



SWISSQUOTE

Your 'digital' global custody and execution platform, for MFO-Securities – EAM firms



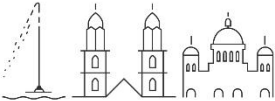
WE DARE TO CHALLENGE

We aspire to be the world's most pioneering and intuitive online bank. Therefore, we challenge the code with innovation and technology.

OUR OFFICES



London
Swissquote Ltd



Geneva, Zurich, Bern
Swissquote Bank Ltd



Bucharest
Swissquote Tech Hub
Bucharest S.R.L.



Hong Kong
Swissquote Asia Ltd,
Swissquote Bank Ltd
Rep. Office



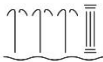
Singapore
Swissquote Pte Ltd



Luxembourg
Swissquote Bank
Europe Ltd



Malta
Swissquote Financial
Services (Malta) Ltd



Limassol
Swissquote Capital
Markets Ltd



Dubai
Swissquote MEA Ltd,
Swissquote Bank Ltd
Rep. Office



● eFOREX Services ● eTRADING Services ● Robo-Advisory Services ● Fund Custody Services

SWISSQUOTE'S HISTORY

25 years of challenging the code

1996

The Swissquote financial platform is founded. For the first time, private investors can access the real-time prices of all securities traded on the Swiss Stock Exchange for free.

2000

Swissquote Group Holding Ltd is listed on the Swiss Stock Exchange (symbol: SQN)

2010

- Takeover of ACM Advanced Currency Markets Ltd, one of the largest currency traders
- Takeover of Tradejet AG
- New ePrivate Banking service, electronic asset management for discerning clients
- Launch of the «ePrivate Banking» magazine

2012

Swiss DOTS, a new OTC trading service for the derivative products

2013

Takeover of MIG Bank Ltd, one of the leading Forex brokers worldwide

2014

Strategic partnership between Swissquote and PostFinance

2017

First online Bank to offer crypto trading with Bitcoin, Bitcoin Cash, Ether, Litecoin and Ripple

2018

- Takeover of Internaxx Bank
- First Bank worldwide to offer the participation in Initial Coin Offerings (ICOs)

THE GROUP AT A GLANCE

Listed on the Swiss market exchange since May 2000 (SIX:SQN)

