

# Introducing Equiniti Wealth Solutions

## What is Equiniti Wealth Solutions?

Equiniti Wealth Solutions is a new service being developed by Equiniti which will provide centralised pooling of custody and business processes, as well as a customer interface, for wealth managers and stockbrokers.

It is being designed to reduce the cost of processing at the same time as reducing regulatory risk; enabling wealth managers and stockbrokers to focus on customer service and business growth.

## Why is it different?

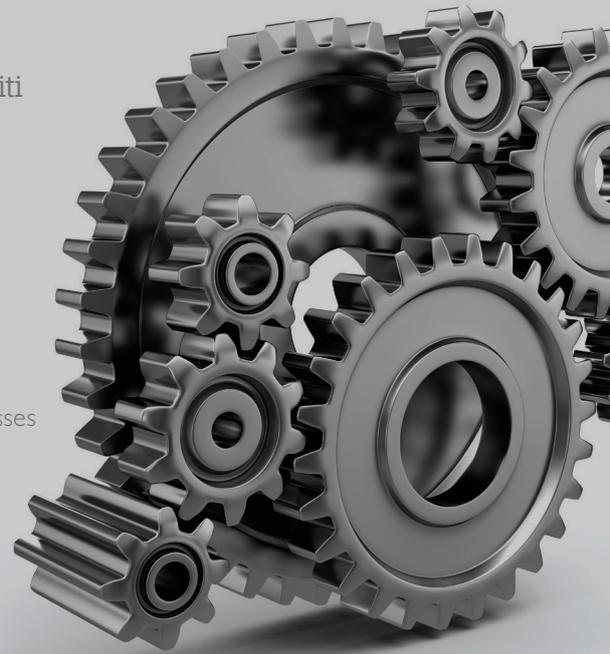
Equiniti is one of the UK's leading registrars administering around 20m holdings making it, in effect, a type of custodian in the unique position of having experience in processing significant volumes of transactions and providing financial services outsourcing within the retail environment.

Equiniti has the systems and processes which deliver cost reductions while addressing ongoing regulatory

requirements. Equiniti's existing processes provide outsourced custody and settlement for stocks, funds and fixed interest securities.

## What will it do?

It will allow wealth managers and stockbrokers to outsource some or all of their middle or back office functions gaining the cost efficiency and security provided by Equiniti's industrial scale capabilities as a Registrar and financial services BPO provider.



## Equiniti Wealth Solutions Core Functions

ESTIMATED BACK OFFICE COSTS



# What are the benefits to brokers and wealth managers?



- Delivers efficiencies
- As custody reconciliations and circularisations will be carried out by Equiniti, the associated compliance costs, typically significant, will be reduced
- Wealth managers and brokers will benefit financially from economies of scale as brokers increasingly take up the outsourcing offer



- Wealth managers and brokers can concentrate on their core business of managing and advising clients, and executing transactions
- Wealth managers and brokers will gain access to the kind of custodial support which was previously cost prohibitive via an institutional custodian. It also alleviates concern about a broking entity holding client assets



- The outsourcing offer will provide an opportunity for larger brokers with multiple systems to simplify their operations
- Through using a standard CREST Sponsored Membership interface, brokers will automatically conform to industry standards



- The outsourcing offer will deflect the impact on brokers of upcoming regulatory changes, with Equiniti taking responsibility for reporting and associated processes
- EU Securities Law Directive which will almost certainly cover equities within a few years; the implications being that brokers will have to provide corporate information to clients, as well as record and act upon client preferences on voting



We are registrar to around  
**50%** of the FTSE 100



**£11bn** We administer in assets in custody



We hold records for over **18m** shareholders



We deliver **5%** of all UK Business Process Services



**£23bn** We pay in shareholder dividends each year



**£72bn** We make in payments each year

## Why is Equiniti best placed to offer this solution?

- Trusted heritage as a Registrar
- Proven track record as a Custodian
- Migration expertise of large volumes of customer data
- Industrial strength scale processes and systems
- No conflict of interest

**Equiniti is seeking to work in consultation with a select number of brokers and wealth managers to develop this proposition.**

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