

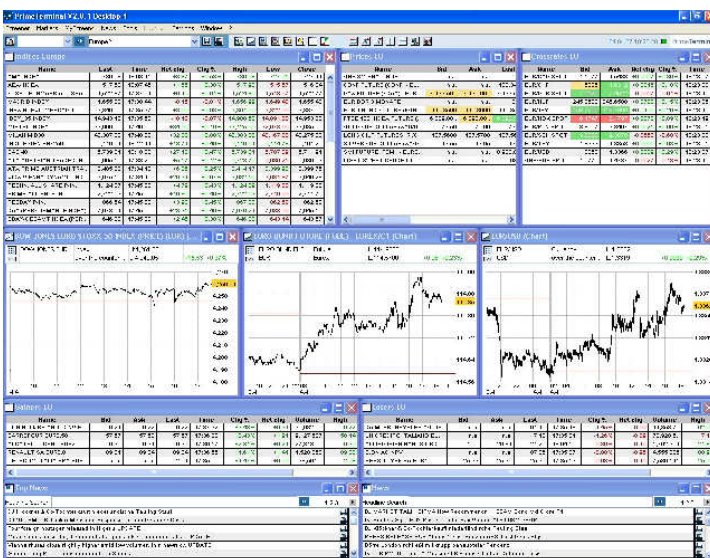


Market Information Systems as Strategic Factor

Securing Success in Booming Wealth Management Market

In view of the global financial crisis, wealth management has become essential to the stability and sales of many European banks. Many financial institutions are expanding their range of investment advice and portfolio management services for wealthy customers. At the same time, there is an increase in the overall number of wealth management customers. European banks are lowering the threshold requirements for assets under management, and the ranks of high net worth individuals interested in European wealth management services are growing – especially in the Near East, Asia, and Latin America regions.

Consequently, financial institutions are creating new investment products and services for this booming segment. For many European banks, wealth management is increasingly turning into a strategic asset. A growing number of institutions are seeking to seize their share in this growing market and are taking action to do so, among them retail banks that are establishing private banking spin-offs, and international providers entering the market. What's more, further consolidations among European banks are to be expected. So far, it seems that especially boutique private banks with an exclusive customer base have emerged from the crisis as winners. Currently wealth management is not an easy business for banks. According to a German Wealth Monitor study, 64 percent of German high net worth individuals with annual salaries from 100.000 € up to 240.000 € and more lost trust in their banks in the wake of the financial crisis. Banks need to regain ground in this area. To stay ahead of the competition, financial institutions rely on measures for boosting customer satisfaction and loyalty, since many customers – particularly those in the mass affluent segment – are acquired through recommendations. Moreover, most



PrimeTerminal Bank Sarasin & Co. Ltd.

- Established in 1841, a leading Swiss private bank, core business: asset management
- Deploys PrimeTerminal Professional Edition with seamlessly integrated proprietary content related to global data universe and direct issuances
- mapping of recurring customer communication processes
- User-based data permissioning for effective cost control
- Investments in market data structure not required
- Easy-to-use, intuitive terminal

of them work with several banks, and can thus easily compare the various offers and services. Customers have become more discerning when it comes to consulting, and want more control over their investments. For instance, they may request more up-to-date and detailed reporting, customized offerings with background information to secure their investment decisions, and sophisticated portfolio and risk management applications. In addition, the cost pressure burdening many banks has several consequences, among them measures to increase efficiency such as individual consultants having to serve more customers, including larger and, to some extent, international groups. At the same time banks are striving to retain the loyalty of their top consultants in order to prevent them, and their customers, from switching to another provider, and to ensure that their bank is staffed with highly qualified personnel.



Comprehensive Approach and Scalable Solutions

Information technology, as a tool to face various organizational, sales-related, and qualitative challenges, is a key factor to securing and expanding the business success of financial institutions in the wealth management growth segment. It is crucial to develop and deploy IT solutions in comprehensive, customer-centric services. Financial information systems with integrated customer relationship management systems and automated portfolio management are designed to help provide better and more efficient services to mass affluent customers in particular – even more so where the application also supplies internal research results and product information as well as reporting functions. Interactive Data’s Managed Solutions business builds and manages customized, web-based wealth management solutions for a large number of banks as well as for other financial institutions. The applications feature a broad range of international data, as well as a wide range of analytics and reporting tools. Interactive Data puts a special focus on supporting consulting workflows, as well as sophisticated, clearly structured visual representations of financial data and information. Solutions from Interactive Data are designed to offer financial institutions a high degree of flexibility and scalability, including integration of the customer’s proprietary data within the larger application.