Over 1 trillion

CHF annual trading volume

52.2 billion

CHF assets under custody

538'946

clients worldwide

Beyond the highest Swiss banking standards

741.1 million

CHF Total Equity

24.8%

Core Capital Ratio

2.046 billion

CHF Market Capitalization

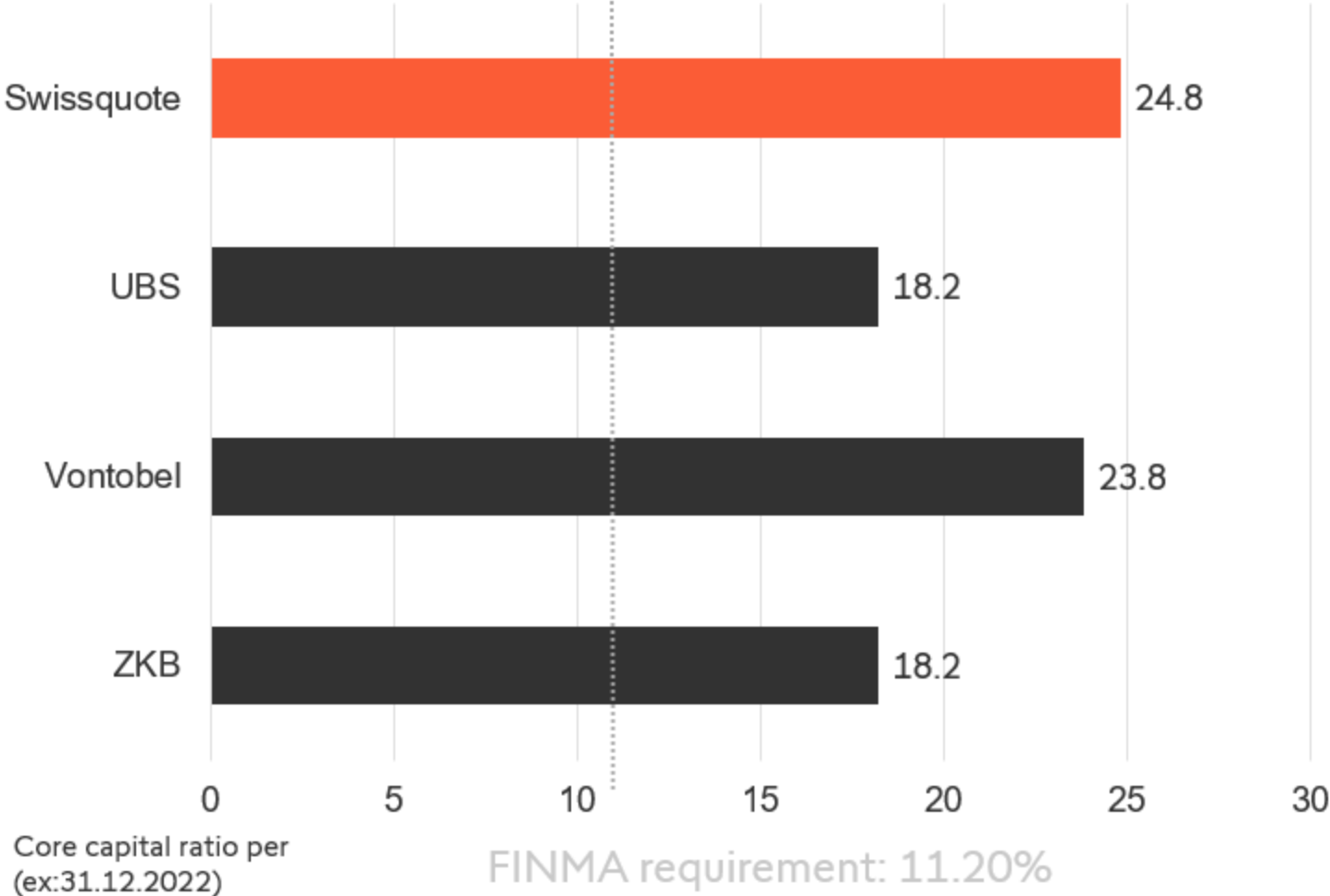
Net new money in CHF

+7.7 billion

Net revenues in CHF

408.0 million

SWISS STABILITY AS A FOUNDATION



Your “one-platform” for digital global custody, multi-asset class trade execution and back/middle office service... from a licensed Swiss Bank

TRADING WITH SWISSQUOTE IS...

25 years of
online trading
expertise



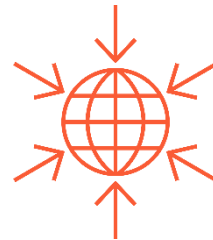
Access to
3 million products
on major international
stock exchanges



