

SS&C DST

German Run Off Forum – KÖLN – 29 March 2019

Ian Betley – VP, Head of Sales, EMEA & Asia

Marc Schwarz - Business Development Director DACH – SS&C
Advent



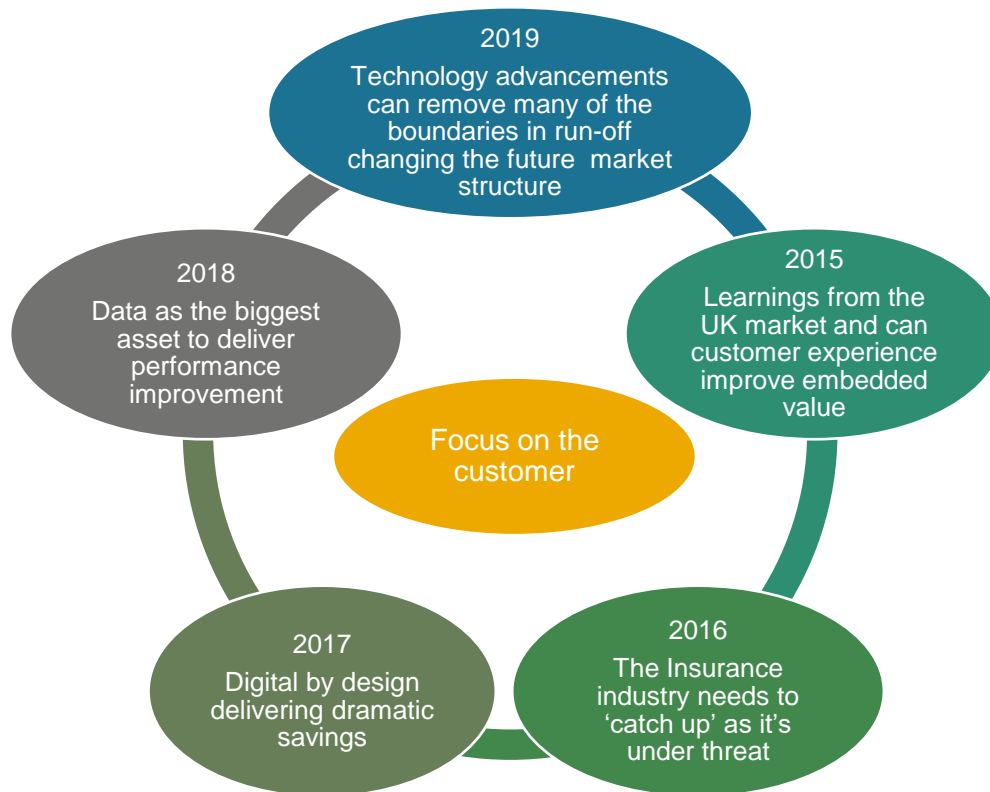
Introduction

- Ian Betley
 - VP Sales EMEA and Asia – SS&C DST
- Marc Schwarz
 - Business Development Director DACH – SS&C Advent

