Newgen's **Wealth Management Solution**

Create value and build trust for your clients with our 100% digital and automated solutions

Overview

Financial Institutions like wealth management firms, private banks, investment advisory firms, etc., may face challenges in delivering client-focused services with highly effective and personalized experiences because of isolated and manually managed processes. To succeed, wealth management firms must prioritize innovation that can help them shift from a transaction-centric firm to a client-centric one.

Challenges Faced by Wealth Management Firms

Operational Inefficiency:

- High dependency on multiple systems for report generation as per customer needs
- High TAT due to manual creation of portfolio and equity reports for High-Net-Worth customers
- No centralized source to calculate LTV. Time-consuming and inaccurate process to fetch data in Excel with macros

Manual Documentation and Processing:

- Credit requests and annual review forms are manually keyed in and processed
- Collateral analysis and aggregation of credit limits are done manually. Requests are escalated to the relevant signing authority via email or other manual means
- Frontend, risk, and lending teams are tasked to manually screen all applications with data attributes

Lack of Intuitive Forms and Interface:

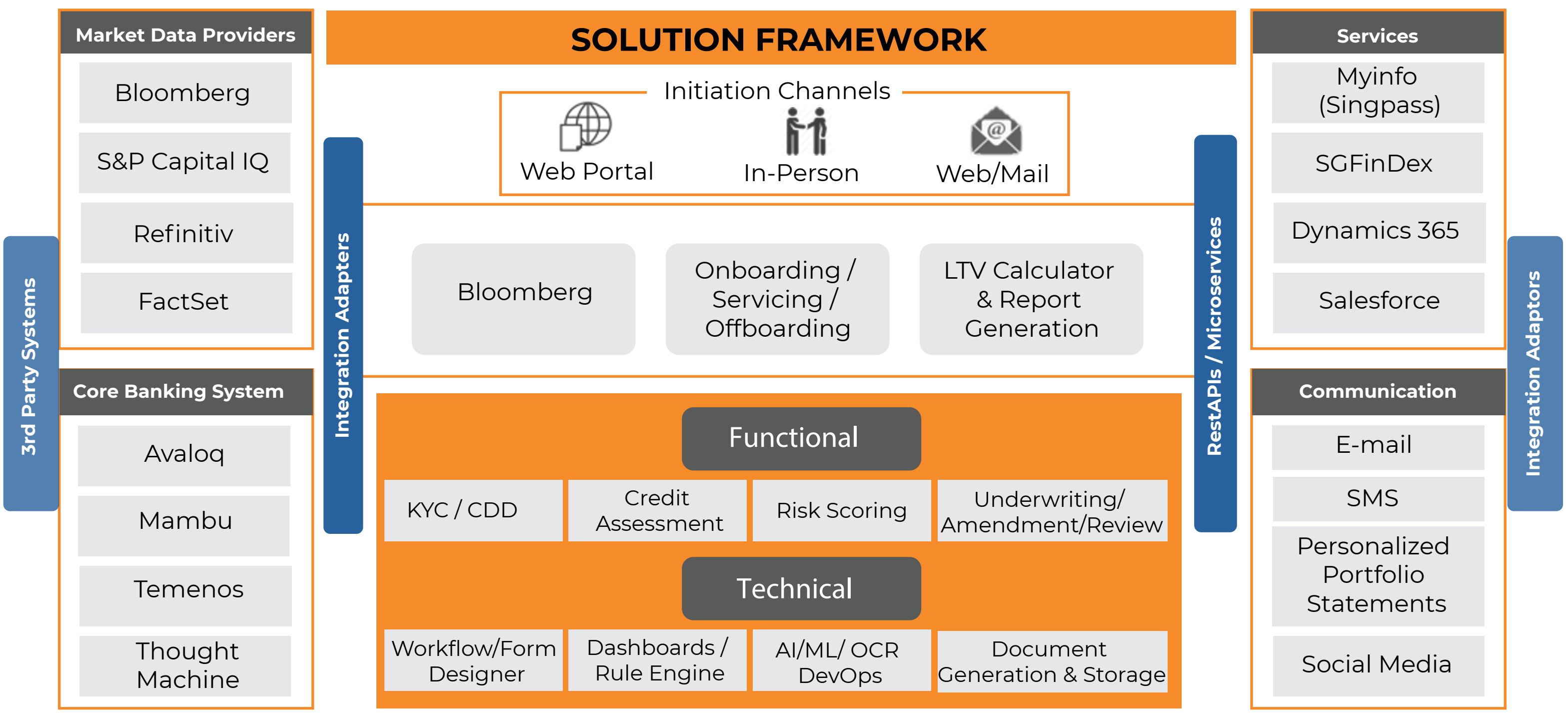
- Customer interaction is difficult due to the lack of interactive forms to segment products

Newgen's Wealth Management Solution

Built on a low code framework, Newgen's Wealth Management Solution is a modern and comprehensive solution designed to strengthen wealth management processes, including onboarding, credit origination, contract generation, and reporting. The solution caters to a wide range of products, including investment planning, annuities, real estate, retirement, and lending. It empowers wealth managers by automating the end-to-end processes, reducing manual intervention, and making highly informed decisions, which ensures lower operational costs and enhanced client experience. The solution also offers simplified and effective regulatory compliance and risk management functionality, supporting FATCA and CRS compliance requirements with comprehensive reporting and documentation.