Most comprehensive
trading platform
on the market



Access to
60 markets
worldwide



Training &
education with
webinars, seminars
and eBooks



22 currencies
available in
the trading platform



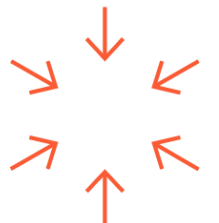
Multilingual
customer
support



High-performance
mobile applications



International Group listed
on the **SIX Swiss**
Exchange SIX:SQN

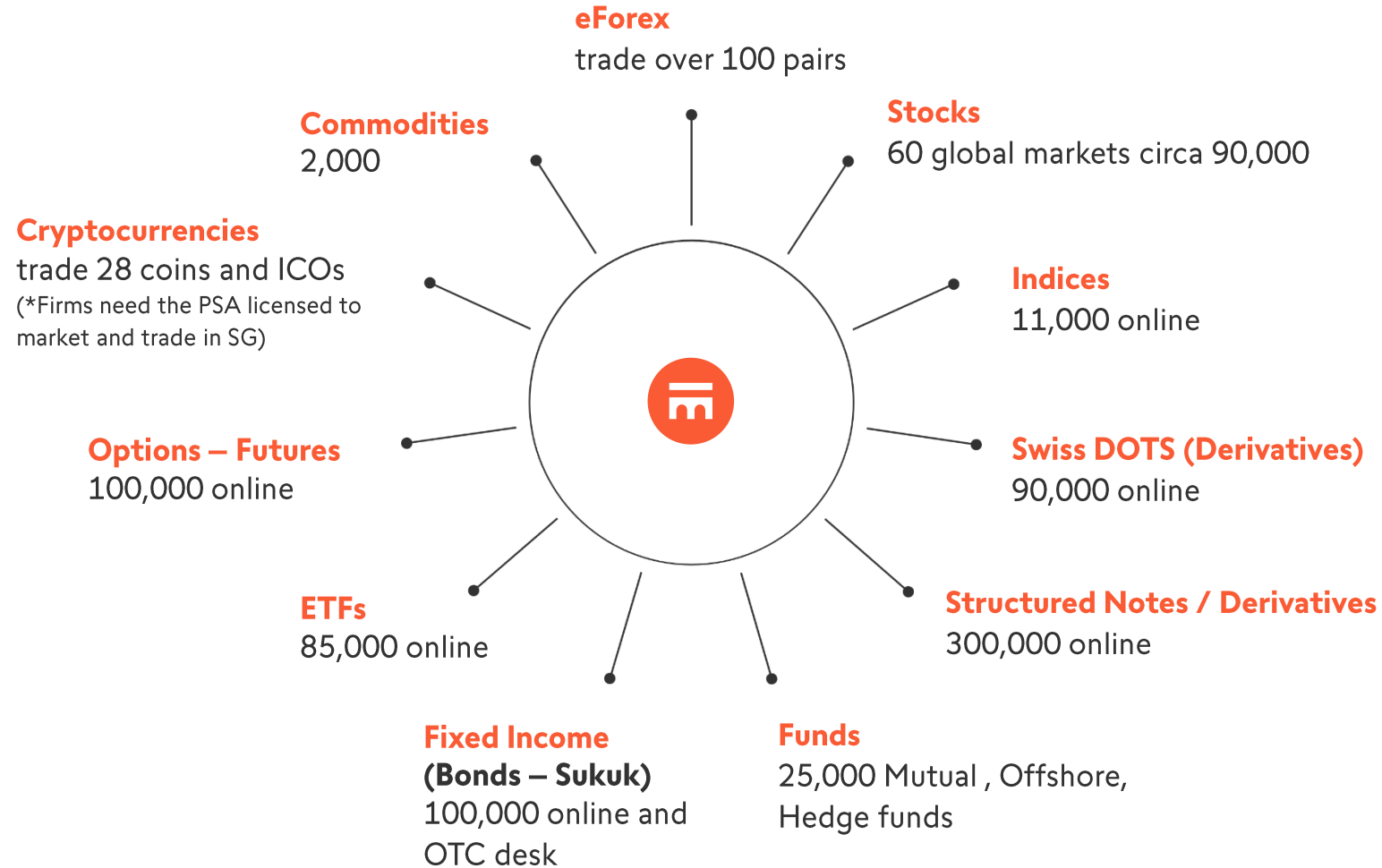


KEY FEATURES

- 1 centralized platform for global custody and trade execution;
- Access to a multi-asset, multi-jurisdiction investment universe of > 3 million products;
- Direct market access [DMA] for you to trade directly in real-time for your clients;
 - **Your team receive the Swissquote platforms to directly access global markets**
- Provision of front (branded), middle and back-office tools >> you focus on acquisition and management of clients;
- Multiple revenue-sharing opportunities for your firm with automated revenue collection
- Full electronic audit trail and transaction advices
- **Control and command functions for internal governance**
 - You define internal users and user rights / controls

A digital, global custody and trading platform on an execution-only model

Trade over 3 million financial products online from your PC, Desktop, Tablet or mobile device with the leading digital global custody and execution broker **from 1 centralised platform**



OUR BUSINESS RELATIONSHIP

Client

- 24/7 online account access
- Payment transactions
- Communicates concerns to their asset manager

Asset Manager

- Limited trading power of attorney
- No access to payment transactions
- Link between client and Swissquote

Swissquote

- Generally communicates with asset manager
- Holds client funds as custodian bank
- Modern infrastructure for asset managers and advantageous terms and conditions for clients