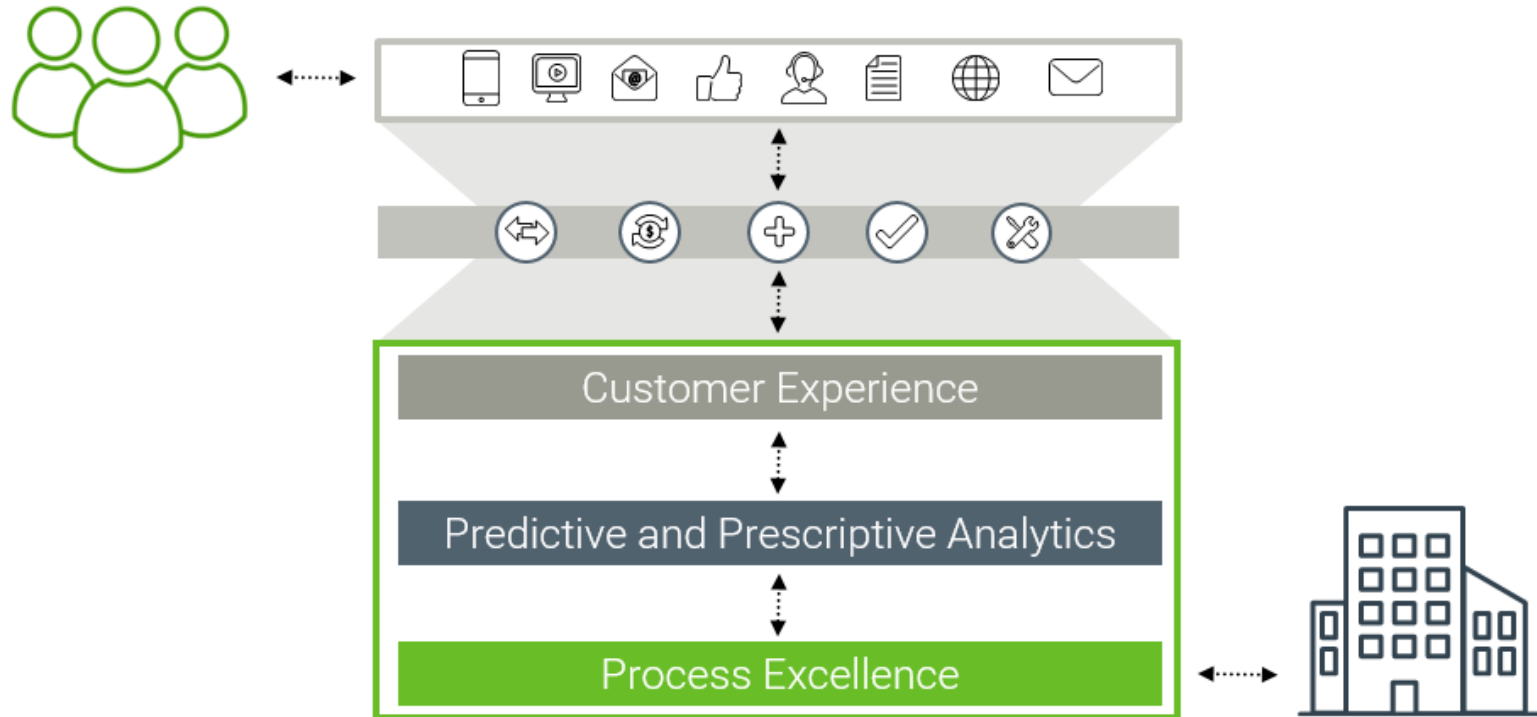
Agenda

- Brief background to the last five years
 - Where is the UK run-off market now (L&P)
- Key drivers to effectively managing run-off from an operations perspective
- Components of the dramatic change and consequential refocus on technologies that can impact operational cost and control
- Where SS&C can help
- Update on Brexit

The last five years



The overall journey to greater Value



Who are SS&C?

SS&C Highlights	Corporate DNA	Talent & Leadership
20,000+ Staff in 119 Offices	Financial Services Sector is Our Focus	Client Focused Teams
13,000+ Clients	Ownership & Control of Technology	Investment in Talent
Adjusted Revenue full year of \$1,755.2m – \$1,785.0m	Scalability & Flexibility	Seasoned Management Team
Public Market Cap \$10.24B	No Conflicts of Interest	SS&C Learning Institute

Key Statistics

- Over \$10.4 billion spent since 2012 on enhancing our asset management software and services
- \$45+ trillion in assets managed on SS&C platforms
- \$1.5+ trillion in assets under administration (AuA)
- \$300B+ in organic assets added to platform in last 4 years
- 2,000 fund services clients

