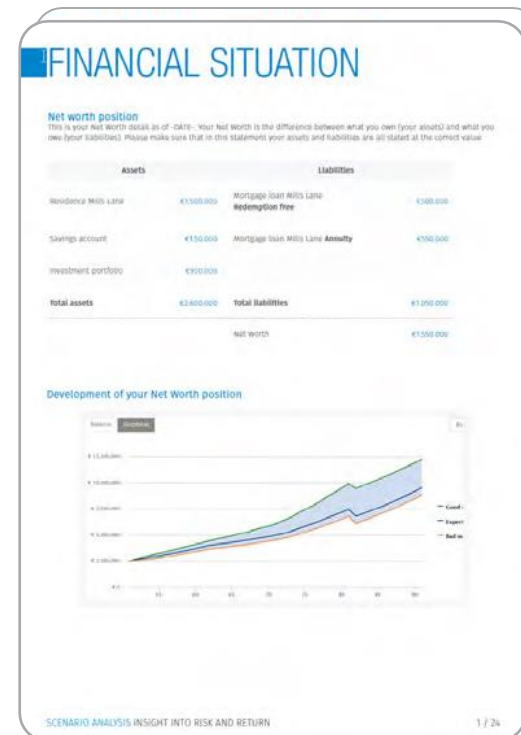
### Insight into the entire client base



### Insight individual client

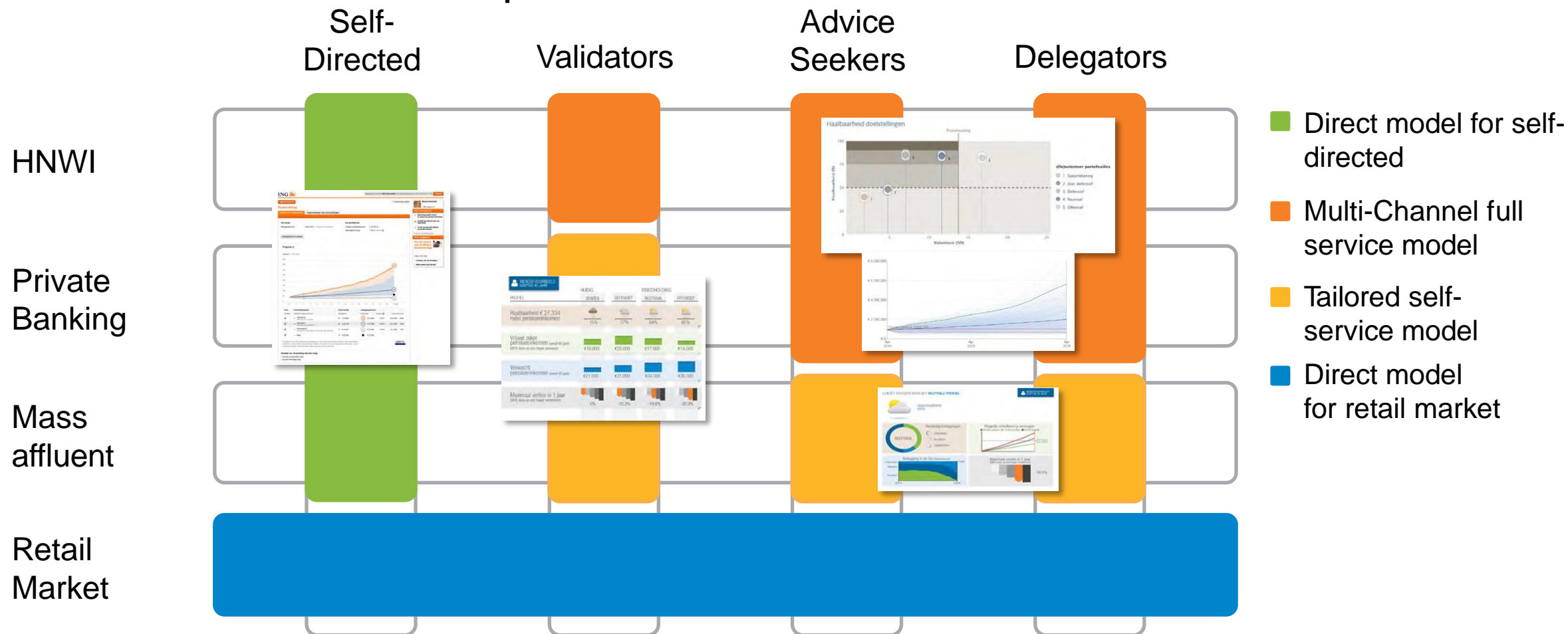


### Create an audit trail

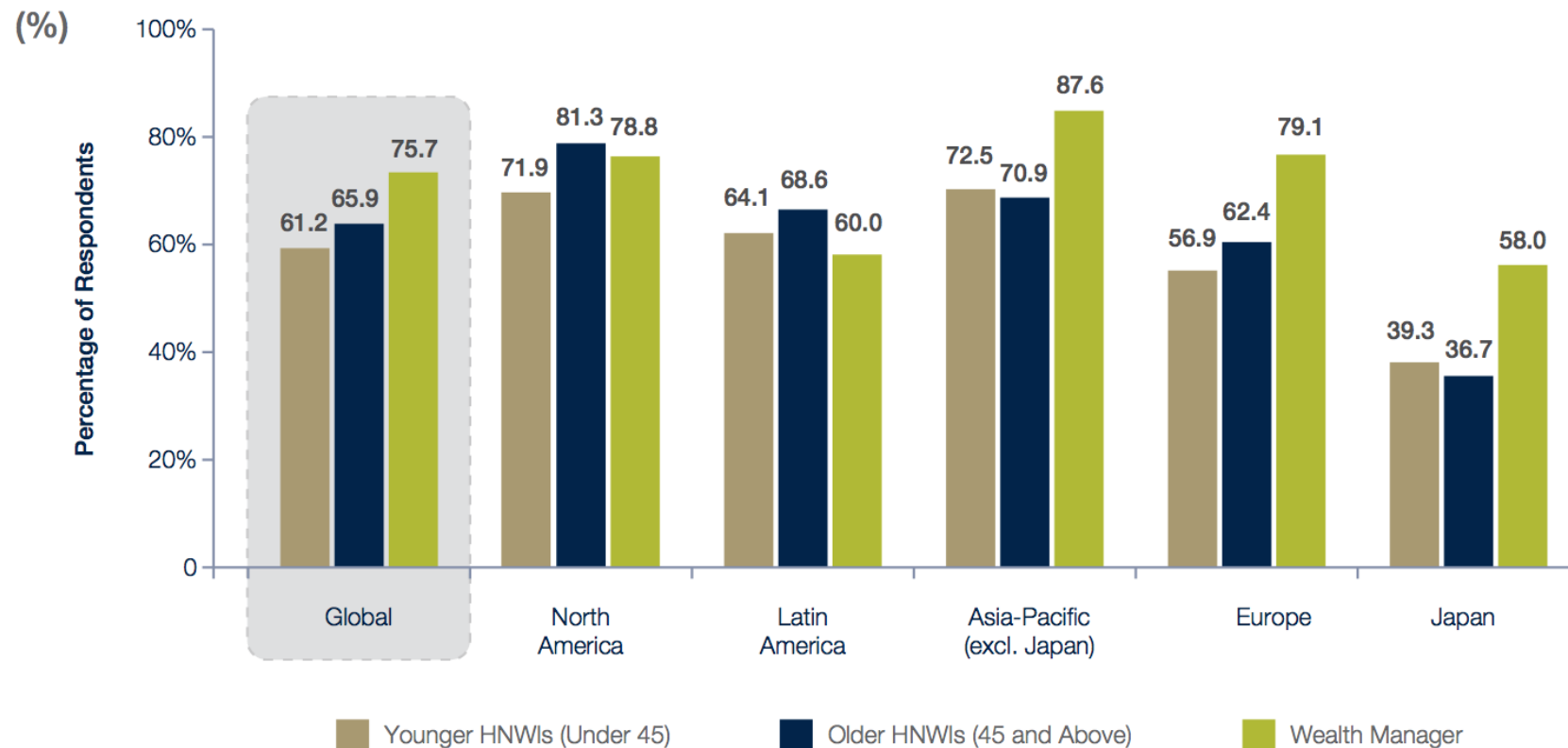