OUR SERVICES

CUSTODY SERVICES – BROKERAGE –
FOREX – MONEY MARKET PRODUCTS

CUSTODY SERVICES

GLOBAL CUSTODY SOLUTIONS

- Omnibus or segregated Account
- Real-time access to the global markets from one single account
- Proprietary Trading Account
- Professional Trading Account with PoA
- Direct access to Trading Desk:
- Phone, Eikon or Bloomberg chat for execution
- STP process (Swift Integrated)
- Vast experience with Institutions worldwide
- (banks and brokers)

Asset Classes

- Stocks, ETFs, fixed income, money market products, derivatives, FX, funds and structured products
- Private equity
- Real estate
- Cryptocurrencies
- Precious metals and commodities

Core Services

- Trade Execution & Settlements
- Custody
- Payments and Settlements
- Cash flow monitoring
- General oversight

CUSTODY SERVICES

FUND STRUCTURES

- Malta-based UCITS, AIF, NAIF, PIF, VC
- PIF and Loan Funds
- Offshore-based Fund Structures
- Singapore variable Capital Company

Accessibility & Platform

- Direct access to Trading Platform and over 3 million ISINs on 60 stock exchanges and OTC in stocks, fixed income, funds, ETFs, options and futures, warrants, structured products, FX, cryptocurrency
- Online Fund Securities Account
- Online Fund Subscription/ Redemption Account
- Level 3 System providing the highest level of account security

Advantages

- Long-standing Top-Tier Global Custody relationships
- Multi-currency, Multi-user, Online Fund Accounts
- Efficient on-boarding process
- A comprehensive technology-based service offering
- Strong Tier 1 Capital Ratio & Balance Sheet

BROKERAGE

Platform & Tools

- Multi-currency and multi-asset Swiss bank account with Swiss IBAN
- Online transactions for the majority of listed products and markets: equities, bonds, funds, ETFs, options and futures, structured products, fiduciary deposits, Spot & Forward FX above 3 million products
- Extended range of analysis services: Equity Analyzer, Portfolio Analyzer, Warrant Chooser, Fund Finder, Fund Optimizer, Order Book
- Level 3 System connection to guarantee the highest level of security

Swissquote Professionals (Asset Manager Tool)

- Read-only or Trading access for you and your clients
- Transmit collective orders
- Create groups of clients according to different criteria and strategies
- Transaction confirmations available in PDF
- Create your portfolio template and add your clients to the corresponding strategy
- API (Application programming interface)
- Real-time reporting on demand: account statement, TWR and MWR reports

MONEY MARKET PRODUCTS



Money Market products and term deposits:

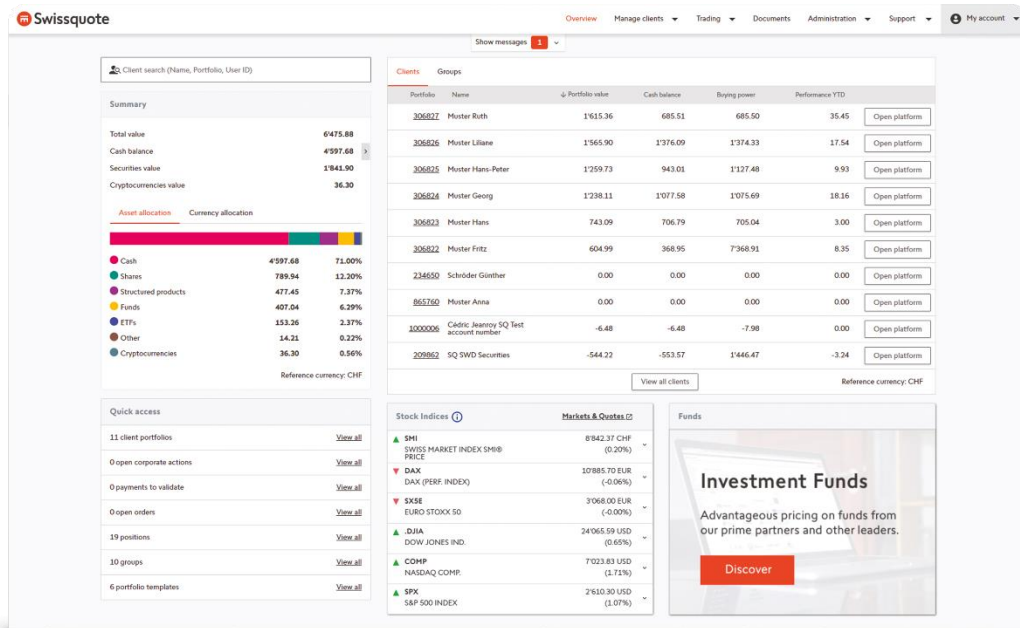
We propose our own rates on major currencies.