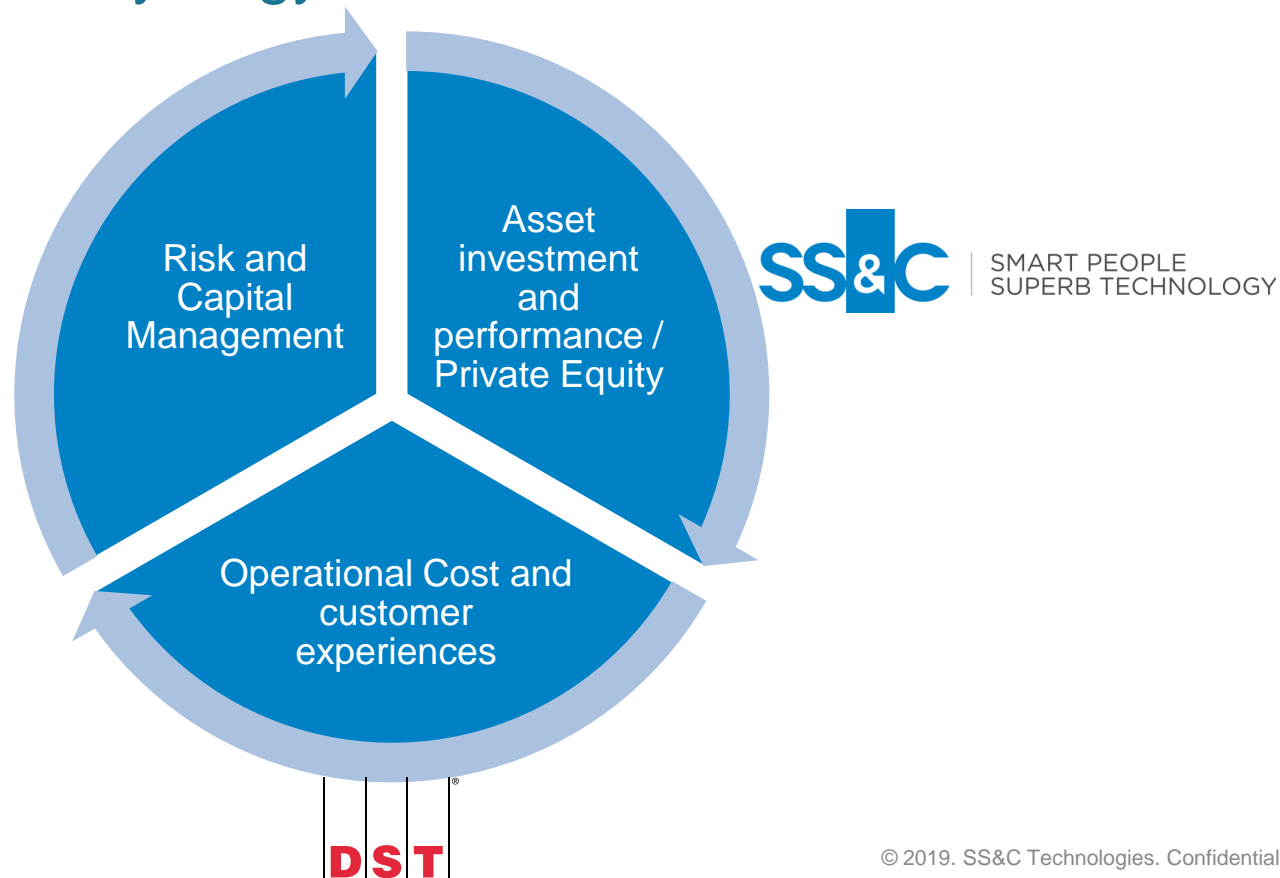


AMERICAS

EMEA

APAC

The SS&C and DST synergy for Run Off embedded Value



DST Market Position

Asset Managers

- Provide services to 19 of the top 30 asset managers in the UK market by AUM¹
- Over 80 million accounts serviced globally

Wealth Managers

- Provide services to the largest UK wealth manager for over 15 years
- 8 million retirement accounts and 40 m wealth accounts globally

Insurers

- Relationships with 10 of top 20 leading insurers in Europe³
- US operations service 14 of top 20 life insurance firms

Banks

Provide technology to:

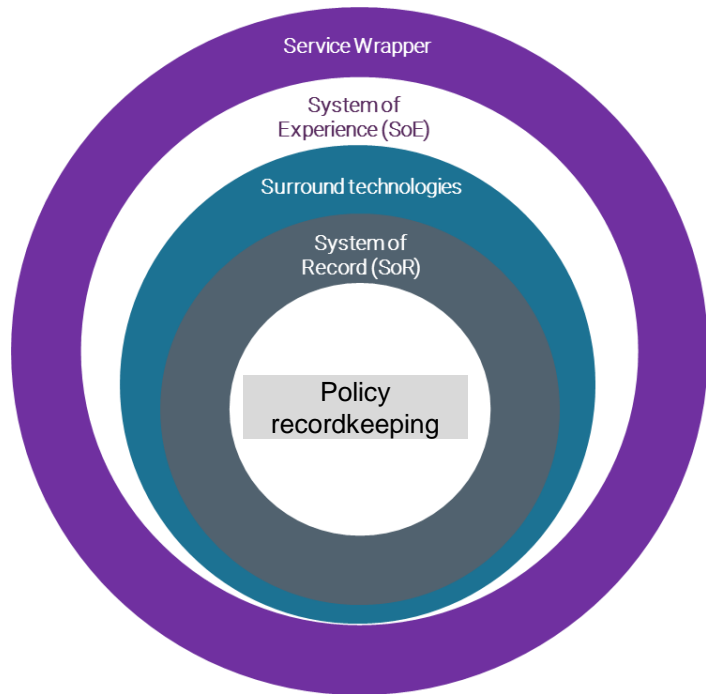
- 3 of the top 5 UK retail banks²
- 2 of the top 4 global custodian banks

Our experience, focus on, and commitment to our businesses means we continually invest to develop **operational and technological solutions that promote business control, efficiency and connectivity** between financial services firms, their intermediary partners, and their customers

Capabilities:

← Customer Engagement - Intelligent Operations – Risk and Compliance - Data and Analytics →

The end to end integrated model



Core record keeping technology

Multi-tenanted multi jurisdictions system of record specialising in policy administration

Best of breed surround technologies

Augmenting enterprise platforms with automation AI, Robotics, Blockchain

System of experience for clients, customers and distribution

Maximising business information, business control, compliance and service insight from on-boarding to end to end omni -channel servicing

Proven 'digital by design' servicing model

Using a core service capability with a digital DNA that underpins the UK market today

Evolution, not revolution?

