SCB Wealth Platform Goal-Based Advisory Deep Dive #1

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Agenda

1. Goal-Based Advisory

2. Open Action Points

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Goal-Based Advisory

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Requirements Mapping: 1

For Discussion | **1** | **Investment proposition**

» •	Avaloq: Responsible for the automated generation of investment proposals.
•	Avaloq Human Cloud: Responsible for delivery of simulation results.

» **Avaloq Human Cloud**

•	Back end calculation engine.
•	Focused on providing High / Medium / Low outcomes.
•	It does not maintain goals or strategies; its sole function is computation and feedback.
•	Crisis based is not supported.

» **Data Responsibilities:**

avaloq
essential for banking

Avaloq

•	Strategy (TAA & MPF)

Avaloq Human Cloud

•	Simulation results only.

Front End

•	Goal details (amount, duration, DCA, initial investment).

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UC01:New Client Sets Goal

The workflow below outlines the steps required to set up a new client goal.

Step	Front End	Avaloq	Human Cloud
1	Create a Goal		
2		The goals will be translated into MPF and AA	
3		The goals will be linked to the client	

Front End Input (TBC):

- Goal Types (Retirement, Education, etc.)
- Target Amount
- Target Date
- Initial Investment
- Time Horizon
- DCA & Frequency
- Risk Tolerance
- Strategy

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UC02:Investment Proposal

The workflow below outlines the steps required to creates a proposal & evaluates   .

Step	Front End / SCB	Avaloq	Human Cloud
1	Trigger the Investment Proposal		
2		Avaloq Generate proposal to send to FE	
3	User can manually edit the numbers		
4	User simulates outcome		
5			HC provided Low/Medium/High
6	User finalizes the allocation and generate the trades		
7	Trades are submitted to distinct trading systems		

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UC03:Tracking/Portfolio Monitoring

The workflow below outlines the steps required to creates a proposal & evaluates   .

Step	Front End	Avaloq	Human Cloud
1	RM checks if portfolio is on track		
2			HC provides Low/Medium/High

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UC04: Rebalancing

The workflow below outlines the steps required to do rebalancing.

Monthly

Step	Front End	Avaloq	Human Cloud
1		Batch: Avaloq generates proposal to send to FE	
3	RM reviews proposal and notify clients.（SCB ESAY/Wplan)		
4	Client Decision: Skip/No Action/Accept		
5	Order execution via Trading System		

Ad-Hoc

Step	Front End	Avaloq	Human Cloud
1	User triggers rebalancing		
2		Avaloq generates proposal to send to FE	
3	RM reviews proposal and notify clients. (SCB EASY/Wplan)		
4	Client Decision: Skip/No Action/Accept		
5	Order execution via Trading System		

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Requirements Mapping:2

2 Portfolio Advisory recommendations (CIO tools)

- Able to show preset of investment plans that clients can choose from based on customer profile category.
- Allow CIO to adjust allocations across asset
- classes, sectors, and individual securities.

- Avaloq "TAA" & "Model Portfolio"can function as the CIO tools which help to address the requirements.
- "Model Portfolio" can choose the container based. To customize the container classification (eg: Wealth Transfer/Low Risk Investor)

