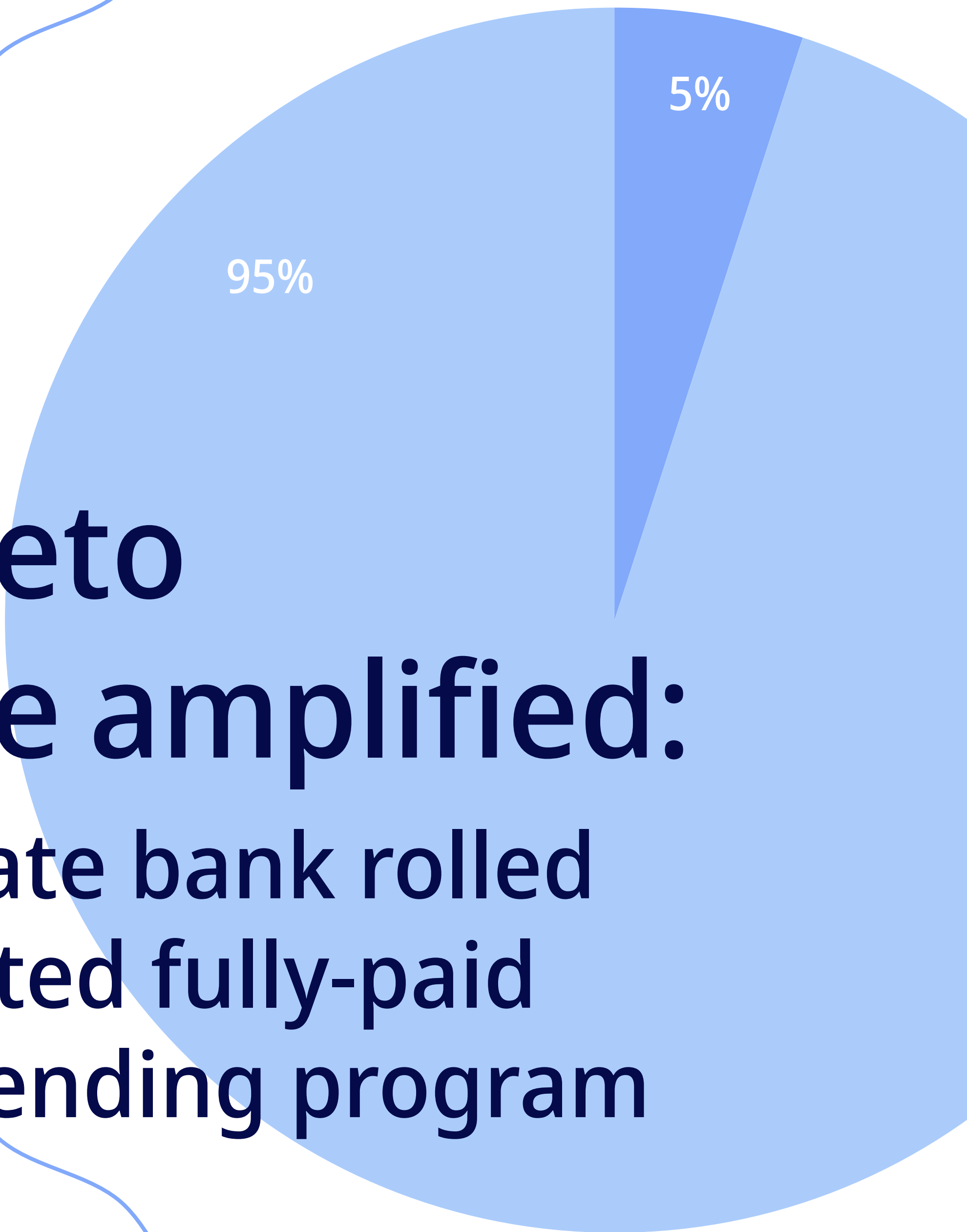
Sharegain



The Pareto principle amplified:

How a private bank rolled out a targeted fully-paid securities lending program

The challenge

A leading global private bank recognized the need to launch a fully-paid securities lending program to meet client demands, generate additional revenue and enhance its value proposition.

However, the bank lacked the securities lending experience to develop a solution in-house while maintaining focus on its core capabilities. They didn't want to wait years to launch and sought a strategic partnership to quickly and competitively bring a program to market.

