

SIX

Global Data for Wealth Management



Introduction

SIX is uniquely positioned at the intersection of Finance, Data, Technology, and Infrastructure. For over 90 years, the wealth management sector has been an integral part of our business.



SIX was formed and is owned by 120 Swiss and international financial institutions, including some of the largest wealth management companies in the world. The shareholders of SIX are also key users of our services. Our close relationship ensures we understand and can rapidly react to the evolving business and operational needs of the wealth management industry.

Wealth managers look after the complex financial needs of affluent clients. Relying on quality financial information, they provide holistic advice on estate planning, accounting, retirement, tax liability, and insurance services. Wealth managers offer personalized

strategies tailored to their clients' specific situation. In the near future, due to digital transformation, wealth managers will face a new challenge, addressing clients' needs for self-service capabilities to fulfil cross-channel client experience.

As a global provider of financial information, SIX supports wealth managers in sourcing and efficiently delivering data, specifically high-quality reference, pricing, corporate actions, ESG data, tax and regulatory services, along with indices.

Whatever aspect of the wealth management industry you operate in, from global financial institutions to boutique wealth management firms, or the role you are in - from financial planning to risk management, SIX has the data, tools, and software partners you need to power your global wealth management solutions.

“ For wealth management institutions, the growing value of data & analytics is critical to drive growth ”

SIX IN BRIEF



GLOBAL

Worldwide presence in over 20 countries



TRUST

In the business of financial information for more than 9 decades



COMPLETE SERVICE

Front-to-Back Market data, Regulatory Services and Analytics



SUSTAINABILITY

SIX fosters the transformation to sustainable finance

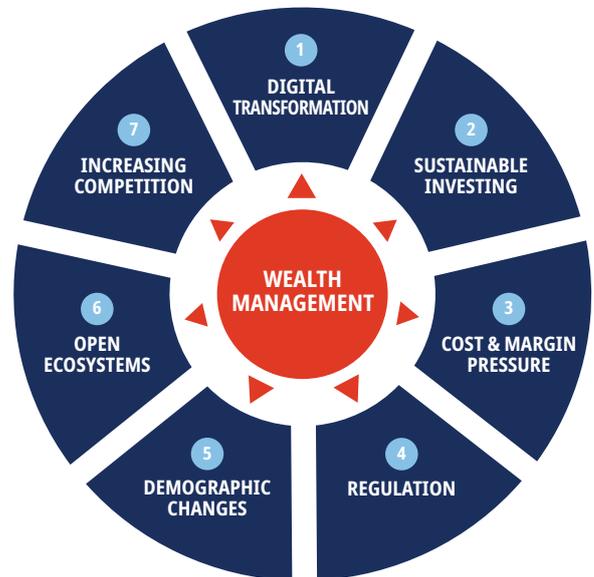
Key Challenges

Wealth managers face many challenges. Overall, the sector is undergoing a paradigm shift, resulting in an even greater need for data and insights, along with advisory services.

The transfer of wealth from 'baby boomers' to the younger generation is resulting in a shift in the way services are delivered.

Younger generations are more focused on sustainable investments and are more comfortable with digital technologies and digital assets. As these trends continue to develop, firms must respond to these preferences by developing new digital products and services.

Ultimately, wealth managers are facing the largest inter-generational transfer of wealth in history, which creates the following challenges and trends.



1 Digital Transformation: Wealth management firms are dealing with legacy technology and data across disparate and disconnected systems. For many, digital transformation and the adoption of technologies like AI, ML, and distributed ledger will be challenging. Data analysis and exchange with third parties to drive hyper-efficient and personalized client services will become a key driver of value creation.

2 Sustainable Investing: Younger clients are interested in sustainable investing, which now plays a major role in investment decisions alongside customer risk aversion, returns expectations and liquidity constraints. Decision-making will become increasingly data-driven, requiring high-quality ESG data.

3 Costs and Margin Pressure: Investors are becoming cost-conscious and are demanding greater transparency and value for money. Wealth management relationship managers are responding by developing new pricing models and value propositions that offer more transparent, affordable, and accessible services. Getting the data you need when and how you need it is key to efficiency.

4 Regulation: Regulatory changes will continue to shape the industry's future. Regulations aimed at promoting transparency and investor protection will require firms to continuously invest in compliance and risk management. Wealth managers will need to turn regulatory requirements into opportunities through more innovative business models and quality data insights.

5 Demographic and Regional shifts: The growing wealth of emerging economies is resulting in a shift in the location of the wealthy from more traditional markets to other regions, such as Asia. Wealth management firms must be prepared to navigate tax and regulatory differences that exist in these regions.

6 Open Ecosystems: The traditional wealth management value chain will become increasingly segmented, with individual providers covering specialized areas of activity. Wealth managers will need to ensure easy access to the data that they need via modern APIs and platform-based open financial eco systems.