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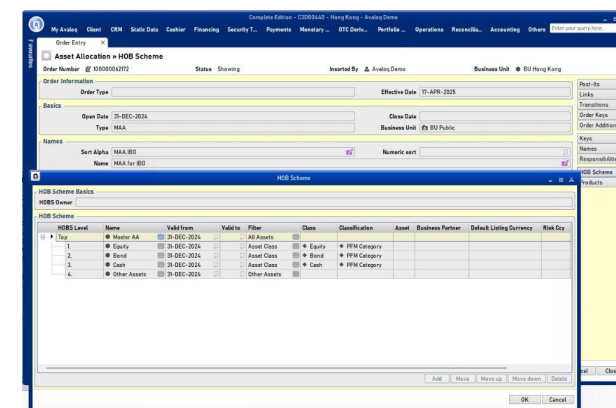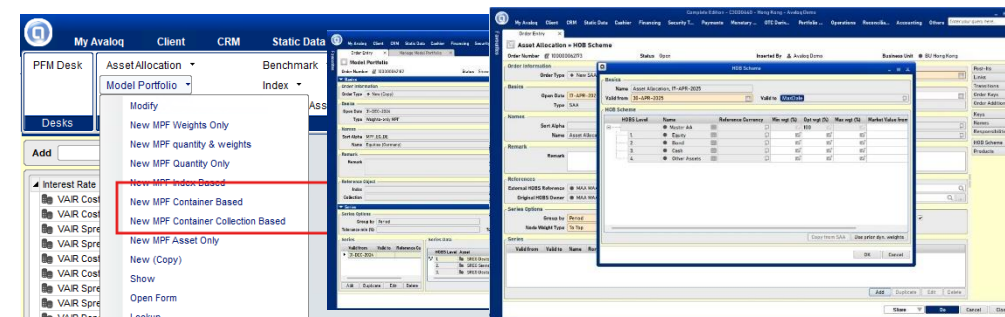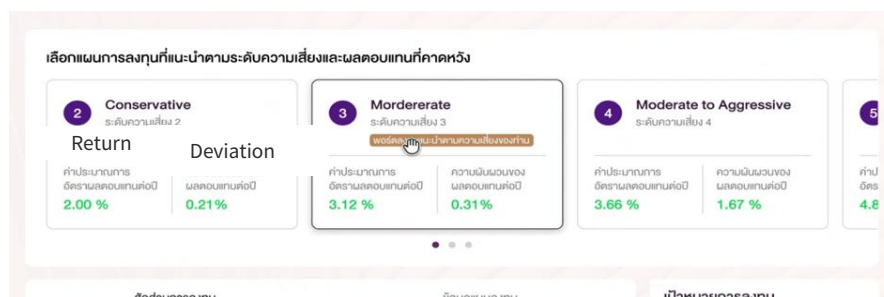
Requirements Mapping:3

For Discussion

3

Portfolio simulation & scenario analysis

- Able to offer a simulation engine ex: **Monte Carlo simulation** (projection), customizable parameters, performance metrics, visualization tools, and goal achievement analysis.
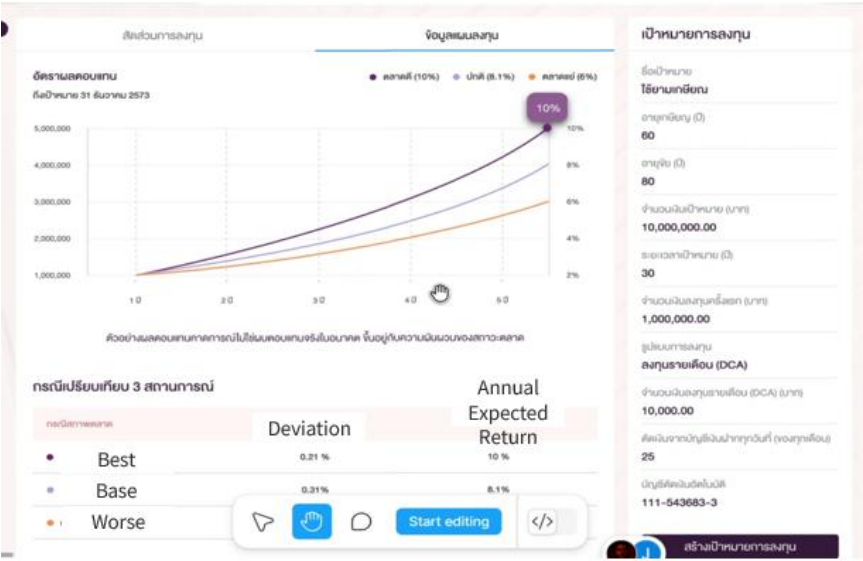
» • Avaloq Human Cloud **UC02:Investment Proposal** support the simulation Process