Our Wealth Management Solution consists of modules such as - Client Lifecycle Management, Credit Origination, Loan to Value (LTV) Calculation, and Portfolio Report Generation, etc. - that bring a host of capabilities and benefits for wealth management organizations.

- Client Lifecycle Management to automate onboarding, maintenance, and the offboarding process
- Credit Origination to standardize and streamline credit request origination, processing, tracking, and amending facilities
- Loan-to-value simulation tool to calculate different products in one place
- Report Generation for High-Net-Worth individuals in a single click



Onboarding

- A/c opening
- KYC
- Maintenance
- Offboarding

Private Bank Lending

- Credit origination workflow
- Risk analysis
- Annual credit review
- Facilities Including New, Amendment, Credit Review, etc.

Loan-To-Value Calculation

- Business rule engine
- Integration with market data providers
- LTV calculation for various products
- On click pre-defined email sending and downloading in various formats

Contract Management

- Orchestrate contract remediation
- Renegotiate contract and manage approvals
- Repaper massive volumes of documentation
- Exception handling

Report Generation

- Workflow-based approval for designed documents
- Custom reports
- Schedule communication for various reports
- Template repository

Client Lifecycle Management

The client lifecycle management module of the wealth management solution can transform account opening, KYC, maintenance, and offboarding operations, enabling firms to deliver outstanding customer experiences. It enables easy configuration and contains pre-built components based on industry best practices. The solution accelerates and automates the onboarding processes across all channels, products, and geographies.

Key Capabilities of This Module

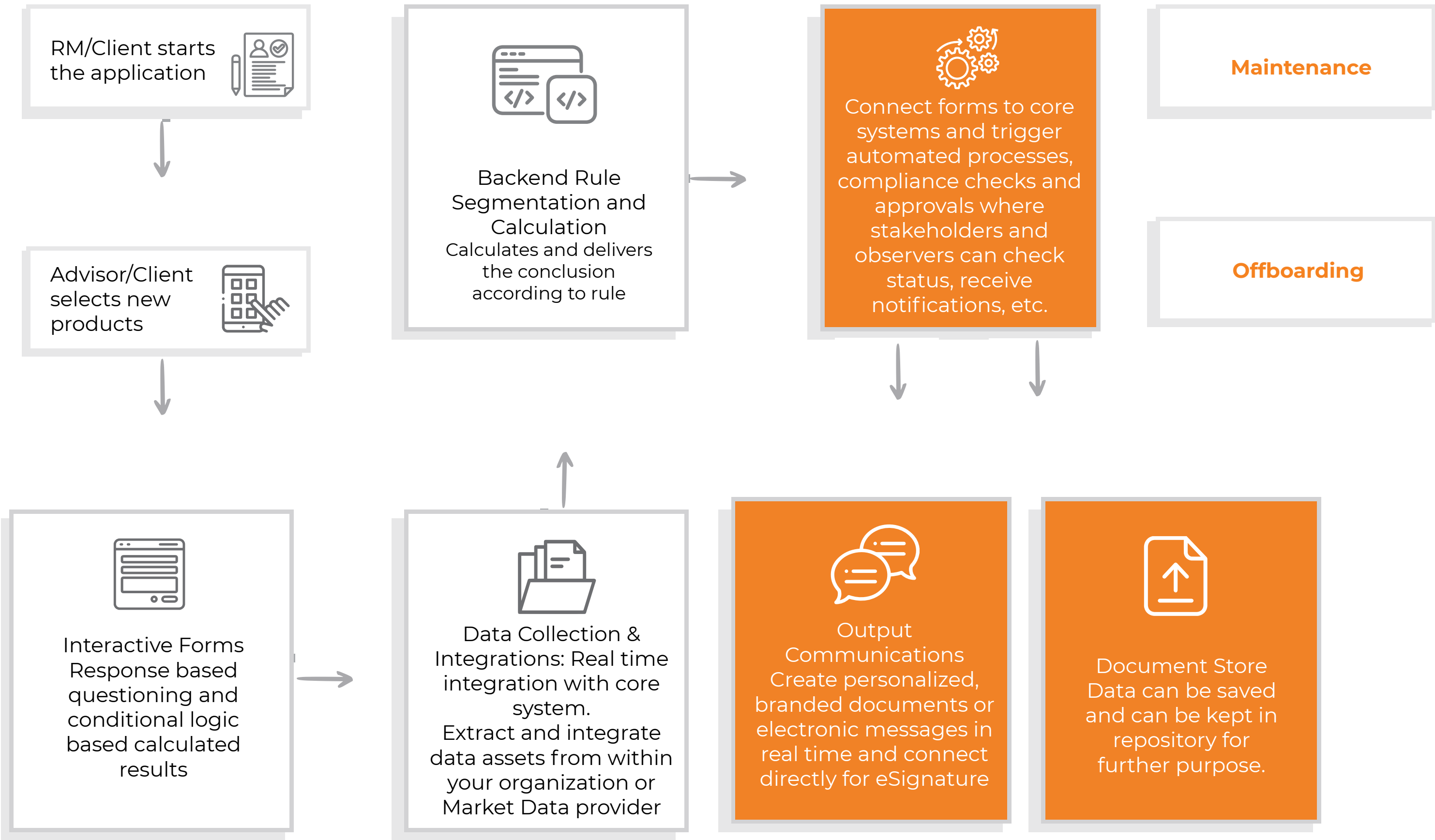
- **Onboarding:** The solution offers configurability that enables users to create and modify rules that can be integrated with interactive forms for account opening based on the tier defined tier by the firm. Its intuitive user interface is designed to seamlessly integrate with other systems for easy prospect onboarding of global clients.