But first they needed to address three key questions:

1. What is the value of the opportunity?

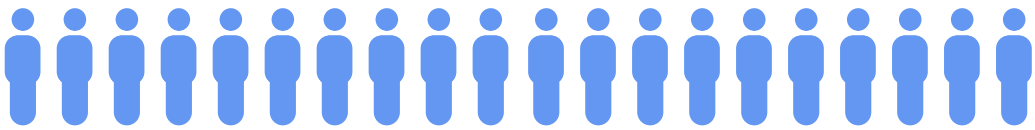
2. What heavy lifting is required?

3. How do we drive adoption among our advisors and clients?

The opportunity

Value over volume

Utilizing Sharegain's analyzer tool we identified that the private bank's top 5% of clients accounted for around 90% of the potential revenue opportunity.

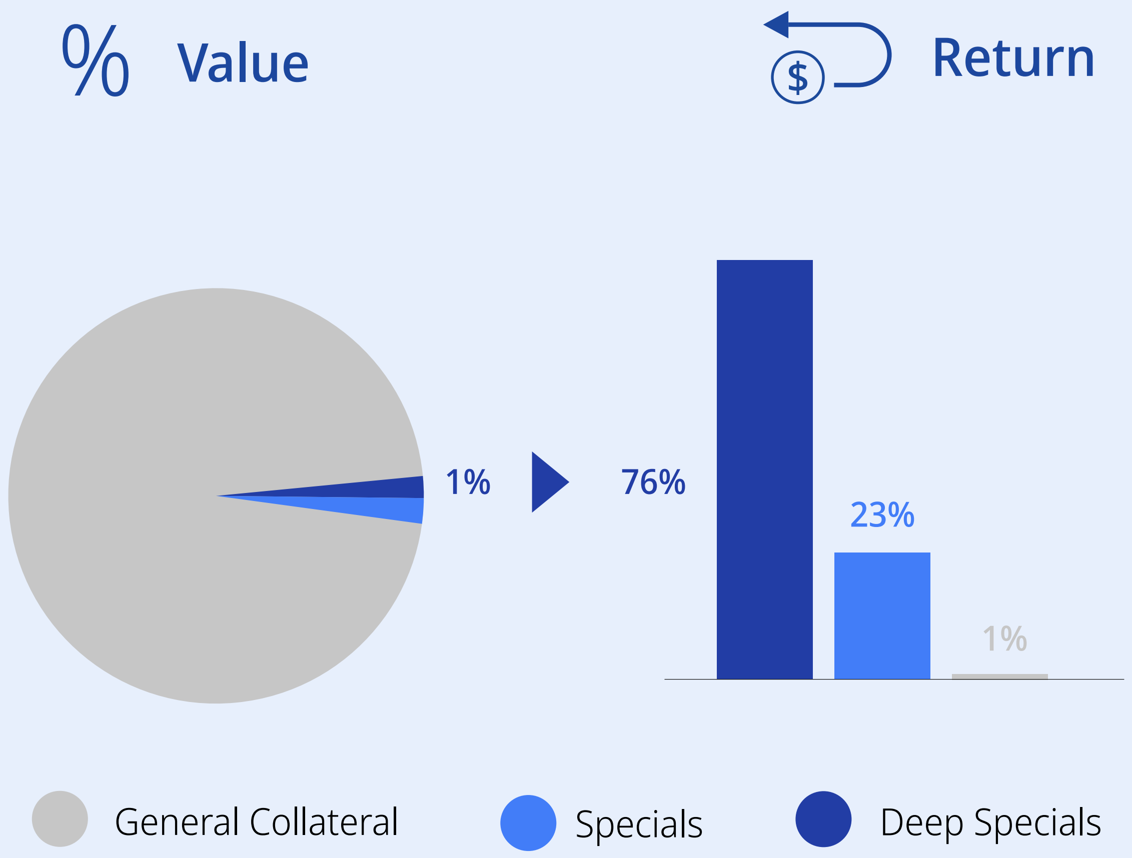


Their top 20 clients could generate

65% of the revenue potential

and the top 100 clients could generate **84%**

In addition, 76% of the potential return would come from Deep Specials which accounted for just 1% of the total value of the portfolios.



By focusing on high-value clients, the bank could onboard clients in a targeted manner and seize the opportunity fast – expanding to other clients and jurisdictions in the future.

This approach perfectly illustrates a supercharged version of the 80/20 rule, or what we like to call ‘Pareto amplified’.

No heavy lifting

In collaboration with the private bank, we conducted a workshop involving the relevant departments to map requirements and leverage existing capabilities.