Fiduciary Deposits:

We collaborate with major European Banks and receive/provide indicative rates on a daily basis.

SWISSQUOTE

Professionals



There is more to our settlement platform than meets the eye. Going beyond just standard software, we use our understanding of what makes your business tick to develop tailor-made tool-based solutions and services that cater to the multifaceted needs of discerning investors.

YOUR ADVANTAGES

- + Collective client management
- + (group orders, multi-strategy management)
- + Direct connections to the global stock markets
- + (US, European, etc.)
- + Online transactions for all listed products
- + (equities, bonds, funds, ETFs, options & futures, structured products, etc.)
- + Historical and customised reporting tool
- + More than 500 partners
- + Dedicated support

REAL-TIME LOMBARD (SECURITY-BACKED LENDING) FROM THE ACCOUNT

▼ Buying power: **4'732.39 CHF**
▼ Potential increase of your Buying Power: **0.00 CHF**
Performance: **-922.04 CHF**

Debtor interest rate

AED : 0.00 %
AUD : 0.00 %
CAD : 0.00 %

View more ▼

Your Lombard loan

Amount granted : **5'000.00 CHF**
Amount used : **267.61 CHF**

Maximum amount of pledge value :
0.00 CHF

Current maximum limit : 0.00 CHF

- +

* A detailed analysis of your portfolio will be done by our experts

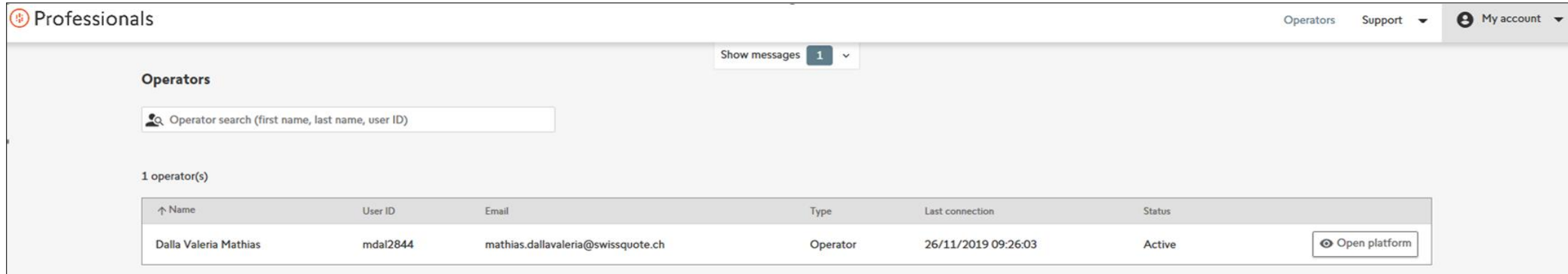
Modification request

Assets Tools ▼ Hide - Reload ↻

Change	Currency	Rate	Cash Balance	Securities Value	Total Value
Buy Sell	CHF		100.35	0.00	100.35 CHF
Buy Sell	EUR	1.0261	-174.60	0.00	-174.60 EUR
Buy Sell	USD	0.9602	-453.57	0.00	-453.57 USD
Buy Sell	GBP	1.2033	0.00	0.00	0.00 GBP
Buy Sell	DKK	0.1379	0.00	0.00	0.00 DKK
Buy Sell	NOK	0.1014	0.00	0.00	0.00 NOK
Buy Sell	JPY	0.0074	0.00	0.00	0.00 JPY
Buy Sell	PLN	0.2235	0.00	0.00	0.00 PLN
Buy Sell	TRY	0.0583	0.00	0.00	0.00 TRY
Buy Sell	MXN	0.0489	0.00	0.00	0.00 MXN
Buy Sell	AUD	0.6903	42.69	0.00	42.69 AUD
Buy Sell	NZD	0.6238	105.26	0.00	105.26 NZD
Buy Sell	SGD	0.6977	100.00	0.00	100.00 SGD
Buy Sell	CAD	0.7586	107.84	0.00	107.84 CAD
Buy Sell	ZAR	0.0619	0.00	0.00	0.00 ZAR
Buy Sell	AED	0.2614	0.00	0.00	0.00 AED
Total CHF			-267.61	0.00	-267.61 CHF

- You can go 'negative' in multiple different currencies in 1 account Eg; default holding currency is HKD, but you wish to borrow in USD or EUR or AUD
- Interest accrues on a daily basis, based on daily facility used (no term loans regardless of utilisation)

CLIENT DASHBOARD – MFO-EAM LEVEL



The screenshot shows a web interface for 'Professionals'. At the top right, there are navigation links for 'Operators', 'Support', and 'My account'. Below the header, there is a 'Show messages 1' notification. The main section is titled 'Operators' and contains a search bar labeled 'Operator search (first name, last name, user ID)'. Below the search bar, it indicates '1 operator(s)'. A table lists the operator details:

Name	User ID	Email	Type	Last connection	Status	
Dalla Valeria Mathias	mdal2844	mathias.dallavaleria@swissquote.ch	Operator	26/11/2019 09:26:03	Active	Open platform

- We will set-up your account, so that upon login, you will see 1 operator that represent each EAM / FO under your portfolio at SQ. As above if you have 10 IAM clients, you would see 10 'operators' with 1 linked to each FO-EAM
 - When you click on a specific operator, you will then arrive at another dashboard that shows all of the clients of that specific FO-EAM partner
- For MFO direct clients, such as Corporates or AI/PI individuals, we will set your firm up as an "IAM" and you allocate 1 internal operator for that follows the same process as above
 - Hence you have an elegant, aggregated dashboard from which to manage and view the various clients and FO-EAM portfolios

COMMERCIALS – FLEXIBLE, AUTOMATED

Swissquote's operating model applies fees in 2 areas:

- **Platform fees;** this is for the use of our technology fees (a leasing fee) and includes a custody fee for SQ's global custody services;
- **Brokerage/Transaction fees;** payable at the point of execution, based on the market and asset-class being executed – the revenue is immediately transferred to the partners revenue account at point of execution.

PARTNER'S REVENUE OPPORTUNITIES:

The platform allows a partner to access the following revenue streams

1. Application of custody fees (automated on an agreed frequency), deducted from client sub-account;
2. Mark-up's or margin on brokerage execution-fees – at point of trade execution;
3. Application of Management and ad-hoc fees through the tool (see below);
4. Fund retrocessions – up to 95% of the distribution fees received by SQ;
5. Margin mark-up on physical FX exchanges (if not done internally);
6. Mark-up on Lombard / securities-backed lending to clients (Net interest income)

Management Fees

[Manage fees](#) [History](#) [Archive of Files](#)

i For each portfolio, management fees cannot exceed its buying power value or 2.0% of its total value. The portfolio where you want to debit the management fee needs to have a sufficient balance.

1 item(s) [Export Excel](#)

[+ Choose/import portfolios](#) [Prefill all fees](#)

<input checked="" type="checkbox"/>	Portfolio	Name	Portfolio value	Buying power	% Amount	Fix Amount	Currency	Comments line 1	Comments line 2
<input checked="" type="checkbox"/>	510419	Muster Anna	15.57 CHF	15.57 CHF	<input type="text" value="0.05"/>	<input type="text" value="0.01"/>	CHF	Management Fees	Your message...

THANK YOU

Swissquote Pte Ltd, Singapore



**YOU ARE IN COMMAND,
WE PROVIDE SUPPORT.**

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[swissquote.sg/institutional](https://www.swissquote.sg/institutional)