PrimePortal for Quirin Bank

- German private bank, offering its customers a new type of private banking for a fixed monthly fee
- Service range comprises asset support, asset management, and portfolio consulting modules
- Deploys a customized "Advisor System" PrimePortal solution for efficient, quality-focused customer consulting
- Combination of quote data, customer relationship management, and portfolio monitoring
- Supports long-term customer loyalty

Saving Costs and Increasing Consulting Efficiency with Terminals

The PrimeTerminal Professional Edition financial desktop is specifically designed to meet the content and workflow requirements of advisors and wealth managers. It can provide a broad range of internal content such as research data or marketing documents and proprietary applications relevant to the advisory process. In addition, financial advisors can access the web-based Java terminal version of PrimeTerminal Professional Edition anytime, anywhere. PrimeTerminal Professional Edition offers a broad range of worldwide, real-time market data, fully integrated news, as well as master data and analytics tools. The real-time data can be exported to MICROSOFT® OFFICE EXCEL using DDE and RTD functionalities. This is designed to allow for the evaluation of customer portfolios by means of scenario analyses and facilitation of the compilation of real-time data, master data, and charts for documentation purposes. The easy-to-use and intuitive user interface is designed to provide additional benefits for users, including User-based permissioning to tailor the availability of data and functions to the respective user requirements, which helps save on content costs and aid in the production of quicker and more efficient work.



Use of Portfolio Solutions for Enhanced Customer Communication

Interactive Data also offers customized Internet and intranet solutions specifically designed to enhance services for active customers and their wealth managers. Advisors can utilize comprehensive, integrated solutions that provide functions such as profiling, financial planning, and asset allocation. Private banking dashboards combine market data, research results, and product information in a well-structured user interface. An advisor cockpit displays all portfolios managed by the advisor – along with the relevant real-time market data, news, and research information – at a glance, including non-traded investments. Advisors can define and use their own benchmarks for analyzing portfolio performance. Portfolio-relevant alerts can be specified for individual instruments or asset classes or entire portfolios. Customers are supplied at any

The screenshot displays the PrimePortal interface with various financial data sections:

- Market Overview:** Shows DAX (+3.23%) and DJ EuroSTOXX 50 (+2.96%) with their respective values and percentage changes.
- International Indices:** A table listing indices by region with columns for 'akt. Kurs', 'Diff.', and 'Diff. %'.

Region	Indizes	akt. Kurs	Diff.	Diff. %
Europa	DJ EuroSTOXX 50	2.787,82	+79,50	+2,96 %
Deutschland	DAX	5.225,82	+163,37	+3,23 %
Großbritannien	FTSE 100	4.351,38	+94,48	+2,23 %
Frankreich	CAC 40	3.621,69	+90,19	+2,52 %
Italien	MI B 30	23.811,00	+892,00	+3,89 %
Schweiz	SMI	6.220,05	+299,09	+4,43 %
USA	Dow Jones	9.329,31	+147,87	+1,57 %
USA	NASDAQ 100	1.622,31	-7,23	-0,51 %
USA	S&P 500	1.017,91	+14,58	+1,45 %
China	Hang Seng	16.832,88	+200,72	+1,19 %
Japan	Nikkei 225	9.447,57	+1.171,14	+13,19 %
- Währungen (Currencies):** Table showing EUR/USD (+0,15%), EUR/GBP (-0,10%), EUR/CHF (+0,23%), EUR/JPY (-0,36%), and USD/JPY (-0,52%).
- Rohstoffe (Commodities):** Table showing OI (-0,65%), Gold (-0,10%), Silber (+0,58%), Platin (+0,36%), and Weizen (-0,91%).
- News-Überblick:** A section titled 'Pepsi-Co enttäuscht mit Quartalszahlen' with a brief summary of the news.
- Portfolio Management:** Includes sections for 'Empfehlungen' (recommendations), 'Portfolio Zusammenfassung' (summary with total value of 2.576.994,75 EUR), and 'Kunden Portfolios' (client portfolios).

Financial advisors get easy access to market data, proprietary research results and recommendations via this view. Also available is a list of portfolios with the best performance.

time with information about their investments via a secure, customized website or by e-mail. Such websites or e-mails are attractively designed to be user-friendly and enhanced with additional background information about relevant securities.