Impact on Operations

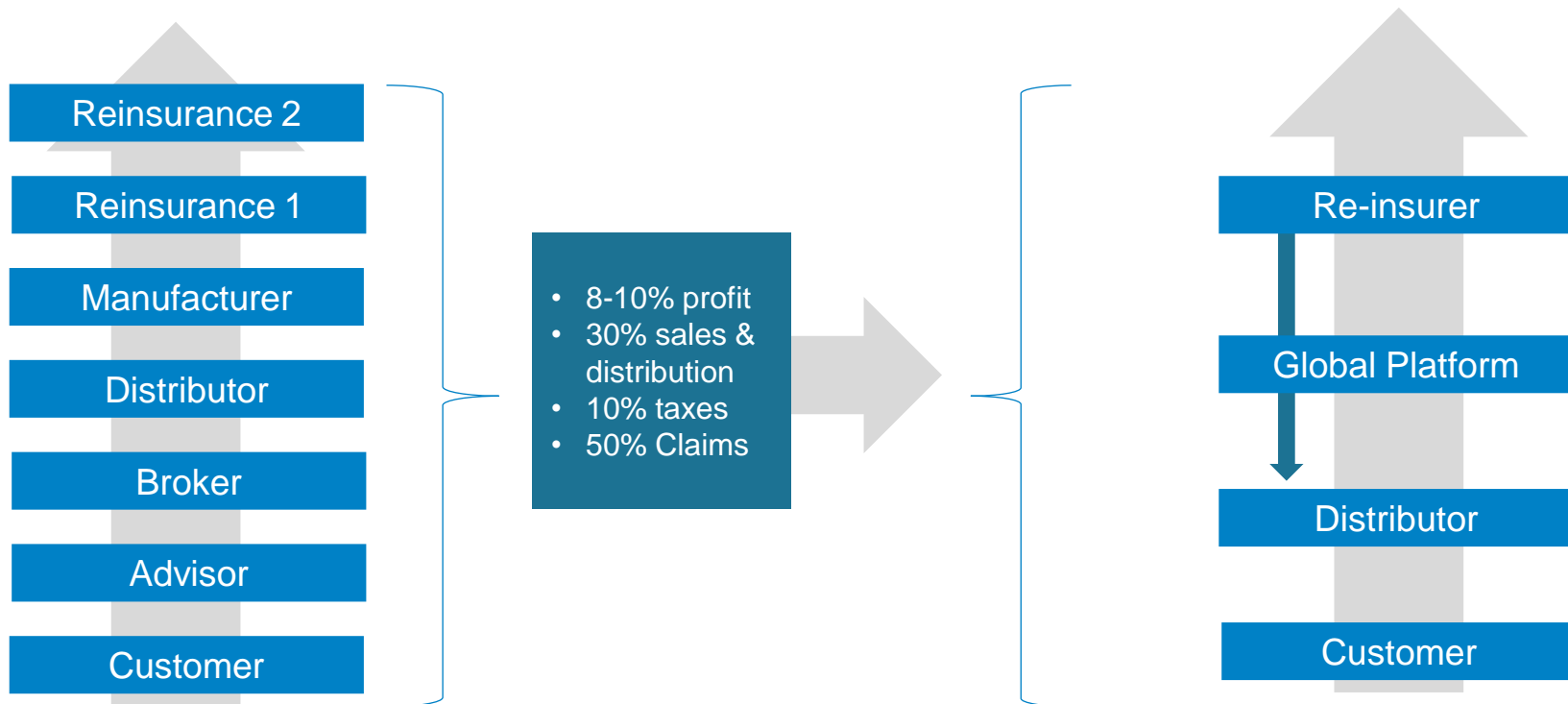


From BPO to BSO to ECO (Exception-based compliant outsourcing) © 2019. SS&C Technologies. Confidential

From domestic servicing to a global platform

By Market, By Product, By Company

Global model



Multi Tenancy and Shared Services

The value of a multi-tenanted platform is multi faceted:



Syndicated cost model



Multiple jurisdictions
(from a single instance)



Multiple products
(from a single instance)



Shared investment in
Continuous Improvement

-
- Future proofed for your closed and open books
 - Overall lower Total Cost of Ownership
 - Shared IT costs
 - Shared functional upgrade opportunities – e.g. regulatory
 - Product roadmap benefits
 - Data and IP protection mechanisms

Agile shared service options

It's one thing having the insight to leverage, the ability to act upon it quickly is another

DIFFERENTIATION
IS A CRITICAL USP

Product differentiation
(e.g. riders & benefits)

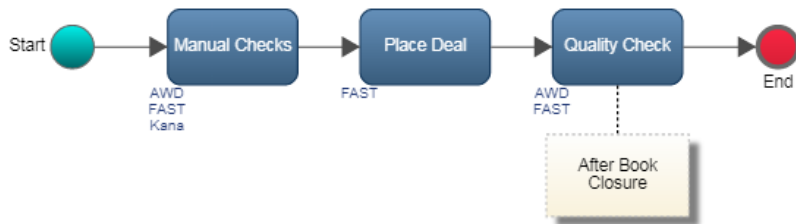
Process differentiation
(e.g. underwriting and / or claims processing)

DIFFERENTIATION
IS UNWANTED

Use shared services to drive down cost
(e.g. generic activities such as admin, client finance)