- **KYC:** The solution automatically applies due diligence procedures with fully integrated KYC requirements, dynamically adjusting to specific geographical regulations in real-time during onboarding.

- **Maintenance:** The solution offers a configurable routing feature with user management assigned roles that helps firms gain control and flexibility and manage exceptions. The solution also improves process visibility with audit trail and versioning of documents with annotation capability.

- **Offboarding:** The solution has centralized document storage to ensure a secure repository of all relevant client data, adhere to offboarding regulatory requirements, and facilitate effective communication with departing clients.

Onboarding Framework Tool

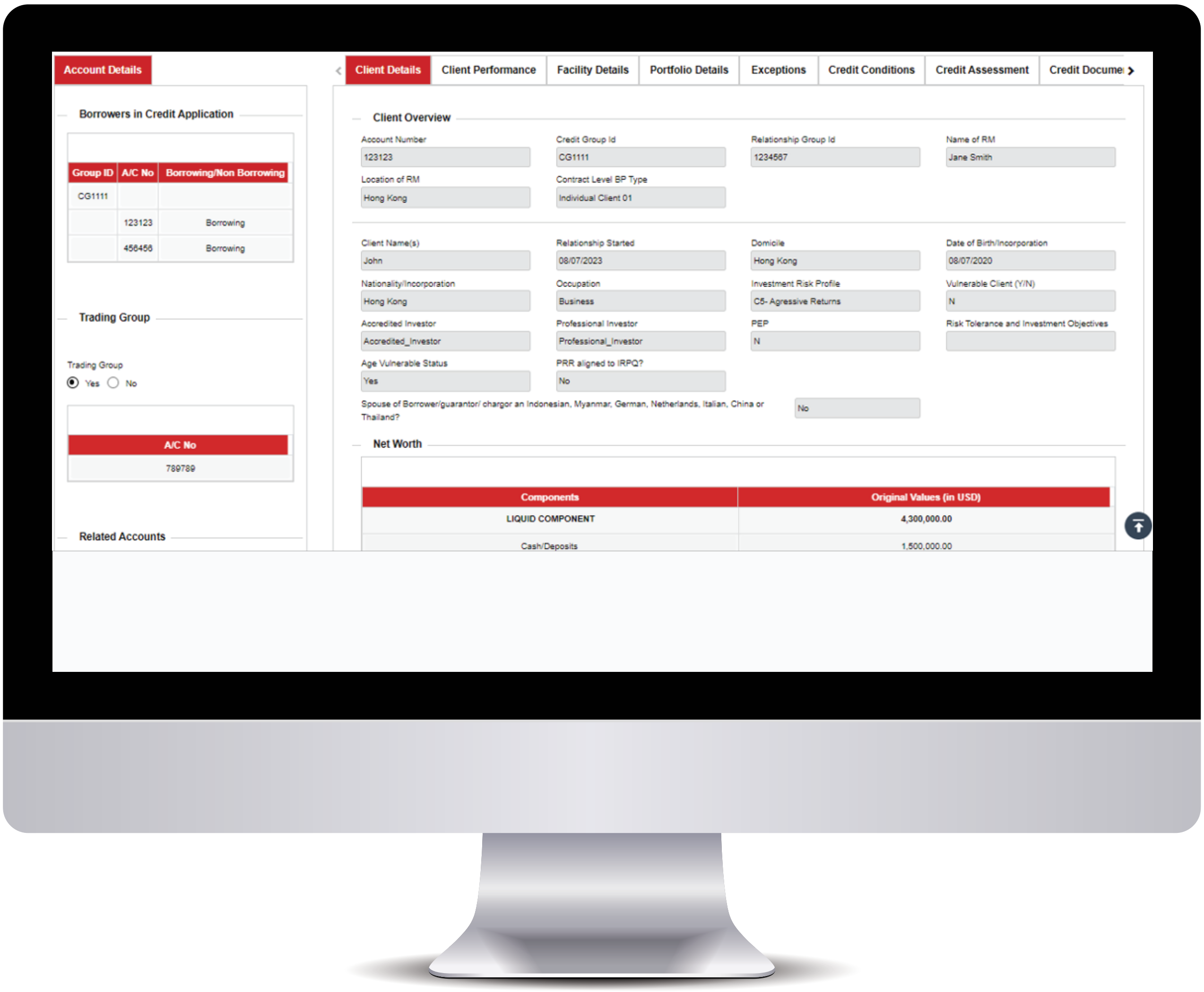


Credit Origination

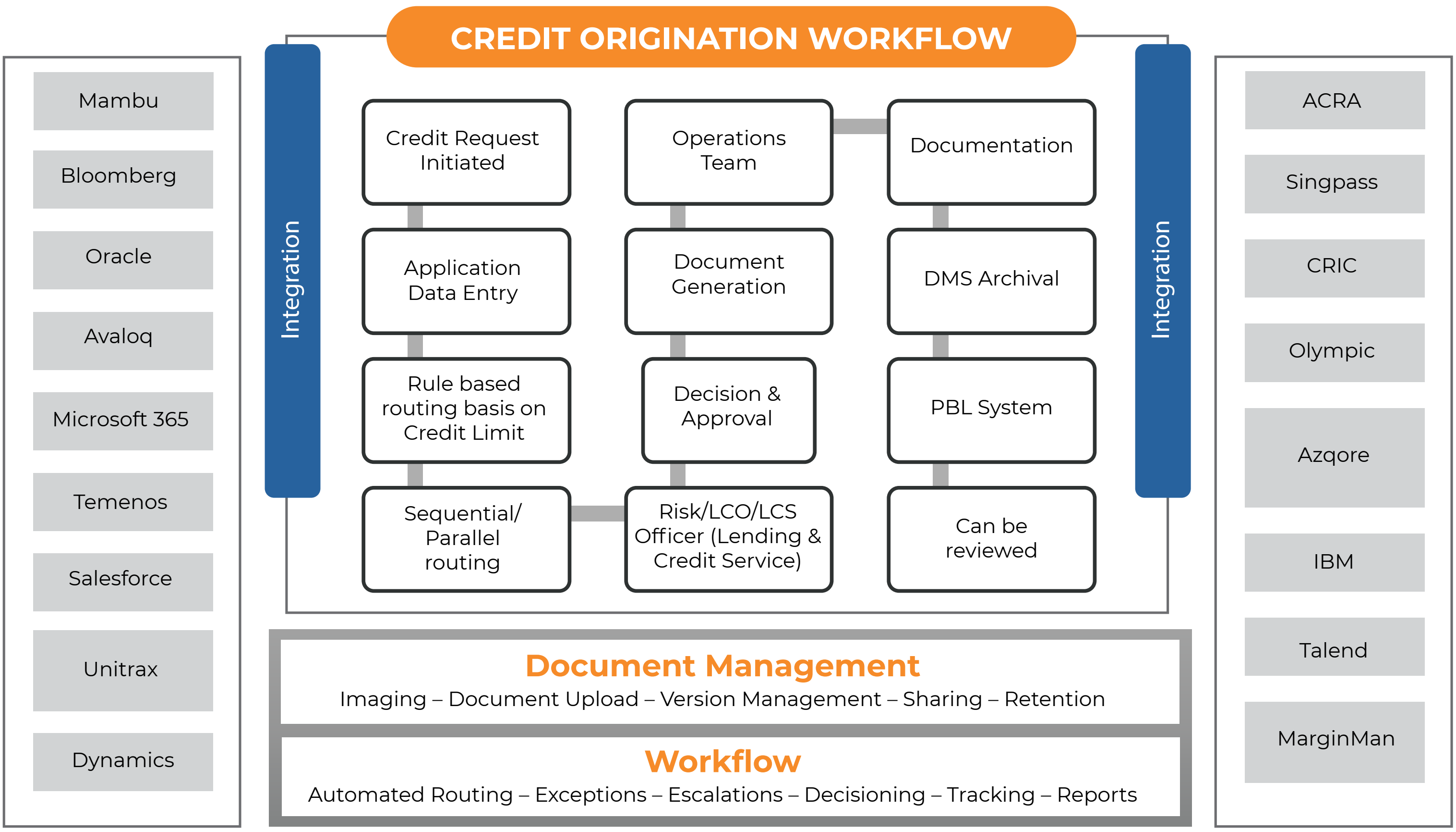
The credit origination module serves as a private banking lending tool where users can create customers' digital credit applications. The approval workflow tool caters to various facilities, including New, Amendment, Credit Review for Lombard Credit Facility, FX Margin Trading Credit Facility, Trading Limit, and Pricing, etc. Prior to approval, wealth managers can easily analyze risk, approve credit facilities, and perform annual credit reviews of borrowing clients by re-evaluating clients' credit behavior.