PrimeTerminal Professional Edition and PrimePortal solutions can also be combined into efficiency-boosting wealth management applications. To this end, a PrimeTerminal version specifically tailored to the individual requirements of the customer is designed to supply the advisor with real-time market data, internal research results, and marketing material about direct issuances, as well as customer portfolio information. An integrated, web-based portfolio management solution is designed to facilitate efficient and service-oriented customer communication and reporting processes. For example, advisors and customers can access the same basic information from anywhere in the world.

Success Factors for Wealth Management

Enhanced customer communication along with sound, efficient advice are key to customer satisfaction, and accordingly, to successful wealth management. At the same time it is crucial to improve advisory processes and relieve wealth managers of the burden associated with the annoying back-and-forth switching between applications, or the tedious compilation of portfolio reports. Interactive Data has longstanding experience in developing technically sophisticated financial information systems designed to present data in context in a clear and user-friendly way. With its customized solutions, Interactive Data can help you attain success in the growing wealth management market.



About Interactive Data

Interactive Data Corporation (NYSE: IDC) is a leading global provider of financial market data, analytics and related solutions to financial institutions, active traders and individual investors. Interactive Data, headquartered in Bedford, Mass., has approximately 2,400 employees in offices located throughout North America, Europe, Asia and Australia.

Interactive Data's Managed Solutions business is a leading provider and operator of customized financial information systems. The group builds and manages Web-based financial market data portals and terminals for a range of organizations worldwide, from retail and investment banks to asset managers, online brokers, stock exchanges and media portals. By aggregating a broad set of financial data and client-proprietary content and offering visually stunning features such as charts, sophisticated search functions, decision-support tools and analytics, these intuitive applications can help customers optimize their business processes and realize efficiencies. This group is managed as part of the Interactive Data's Real-Time Services business, which provides a comprehensive suite of offerings that includes PlusFeed(SM), a consolidated, low-latency digital datafeed.

For more information about Interactive Data and its businesses, please visit www.interactivedata.com.

Amsterdam ■ Bedford ■ Boston ■ Chicago ■ Cologne ■ Dublin ■ Fort Lauderdale ■ Frankfurt ■ Geneva ■ Glasgow ■ Helsinki ■ Hong Kong ■ Houston ■ Jersey, CI ■ London ■ Los Angeles ■ Luxembourg ■ Madrid ■ Melbourne ■ Milan ■ New York ■ Paris ■ Rome ■ San Francisco ■ Santa Monica ■ Singapore ■ Sydney ■ Tokyo ■ Zurich

Frankfurt

Sandweg 94
60316 Frankfurt/Main
Germany
Tel: +49 (0)69 50 50 30 0
Fax: +49 (0)69 50 50 30 505

Helsinki

Merimiehenkatu 36 D
00150 Helsinki
Finland
Tel: +358(0)9 6860 6717
Fax: +358(0)9 6860 6710

London

Fitzroy House, 13-17 Epworth Street
London EC2A 4DL
United Kingdom
Tel: +44 (0)20 78258000
Fax: +44 (0)20 7825 7701

Madrid

C/ María de Molina 37 bis
28006 Madrid
Spain
Tel: +34 (91)7452105
Fax: +34 (91)7452106

Milan

Via Mauro Macchi, 44
20124 Milan
Italy
Tel: +39 02 671915 1
Fax: +39 02 671915 40

New York

100 William Street, 17th Floor
New York, NY 10038
United States of America
Tel: +1 212 269 6300
Fax: +1 212 771 6987

Paris

9, Rue de Téhéran
75008 Paris
France
Tel: +33 (0)156695070
Fax: +33 (0)156695079

Zurich

Loewenstrasse 2
8001 Zurich
Switzerland
Tel: +41(0)44 276 4611
Fax: +41(0)44 276 4601

www.interactivedata-ms.com · info-ms@interactivedata.com

Interactive DataSM and the Interactive Data logo are service marks of Interactive Data Corporation.

Limitations

This document is provided for informational purposes only. The information contained in this document is subject to change without notice and does not constitute any form of warranty, representation, or undertaking. Nothing herein should in any way be deemed to alter the legal rights and obligations contained in agreements between Interactive Data Corporation and its clients relating to any products or services described herein. Nothing herein is intended to constitute legal, tax or other professional advice. Interactive Data Corporation makes no warranties whatsoever either express or implied, as to merchantability, fitness for a particular purpose, or any other matter. Without limiting the foregoing, Interactive Data Corporation makes no representation or warranty that any data or information (including, but not limited to, evaluations) supplied to or by it are complete or free from errors, omissions, or defects.