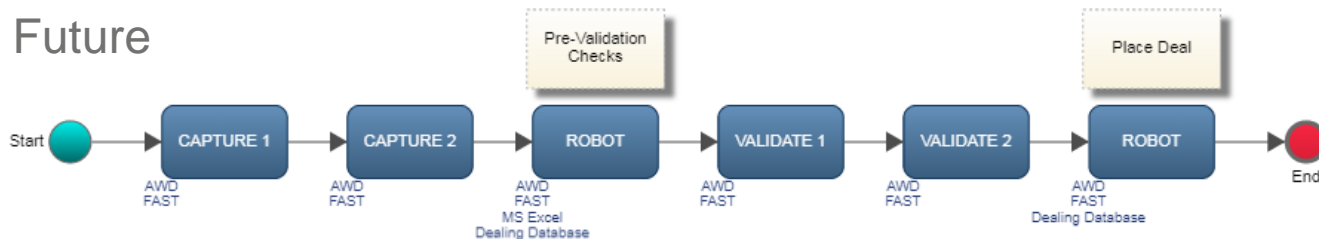
Money out and money in

Current



Typical quality levels of 98%, processed by batch, generally T+1

Future

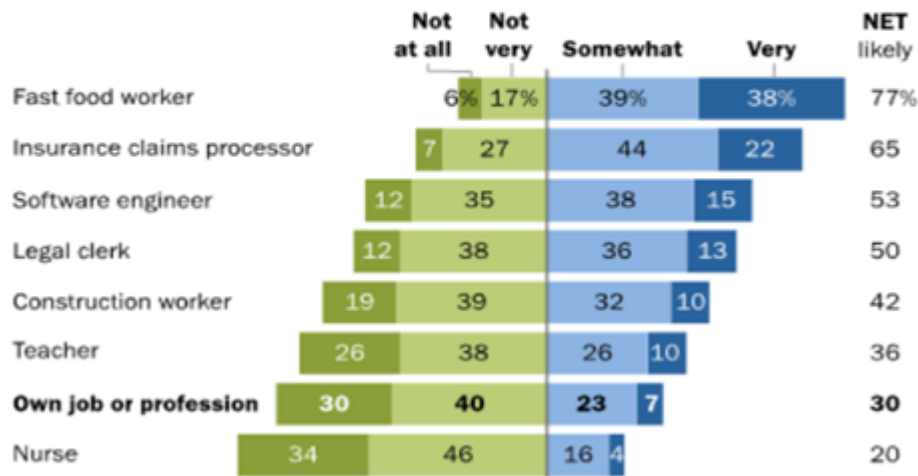


Typical quality levels of 99.98%, processed 24/7 generally real-time

Robotics

Americans view certain professions as being at greater risk of automation than others

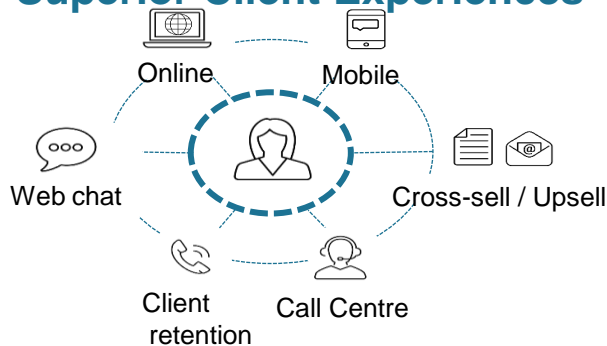
% of U.S. adults who think it is ____ likely that the following jobs will be replaced by robots or computers in their lifetimes



- Reduce Costs: Typically less than 1/3 the cost of a full time employee.
- Increase Consistency: The same process is executed every time with 100% accuracy.¹
- Optimise Human Resources: The tasks and processes involved are typically those least enjoyed by employees. Relieved of these activities, employees can often focus on higher-value activities
- Optimise Technology: Quickly and cheaply automate processes without having to engage IT; IT can focus precious resources on the most strategic initiatives.
- Increase Productivity and Speed: No breaks are necessary, and robots operate 24/7.
- Enhance Scalability: Spin up or down a robot, or even re-assign, based on changing needs.
- Elevate Accountability: Leaves a clear record of the completed transaction, making compliance-related activities easier to track and monitor.