# Challenges

## Business models under pressure



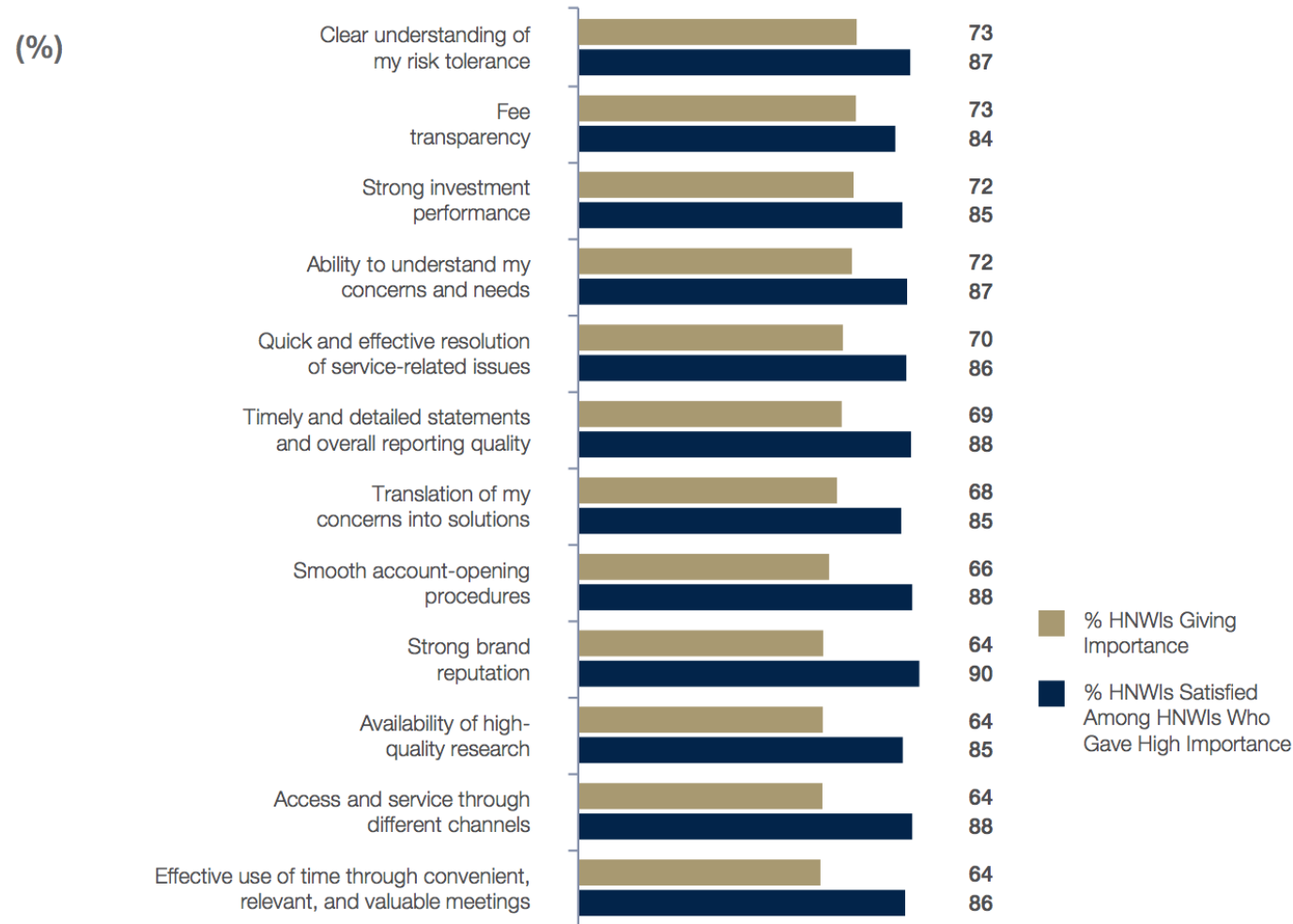
# Understanding HNWl needs



Note: Questions asked: "On a scale of 1-7 (where 1 = Not at all and 7 = Extremely well), how strongly do you think your primary wealth manager understands your overall wealth needs?"; "On a scale of 1-7 (where 1 = Not at all and 7 = Extremely well), how well would you say you understand your clients' overall wealth management needs?"; Ratings of 5, 6, and 7 have been shown in the chart above