Key Capabilities of This Module

- Deploy complex business rules for standard approval tier grid, credit evaluation, scoring, and calculations
- Integrate market data providers and CBS with processes across upstream and downstream systems
- Authorize access to cases to reduce back-and-forth exchanges between stakeholders, as all decision-making information is available under one platform
- Establish good governance monitoring of business operations, such as enabling users to track statuses across different departments and monitor case aging



Credit Origination Workflow Tool

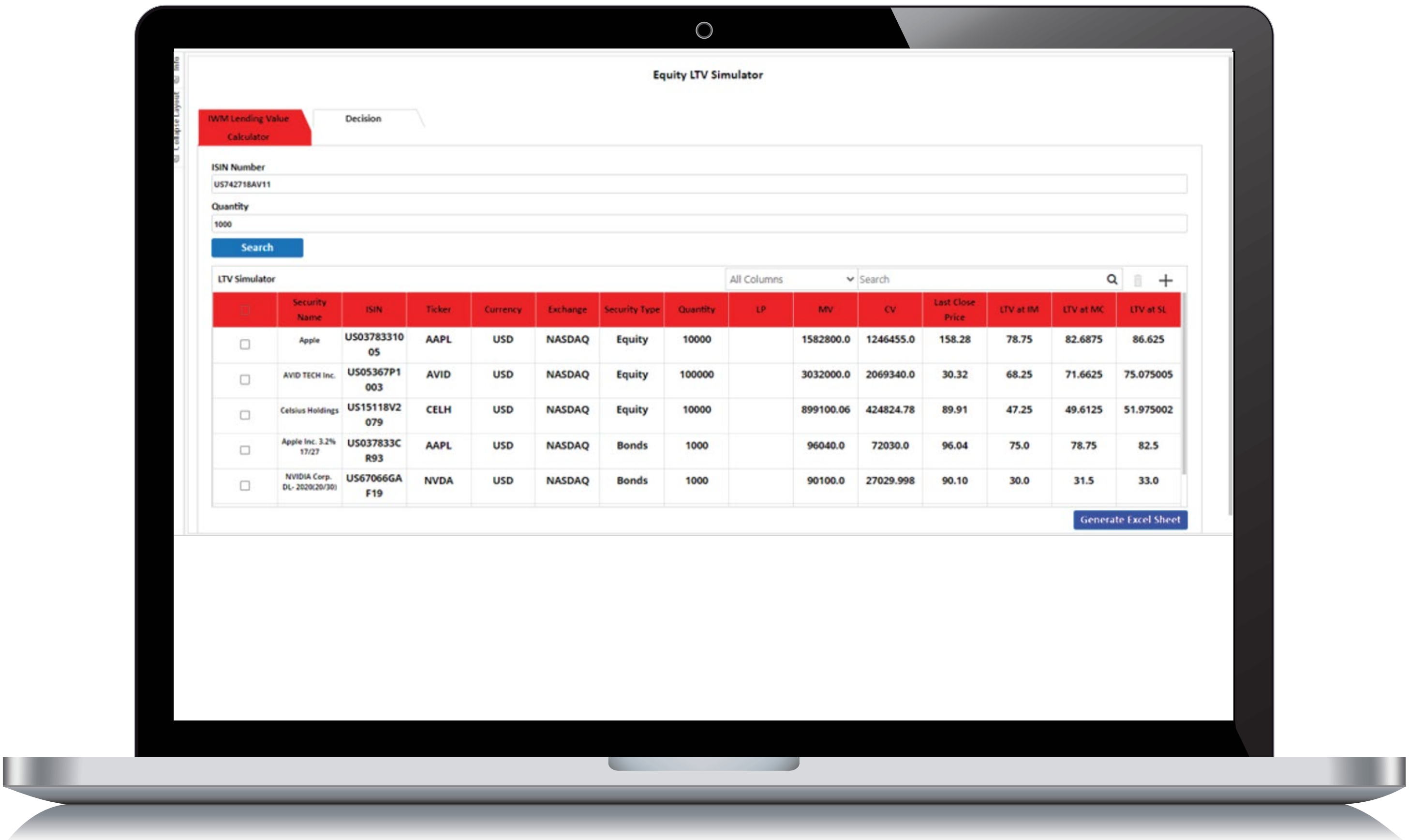


Loan-to-value Calculation (LTV)