SS&C – Digital Operations

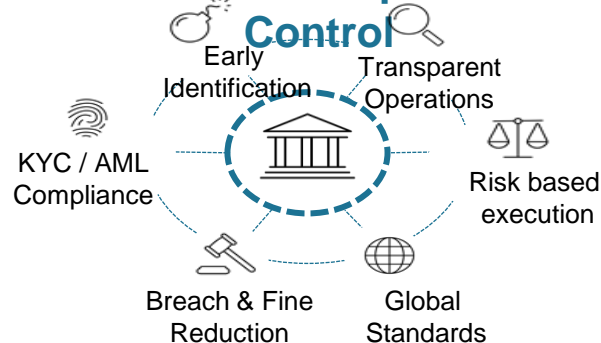
Superior Client Experiences



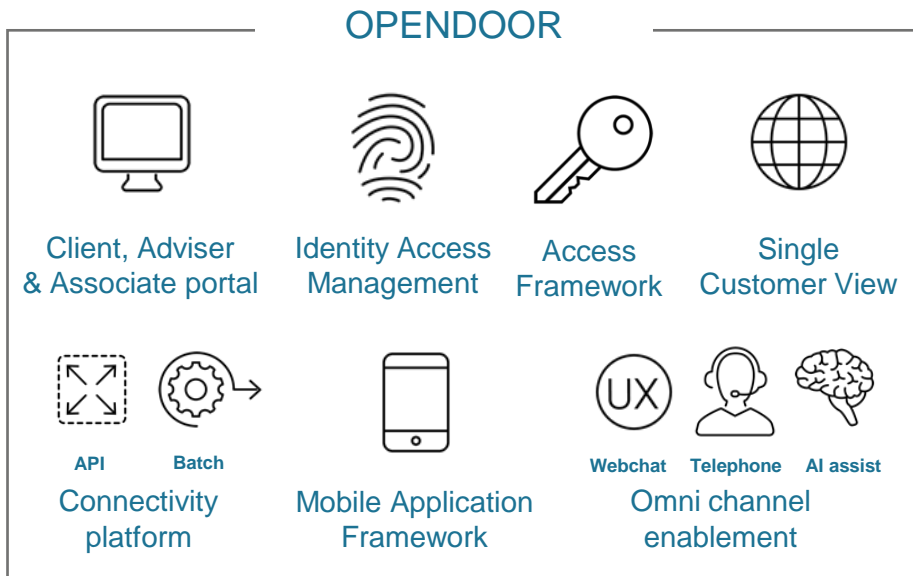
Operational Efficiency



Enhanced Compliance & Control



Digital System of Experience (SoR) - Opendoor



On Premise or Cloud

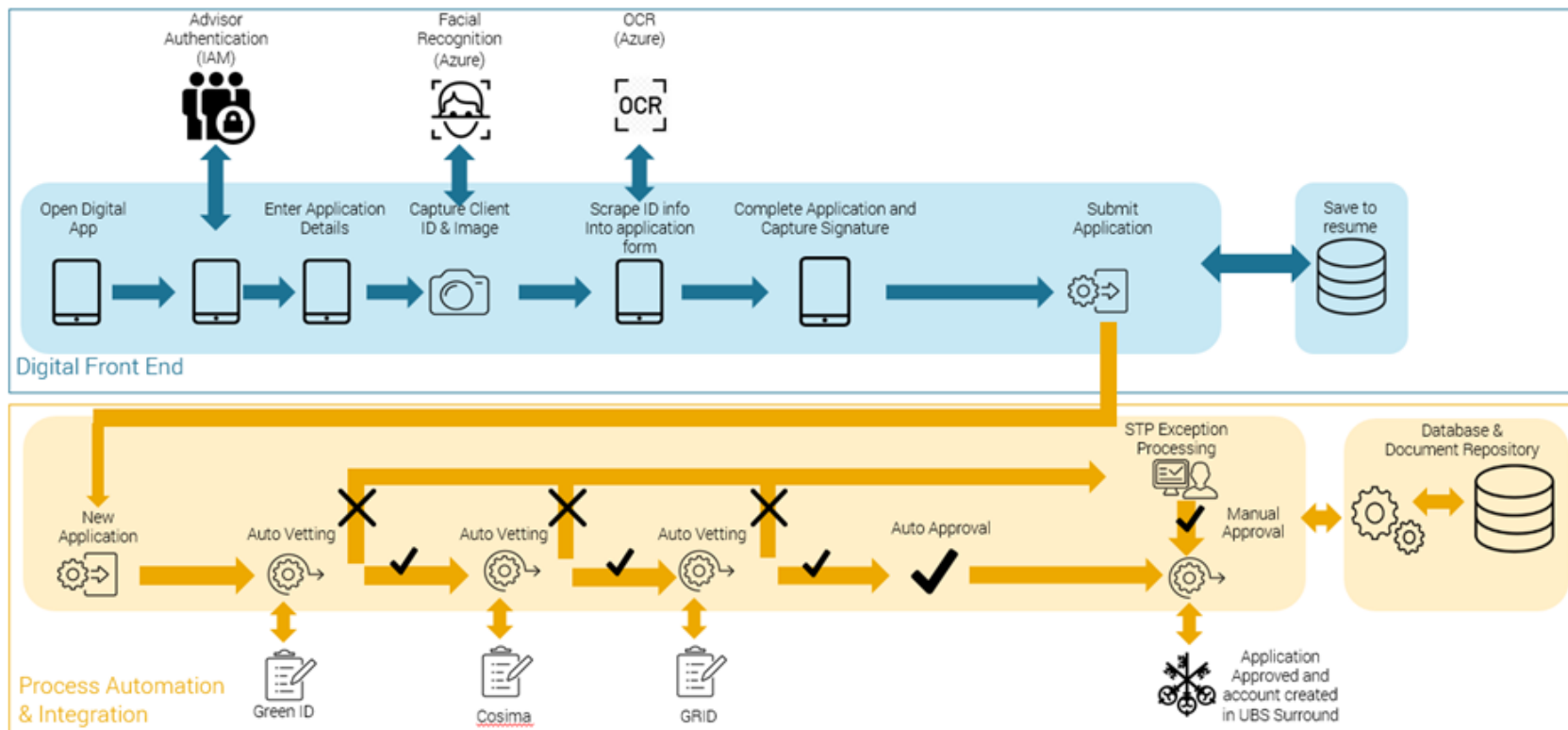
Implementation and Consulting Services

Continual innovation roadmap

About Opendoor

- System of Experience (SoE) providing a Single View of Customer (SVC) across multiple Systems of Record (SoR)
- Digitally enables (via API or batch) any SoR and providing a unified view
- Manages Access, Permissions and Customer Experience in an omni-channel manner
- Provides the conduit for innovations such as DST Chatbot, Artificial Intelligence (AI), Natural Language Processing & mobile applications
- Natively integrates with AWD and Percana
- Surfaces insight, MI and dashboards