By prioritizing speed to market and minimizing development efforts, we identified that the bank could utilize its existing infrastructure and processes, without requiring in-house IT development.

Our Securities Lending as a Service (SLaaS) solution also bridged its operational and reporting gaps. The data points aggregated on a daily basis enabled the bank to report down to each underlying account, providing full flexibility and control – and empowering the bank to set their own preferences, from approving borrowers to selecting acceptable collateral.

Driving wide adoption

With many years' industry experience, we supported the bank and their advisors – providing guidance on how to successfully present and market securities lending to drive wider adoption among clients.

We also acted as a thought partner, actively supporting them in overcoming challenges, staying updated on regulatory requirements, and providing ongoing training.

Results and benefits:

ROI in months, not years

Established an SL program in months, with no CapEx and minimal OpEx.

A true business and thought partner

Provided comprehensive support throughout the bank's journey, from program inception and launch to daily operations and ongoing management.

Pareto amplified – 90% of revenue generated for top 5% of clients

Within six months, a single stock loan from a single client generated over half a million dollars.

Exceptional client experience

Interactive dashboards put the bank in control and provided their clients a high-tech, customizable SL offering.

Disclaimer: Please note, all case studies have been carefully anonymized. Although scenarios are based on real life events and Sharegain research they have been fictionalized.

Past performance is not indicative of future performance.

By partnering with Sharegain, the global private bank successfully launched a market competitive fully-paid securities lending program, generating revenue, empowering their advisors, and delivering exceptional client experience.

Realize the true potential of securities lending.

Request a demo

Sharegain

The Sharegain approach: Smart. Automated. Simple.

Seize every opportunity to earn more from assets you already own.

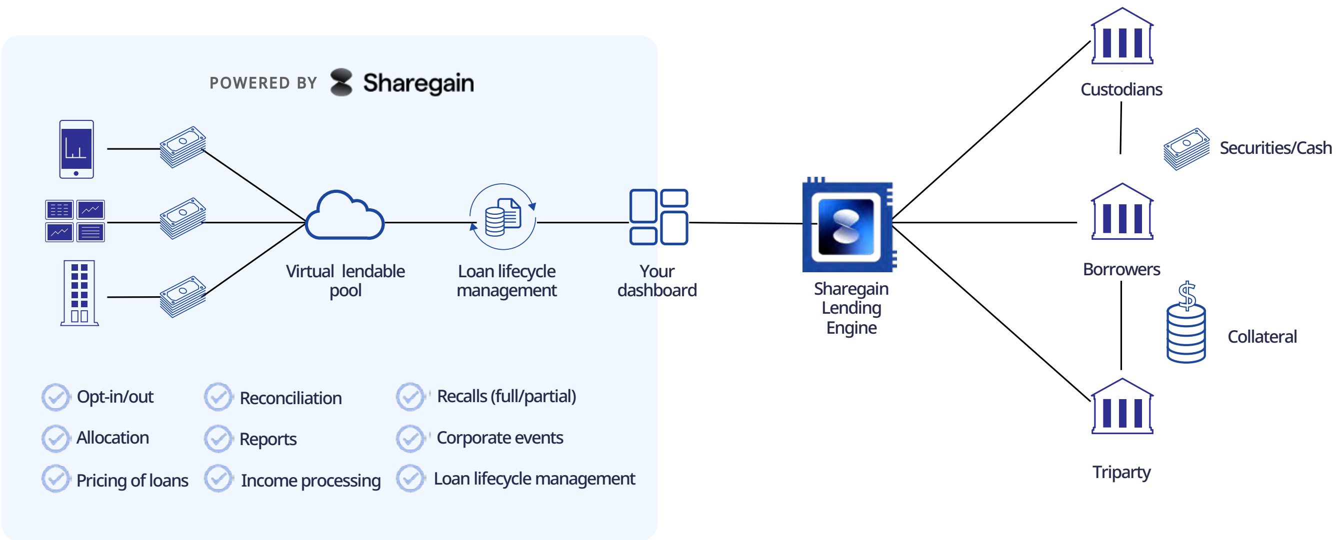
Fully automate your lending. Remove the need for manual workarounds.

No dependencies on legacy systems. Geography / custody-agnostic.

No budget? No problem! You only pay when you lend (and earn).

How it works
Securities Lending as a Service (SLaaS)

Unlock all your funds and client accounts, regardless of custodian or jurisdiction, via a centralized and fully automated securities lending solution.



Would you like to find out more?

Request a demo

With securities lending, as with other investment activities, your capital may be at risk.