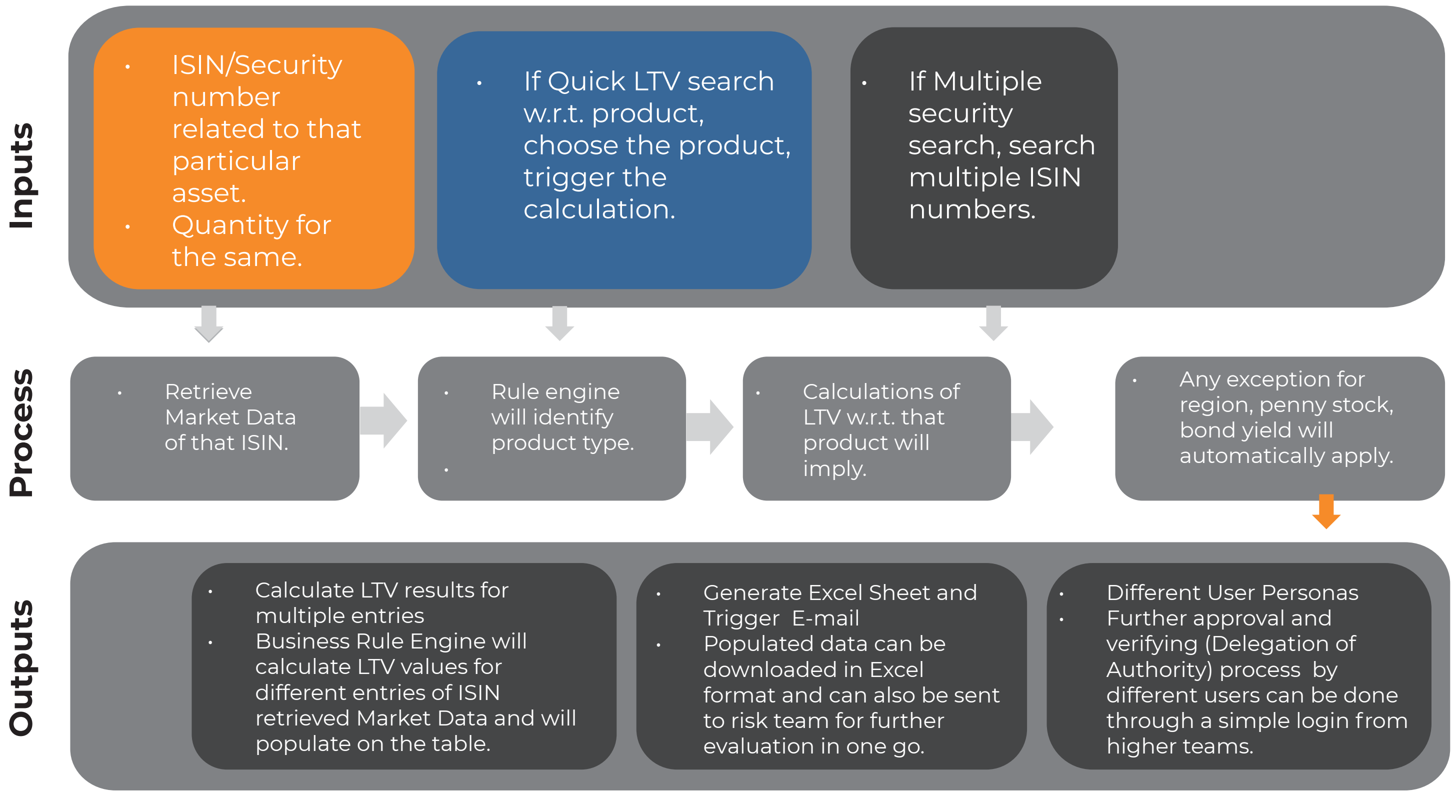
The solution consists of a web-based LTV simulation tool for single and multiple security LTV searches for different products such as equity, bonds, mutual funds, equity-linked notes, real estate, insurance, and more. It is a standard tool for both users and lending officers. The LTV calculation engine can automate communication as per the defined workflow.