Efficient Customer On-boarding – Innovation Example

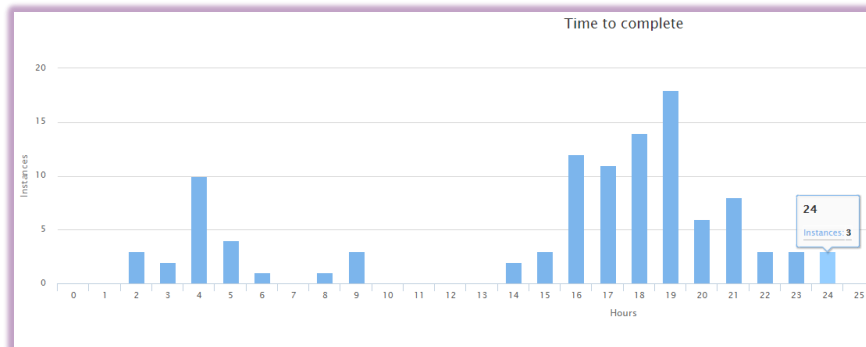


Simulation

Costs and Revenue

Name	Cost (£)					
	Staff Costs (per week)	Process	Min	Mean	Median	Max
A&E Process	0.00	15,682.75	8.45	63.47	21.20	219.00
Baseline	34,166.55	24,068.52	23.01	95.12	65.01	259.03
Consultant evening shift	36,095.87	22,474.41	23.34	90.02	56.85	256.19
Re-assign resources	35,735.87	24,484.91	21.48	95.94	63.40	257.83
More consultants, fewer nurses	35,810.65	20,492.71	21.32	89.26	56.15	256.90

Revenue (£)				
Total Revenue	Min	Mean	Median	Max
6,800.00	0.00	29.06	0.00	100.00
5,100.00	0.00	36.96	0.00	100.00
5,500.00	0.00	29.41	0.00	100.00
8,100.00	0.00	40.91	0.00	100.00
7,800.00	0.00	36.11	0.00	100.00





SS&C Advent

German Run-Off Forum 2019

29 March 2019
Marc Schwarz

SS&C Advent today

At a glance

Advent – a division of SS&C

- Founded in 1983
- 4,300 clients in over 50 countries, over 250 in EMEA & APAC
- 1,400 employees globally, 120 in EMEA & APAC
- 91,7% recurring revenue
- \$458 million revenue 2017

SS&C Technologies

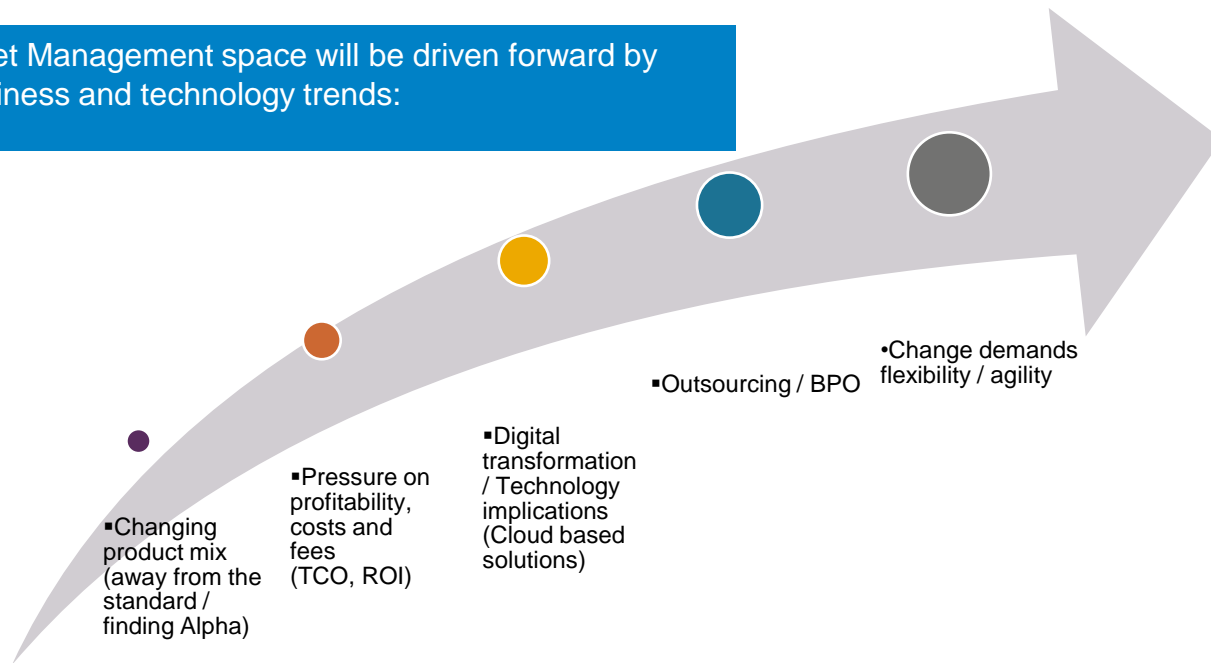
- 12,000 clients: 80% in Americas, 13% in EMEA, 7% in APAC
- 8,200 employees, 85 offices – 22,000 incl. DST systems
- \$1,63 billion revenue 2017

A low-angle, upward-looking perspective of several modern skyscrapers with glass facades. The image is overlaid with a semi-transparent blue geometric pattern consisting of various triangles and lines, creating a sense of depth and architectural complexity. The sky is a clear, pale blue.