# Which needs are we talking about?

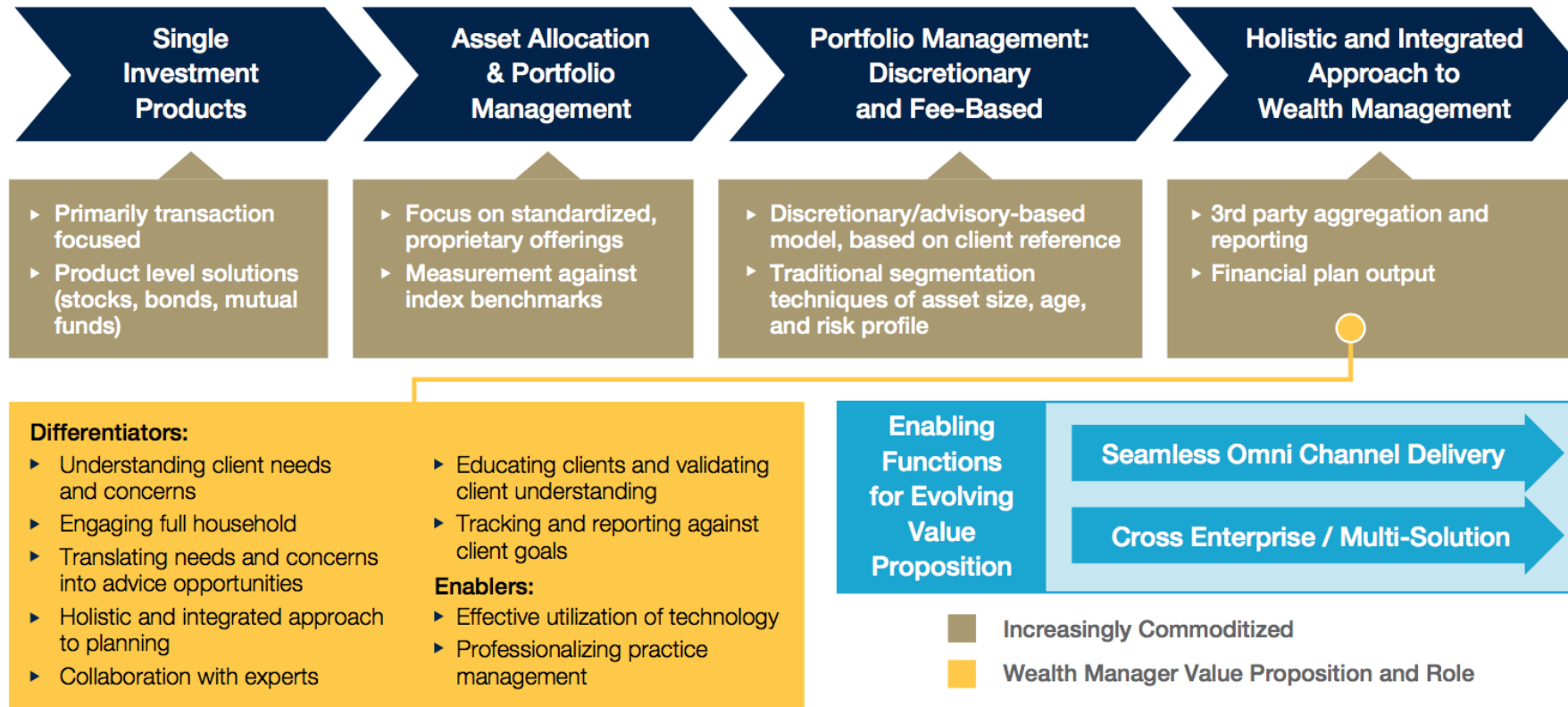


Note: Questions asked: "On a scale of 1–7 (where 1 = Not at all important and 7 = Extremely important), please rate the importance of the following wealth management needs."; "On a scale of 1–7 (where 1 = Not at all Satisfied and 7 = Extremely Satisfied), how satisfied are you with the ability of your wealth management provider to cater to these needs?"; Ratings of 5, 6, and 7 have been shown for satisfaction only for HNWIs who gave importance to a need (ratings of 5, 6, and 7 on importance)