Step	Front End	Avaloq	Human Cloud
1	Trigger the Proposal		
2		Avaloq Generate proposal to send to FE	
3	User can manually edit the numbers		
4	User evaluates performance		
5			HC provided Low/Medium/High
6	User selects from Low/Medium/High		
7		Avaloq finalizes from selection and generate the PDF	

Requirements Mapping: 4

Not supported in Phase 1

4

SYN to discuss on What-If Simulation

- To continue on what-if analysis topic in Avaloq using human cloud for simulation activities

- To simulate customer portfolio in case market sentiment is changed.,e.g. If NASDAQ lost 10%, how customer's portfolio will be impacted and who will be top 10 of most impact

»

- Not feasible with Avaloq Human Cloud.
- Can only be supported by BlackRock Aladdin.

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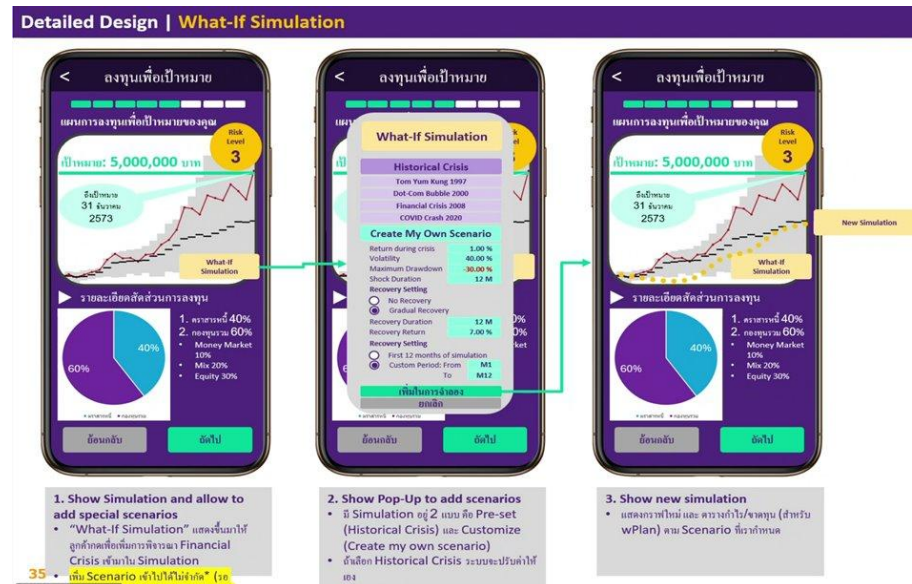
Requirements Mapping:5

For Discussion **5**

Alerts, and rebalancing (manual/AI-driven)

- Able to notify alerts on portfolio rebalancing
- **Investment Proposition Notification (From PFM Deep dive 01)**

Every 3 months, if the client's portfolio weight deviates by more than target portfolio weight, it will proceed to rebalance; ex: deviates 5% from target which exceeds the 4% deviation limit, the following will need to happen respectively

1. Generate notification including proposed investment action, e.g., buy A sell B
2. Send notification to client via SCB EASY & Wplan
3. Users see notification and can have 3 options: **Skip, no action, or accept**. Skip and no action will lead no rebalance and portfolio remain the same allocation. Accept will then proceed to rebalance the proposed portfolio

	Solution- Restriction		
Step	**Front End**	**Avaloq**	**Human Cloud**
1		**Batch: Restriction Evaluation to identify portfolios drifted from target allocation.**	
2		**Batch: Generation of investment proposals for portfolios exceeding thresholds.**	
3	**RM reviews proposal and notify clients. (SCB ESAY/Wplan)**		
4	**Client Decision: Skip/No Action/Accept**		
5	**Order execution via Trading System**		

Requirements Mapping:6

For Discussion

6

Real-time monitoring

- Able to track portfolio features such as asset allocation, performance (total return basis: unrealized, realized, dividend & interest received, and other), and portfolio risk in real-time, aligning these metrics with the client's financial goals.