Market Trends

Trends Reshaping Asset Management in Run-Off

The future of the Asset Management space will be driven forward by some compelling business and technology trends:



Managed services are becoming a priority as organisations seek to outsource data management functions to streamline operations and reduce cost

Industry is investing further into IT

Stellenwert der IT-Infrastruktur in Prozent



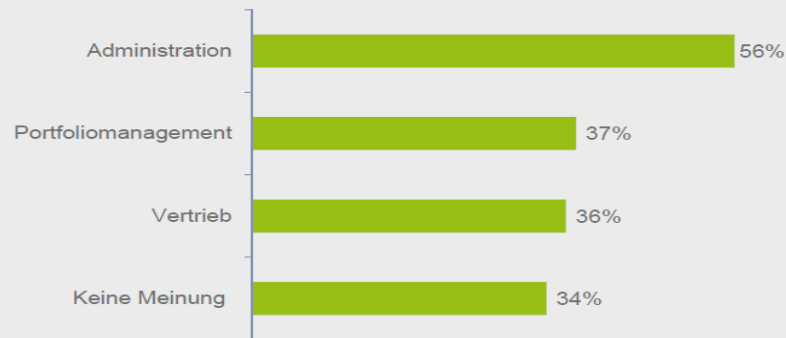
Frage 12: Die Investitionen in die IT-Infrastruktur werden...

Investitionsziel in Prozent



Frage 13: Worin werden Sie investieren?

Betroffene Geschäftsbereiche in Prozent



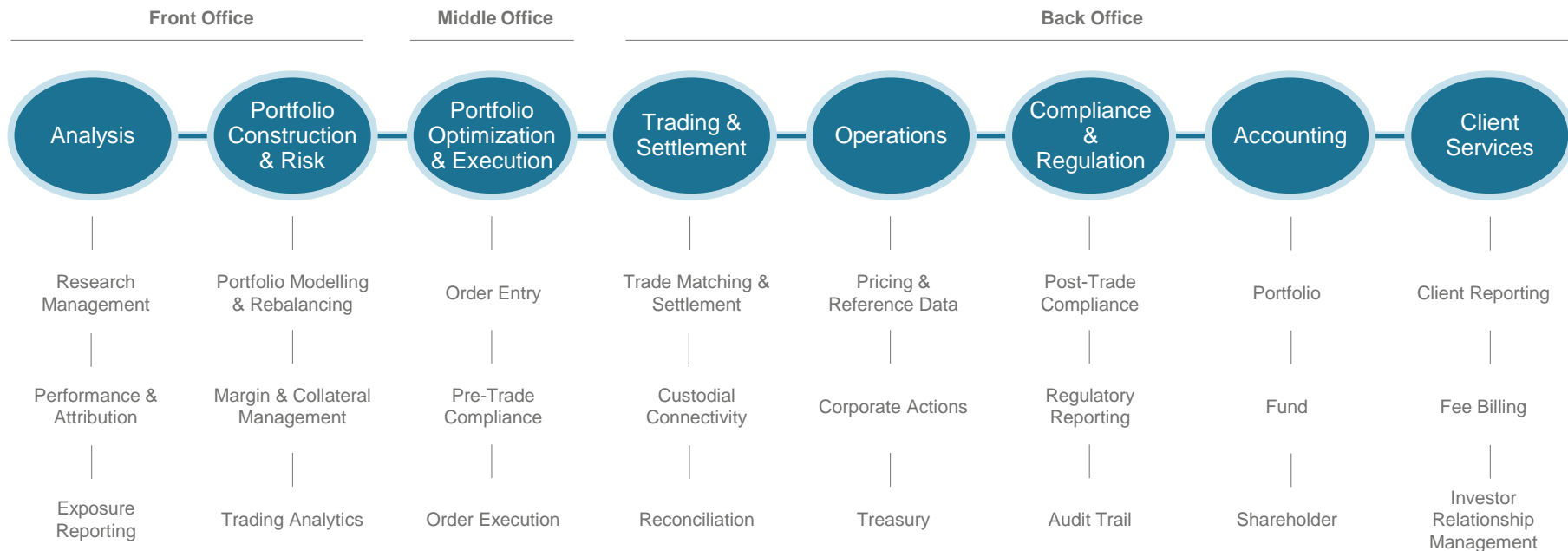
Frage 8: Welche Geschäftsbereiche sind am meisten durch disruptive Technologien betroffen? Basis n= 345



What we do..

Our solutions

We offer a broad set of capabilities across the business



Brexit update



Thank you and enjoy Cologne



Ian Betley : ian.betley@uk.dstsystems.com

Marc Schwarz : mschwarz@sscinc.com