Key Capabilities of This Module

- Frontline employees can directly check LTV in the tool to reduce manual intervention and back-and-forth exchange between stakeholders
- Multiple security searches for different assets in one go
- Wealth officers can perform eligibility checks for premium financing and real estate
- Easy modification of complex rules in case of process changes
- Integration with market data providers to fetch real-time value of assets from different exchanges and agencies



LTV Calculator Framework



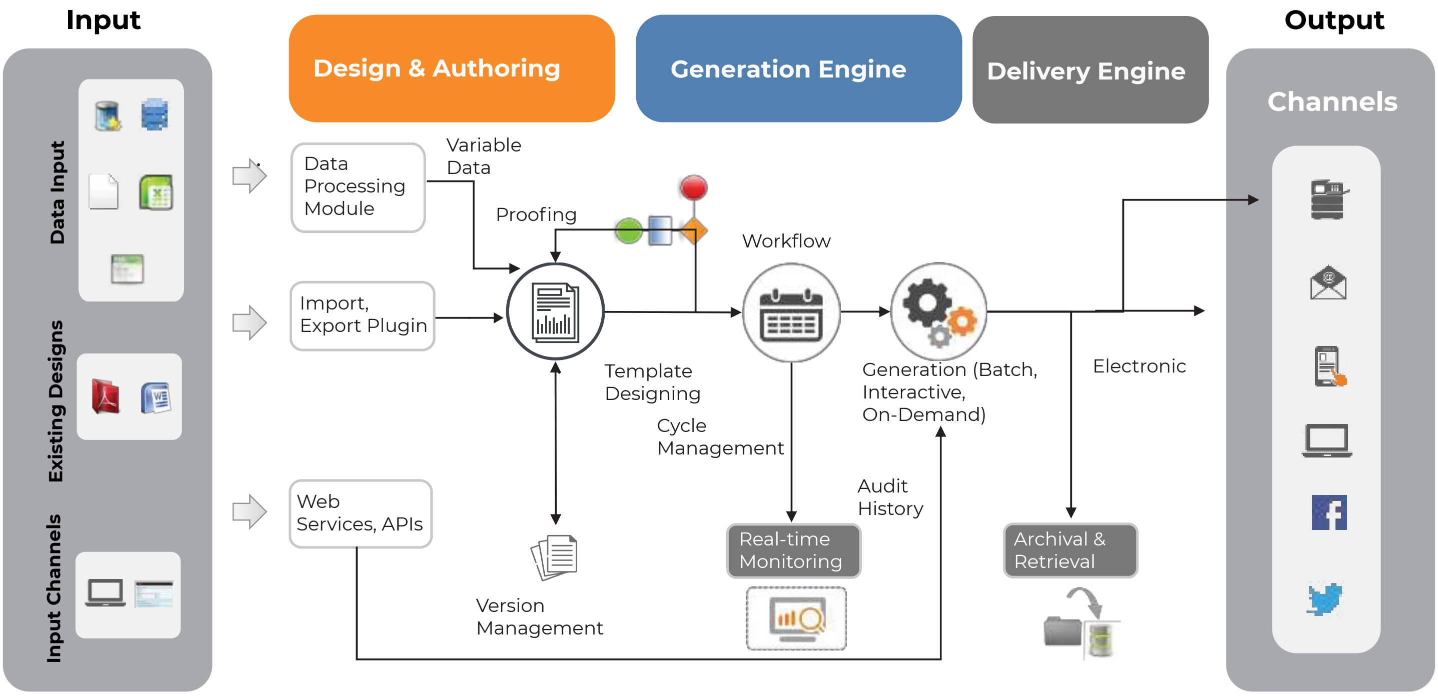
Report Generation

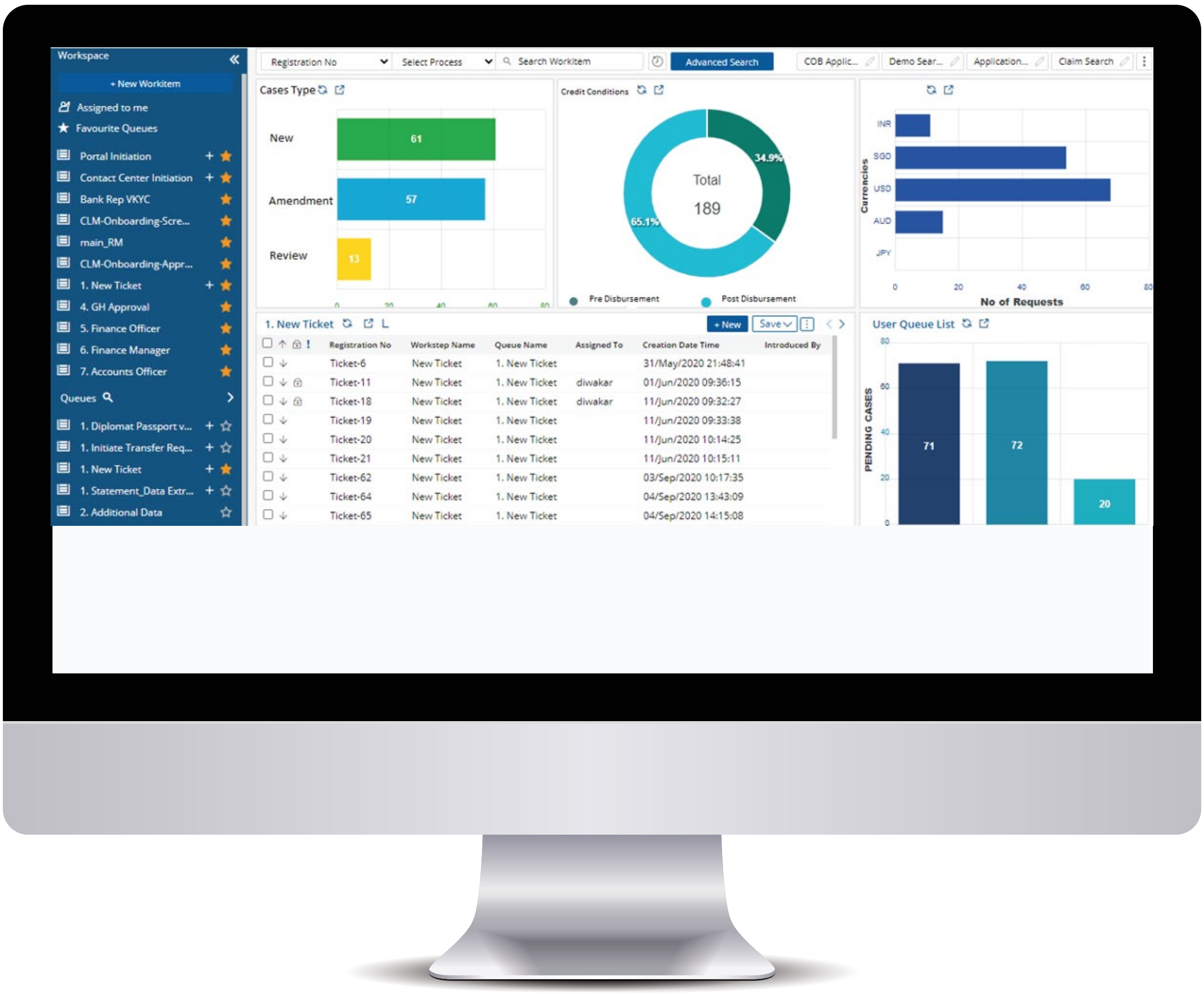
Within this module, users can build a diverse array of customized wealth management reports for high-net-worth individuals. The solution can automate the generation of complex wealth reports and documents based on business rules. Users can ensure compliance with 100% SLA adherence and multi-lingual communications. Relationship managers can also focus on improving customer service with the help of real-time document generation. The module streamlines the communication process from designing, generation to distribution. Centralized communication tracking helps employees and agents easily retrieve and track all communications.

Key Capabilities of This Module

- Flexible report engine for users to create, view, and regenerate customized reports
- Storage and retrieval capabilities to create custom templates
- Workflow-driven capabilities with access to heterogeneous databases
- Creation and administration of comprehensive transaction structures

Report Generation Module





Why You Should Consider Newgen's Wealth Management Solution:

- Achieve faster TAT and reduce error-prone manual work with a high degree of automation
- Enhance customer satisfaction by offering personalized services
- Make highly informed decisions by leveraging the seamless flow of information across processes and departments
- Create and run simplified journeys by digitally transforming the credit workflow process using our best-of-breed capabilities like output generation, AI, integrations, and automated security checks
- Achieve 80% faster Time-to-Revenue with our onboarding and credit origination process
- Configure simple and complex rules in processes with in-built rules engine

Customer Success Snapshot

Newgen has successfully automated, streamlined, and monitored the credit origination process of a global financial institution. With an integrated network spanning over 30 countries and regions, Newgen's Wealth Management Solution empowered the bank to cater to growing business demands, deliver top-notch customer service, and embark on a digital transformation journey. Their system now efficiently evaluates credit risk for new clients and performs periodic credit reviews for existing ones, allowing seamless handling of high-volume transactions and scaling of operations.

About Newgen

Newgen is the leading provider of a unified digital transformation platform with native process automation, content services, communication management, and AI/ML capabilities. Globally, successful enterprises rely on Newgen's industry-recognized low code application platform to develop and deploy complex, content-driven, and customer-engaging business applications on the cloud. From onboarding to service requests, lending to underwriting, and for many more use cases across industries, Newgen unlocks simple with speed and agility.

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