Open Points: Data Needed from SCB

SYN to cover – The Data SCB needs to send to Avaloq in order to show the recommendation of plans

AA Sample

MPF

2

Open Action Points

Open Points to Discuss: Upload of AA/Model Portfolio

Open Points **1**

SYN to discuss on Model portfolio

- To discuss on how Avaloq will handle model portfolio, AA creation, maintain, and integrate these into Avaloq system

- The Conclusion from PFM Upload Workshop:
- The Asset class will be discussed in the **SDA** Session.

Example AAA model portfolio

SCB

1/12/25			Risk 1	Risk 2	Risk 3	Risk 4	Risk 5	
Liquidity	SCBMONEY(A)	30	10	8	5	3		SCB Money Market Fund
	SCBRF	65	40					SCB Retirement Fixed Income
Fixed Income	SCBFP			10.0	12.0	4.5		SCB Fixed Income Plus (Acc)
	SCBINCA/UGIS-N		15.0	10.0	14.0	4.5		SCB Income Fund/United Global Income Strategic Bond Fund
REITs	LHTPROP		15					LH Thai Property
	SCBPINA			5.0	4.0	3.0		SCB Property and Infrastructure Flexible Fund (Accumulation)
Mixed Asset	SCBGMCORE(A)	5	10					SCB Global Multi-Asset Core Portfolio-A
Thai Markets Equities	SCBSET		10					SCB SET Index (Acc)
	SCBWORLD(A)/ES-GQG			20.0	30.0	30.0		SCB World/Eastspring Global Quality Growth
Developed Markets Equities	EHD			12.5	12.5	10.0		Euro High Dividend
	SCBDIGI			7.5	0.0	10.0		SCB Global Digital
	UOBSHC			10.0	2.5	10.0		UOB Smart Global Healthcare
	SCBNK225			5.0	5.0	10.0		SCB Japan Equity NK225
Emerging Market Equities	SCBKEQTG			5.0	0.0	0.0		SCB Korea Equity
Commodity	SCBGOLD			7	15	15		SCB Gold

SCB Asset Allocation Weight Sample

#	Option	Description	Maintenance Process	High level solution	Effort
1.1	Baseline Solution (Key-In)	**Manual (Key-in)** Create New and Delete Strategies are keyed directly into Avaloq one by one.	Manual	N/A	None
1.2	Baseline Solution (Excel Upload)	**Manual (Excel Upload)** Modify Existing Only User to import the excel file and upload into Avaloq.	Manual	N/A	None
2	Batch / API (Interface)	Automate maintenance via batch files Modify Existing Only	Automated	1. Batch Creation 2. File Transfer and Upload	Small
3	Full automation (End to End)	Fully automated creation and maintenance of all objects Create New, Delete, and Modify	Automated	1. MPF and AA upload enhancement 2. Batch Creation 3. File Transfer and Upload	Large
4	Migration	Automate maintenance via migration Create New, Delete, and Modify	Automated	1. Leverage migration scripts for creation, deletion, and modification 2. File transfer and upload of input files 3. Scheduler to be implemented by SCB to pickup files from server and run the migration scripts Note: System downtime will be required to run the migration script	Medium

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Open Points to Discuss: Upload of AA/Model Portfolio

Open Points **2**

SYN to discuss on values definition

- List of values defined in PFM

Open Points to Discuss: Mirroring Closed Position

Open Points **3**

SYN to discuss on Mirroring Closed Position

- To check on how to handle closed position of transaction that occurred before Avaloq go-live. This will impact on the historical performance calculation of client's portfolio

» - Migration Approaches

Option 1 – Current Migration Plan	Option 2 – Migrate Historical Performance
• Avaloq will only calculate and send performance data starting from the point Avaloq goes live. No historical performance will be migrated.	• Migrate historical performance on Portfolio level • Dependency on availability of historical performance data from SCB.
In scope – No additional effort.	The request was not part of the original scope, may need to review the effort before proceeding.

