Sharegain

Case study:

Leveling the playing field

How an online broker took their business to the next level with fully paid lending

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

Client profile:

A prominent international online broker faces intense competition.

Market volatility had led to reduced activity on the platform and they were seeking new opportunities to uphold their commitment to low fees, while offering a competitive service.

Inspired by the successes of their peers, the online broker wanted to unlock securities lending as a **lucrative revenue opportunity** for them and their customers.

Securities lending brings results

Online brokers could be leaving around **51 bps** on the table by not lending securities*

High client adoption

In 5 weeks, 72%

of targeted clients opted into the program

Substantial revenue boost

Securities lending quickly became a significant revenue contributor, accounting for

20%

of their total revenue

*Source: Sharegain research

The challenge

The online broker wanted to roll out a securities lending solution but as they scoped the project they were confronted with a number of challenges:

1. Limited time and resources for developing and building an in-house securities lending solution.

2. Lack of in-house expertise in how to manage the contractual agreements, loan lifecycles, corporate events and recalls.

3. Concerns about collateral and borrower counterparty risk, exacerbated by a lack of established networks and relationships.

4. Extensive effort required to offer a best-in-class user experience and full visibility for their customers.

5. Adhering to regulatory and reporting requirements would involve significant development and resource deployment.

The solution

Introducing SLaaS:
Securities Lending as a Service

Barriers to entry significantly reduced

SLaaS connects to the market without requiring significant capital investment or operational expenses.

Fully compatible

Management of complex operations across the complete SL lifecycle including corporate actions, comprehensive reporting and billing.

Move from fixed costs to variable costs

No set-up fees, no licensing fees, or upgrade fees.
They only pay when they lend.

Our expertise, your advantage

Sharegain supports the broker with every aspect of SL, and acts as their single point of contact.

Plug-and-play integration

An end-to-end business solution that integrates effortlessly with existing platforms.

SLaaS brings results:

Accelerated launch:
The broker was able to launch their program in months.

Ongoing support:
Sharegain provides market-leading expertise, ensuring a seamless experience beyond implementation.

Regulatory compliance:
SLaaS enabled them to meet stringent reporting requirements and stay on top of changing regulations.

Following the successful launch of the program in one region, the broker is poised to expand across other jurisdictions where they operate, rolling it out to their clients globally.

Realize the true potential of securities lending.

The Sharegain approach: Smart. Automated. Simple.

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

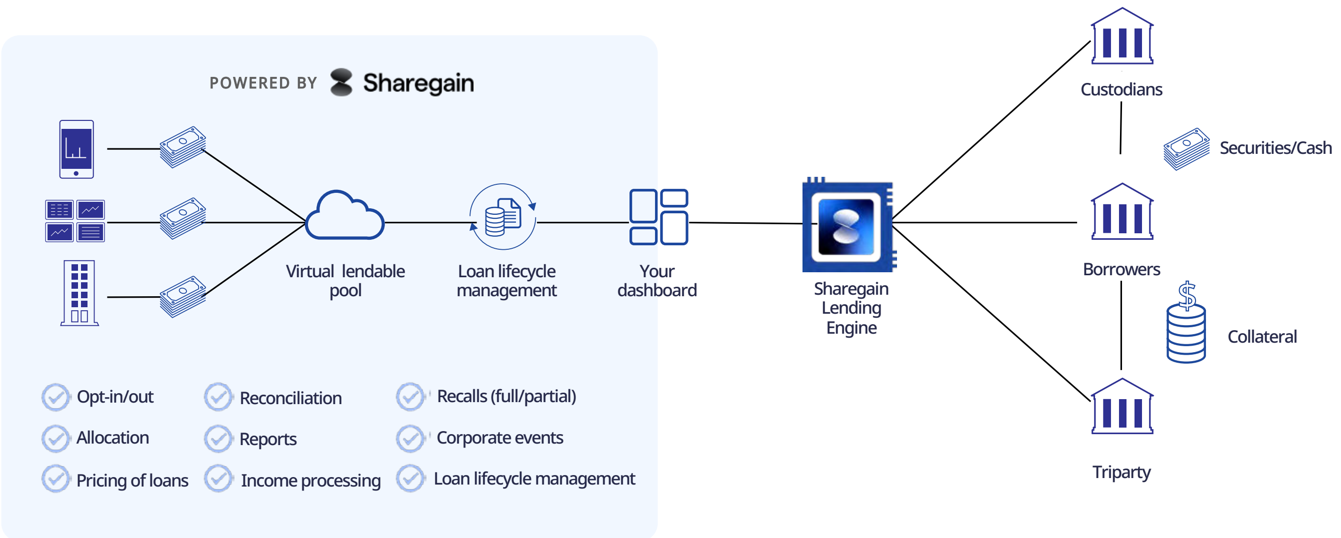
Fully automate your lending. Remove the need for manual workarounds.

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

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