Source: Capgemini and RBC Wealth Management Global HNW Insights Survey, 2015

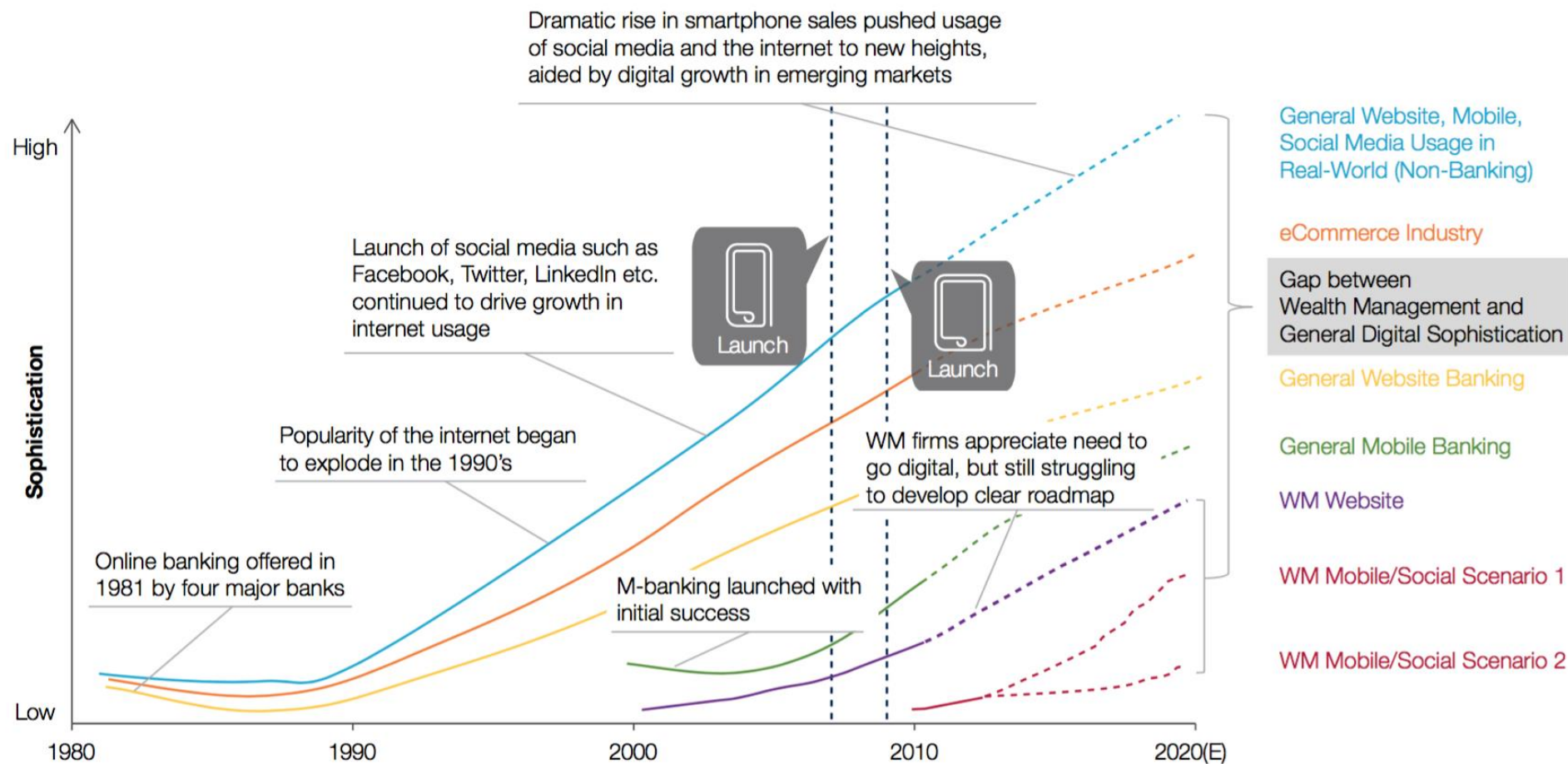


# Wealth Manager Proposition and Role



Source: Capgemini Financial Services Analysis, 2015

# Digital penetration of WM versus real world



Source: Capgemini Financial Services Analysis, 2016

# Goal based financial planning

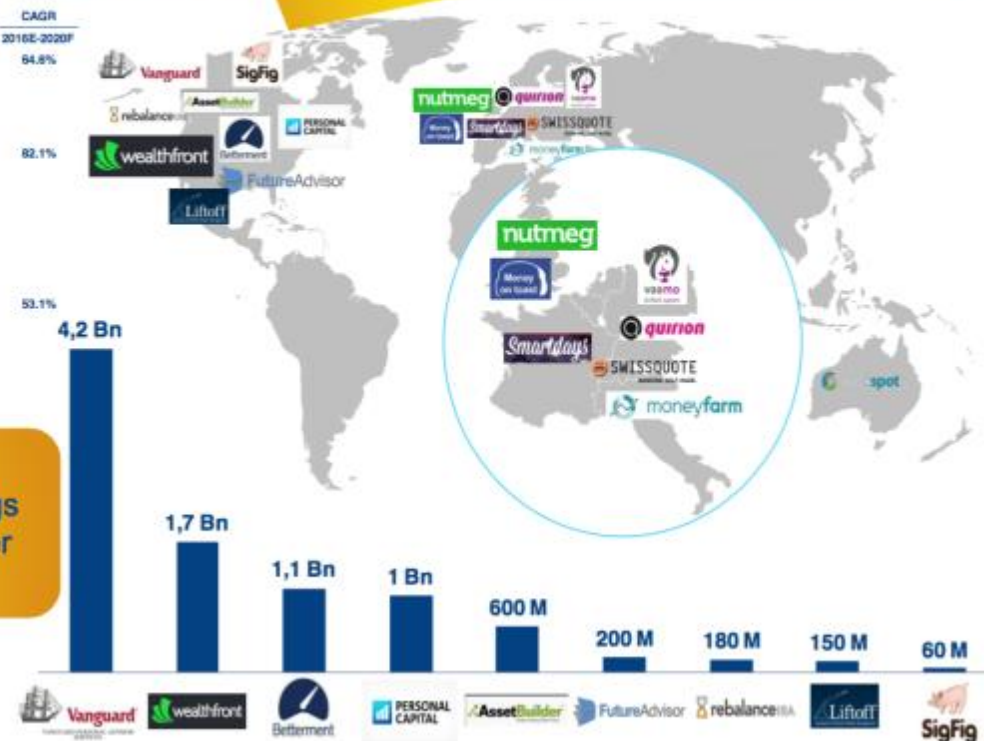
The assets under management of the U.S. automated advisors are expected to grow substantially reaching **\$2.2 trillion by 2020**

Majority of the players are offering simple products, however, some are differentiating by providing comprehensive offerings



Automated advisors are currently restricted to a very small set of offerings primarily targeted at customers in lower wealth bands

2014 AUM in USD



# Contact



**Ton Kentgens**

Global Business Development



+31655874126



ton.kentgens@ortec-finance.com



Boompjes 40, 3011 XB, Rotterdam

## Rotterdam

Ortec Finance bv  
Boompjes 40  
3011 XB Rotterdam  
The Netherlands  
Tel. +31 (0)10 700 50 00

## Amsterdam

Ortec Finance bv  
Naritaweg 51  
1043 BP Amsterdam  
The Netherlands  
Tel. +31 (0)20 700 97 00

## London

Ortec Finance Ltd  
Suite 9.10, City Tower  
40 Basinghall Street  
London, EC2V 5DE  
United Kingdom  
Tel. +44 (0)20 3770 5780

## Pfäffikon

Ortec Finance AG  
Poststrasse 4  
8808 Pfäffikon SZ  
Switzerland  
Tel. +41 (0)55 410 38 38

## Toronto

Ortec Finance Canada Inc  
250 University Avenue  
Toronto, ON M5H 3E5  
Canada  
Tel. +1 (0)416 736 4955

[www.ortec-finance.com](http://www.ortec-finance.com)