7 Increased Competition: Specialized providers and fintech companies are becoming very attractive to the younger generation of wealthy individuals. Their strength lies in offering clients self-service and round the clock accessibility to their portfolios.

Global Data Use Cases



At SIX we understand the trends, challenges and priorities that are shaping the future of the wealth management sector, especially with regards to the increasing **power of data and technology**.

We constantly invest in new ideas, knowledge, and innovation to provide leading-edge data, services and analytics tools that firms need to navigate a rapidly changing environment and to continue to grow their core business.

“45% of wealth managers feel there is a gap in the market for fundamental ESG data/ratings*”

Whether you use data for research, to manage assets or client relationships, to monitor, report or document, SIX provides the single source of easy to integrate, high quality data your organization needs, either directly or through our extensive global partner network. Our flexible commercial model means you only pay for the data you need, enabling you to save money on data purchase and storage.

*Source: SIX Future of Finance Survey (2022 Edition)

SIX Solutions



SIX provides a wide range of critical data and data related services for the wealth management industry.

→ Market Data

Our easy-to-use market and exchange feeds efficiently deliver high-quality global market data and historical timeseries. Through our global partnerships, we provide access to data to power even the most demanding applications. Developed for ease of integration, our market data products enable wealth management firms to do extensive and detailed research.

→ ESG Data

We provide high quality, reliable and consistent ESG data, allowing wealth management firms to serve their clients even more effectively through sustainable investment offerings. Our services currently include ESG RegRisk Management, ESG Data Hub and ESG Indices.

→ Security Master

The quality and provenance of your data is critical to operations. SIX understands the role that data plays in assessing risk as well as in driving efficiency and performance within the wealth management industry. We provide the foundation for your security master database with high quality reference data, corporate actions and pricing on multi-assets across global markets.

→ Investor Protection

The way that regulatory data is sourced, utilized, and exchanged will define whether the next wave of investor protection mandates burden or benefit your business. We develop tailored data packages that link relevant financial instruments information automatically across multiple regulatory obligations. We deliver the data ready to use at the specific granularity needed.

→ Tax & Compliance

Global tax regimes, regulations and economic sanctions continue to evolve, creating new standards for reporting, consuming more resources, and threatening significant fines and reputational damage. The stakes are getting higher and the rules ever more complex. SIX supports wealth management firms, with scalable, automated tax and compliance data your teams require.

→ Indices

Wealth managers around the world trust the indices of SIX. On top of our Swiss standard indices, which comprise the flagship SMI, SPI and SBI, SIX offers strategic, thematic, customized, ESG and crypto indices. SIX is also one of the most relevant index providers in the Nordics and Spain - with the IBEX 35 index being the leading indicator for the Spanish economy and listed companies.

Data Delivery

SIX helps wealth management firms make better-informed decisions, faster by providing data in the ready to use formats your business needs, with data in the cloud, or consumed through our flexible API's, you can seamlessly integrate our data into your applications and services. We can also provide structured data feeds or even flat files if more suited to your business requirements.



A STRONG PARTNER NETWORK IN WEALTH MANAGEMENT.

Collaboration, innovation and co-creation with our partners to accelerate growth

Our powerful, intuitive tools like SIX iD ensure you have a clear view of all the data, news and analysis you need. Whether you are an investment advisor, wealth, risk or asset manager, in a front or back-office role, SIX iD allows you to make the most out of the reference and market data available from SIX. Working from home can also be a challenge. SIX iD comes with one single license that can be used at the office, working from home or on the move.

We're already plugged into many of the systems you use. SIX has a trusted global network of over 90 leading content and technology partners to serve the data and information needs of wealth management firms, covering security master, reference and pricing data, tax and regulatory services, global benchmark indices, display and delivery capabilities, digital assets, crypto and ESG data.

We leverage the valuable insight and core competencies of our diverse partnerships to ensure continuous innovation, and provide unparalleled data access. SIX helps its partners to interface, enrich, and seamlessly integrate financial data wherever and however wealth management firms need it.



Outlook

Key industry drivers of generational wealth transfer, as well as the ongoing digital transformation, will have significant implications for the wealth management industry. Firms that can quickly adapt to these changes and provide value-added services to their clients are likely to thrive in the years ahead.

SIX supports wealth managers to meet these challenges by investing heavily in the development of new products and services, such as new analytical tools for data evaluation, and products which can be easily integrated into cross-channel experiences through web APIs and Cloud delivery.

“ With worldwide instant cloud access, you can seamlessly and quickly integrate our data into your global and regional workflows ”



Whatever your sector - be it banking, private banking, independent wealth management, family office or multi-family office, and whatever your short, mid, and long-term strategies are, SIX has the trusted data, technical and subject matter expertise, global footprint, and key technological partners. Our unique position in the Wealth Management data ecosystem make SIX the partner of choice to help you grow in a sustainable way.

Talk to us at SIX to see how our data can help provide a better service to your clients.

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