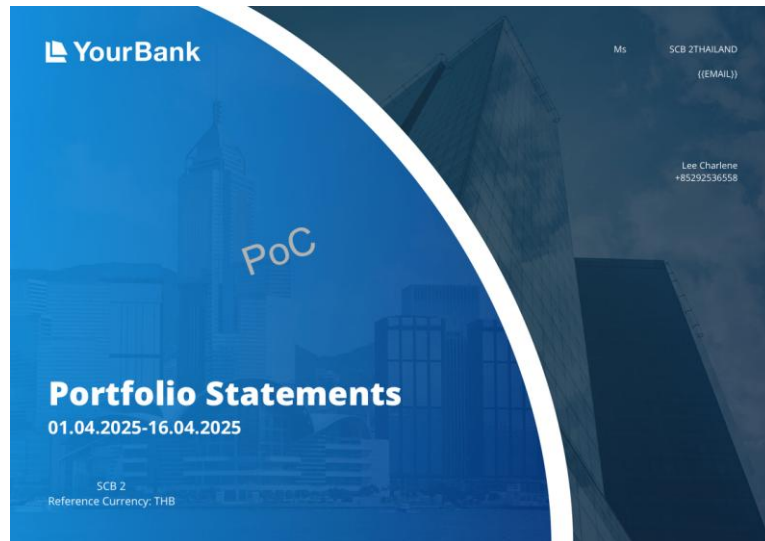# Open Points to Discuss: PDF Report Proposal

Open Points
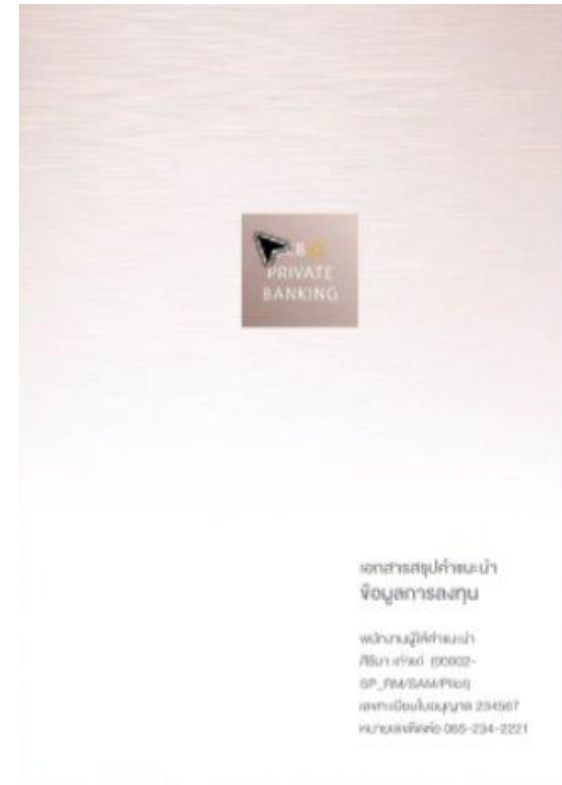
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SYN to discuss on PDF Report Proposal

- The investment proposition to client will use the Avaloq baseline one.
- After the client confirm the proposal, The enhanced report theme investment proposal will be sent out.

» »

- Avaloq can **customize** the report.

Avaloq Baseline

SCB Proposal Report Sample

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Open Points to Discuss: IC License

| For Discussion | **5** | **IC License for generating Investment Proposal** |

»

- As part of the investment proposition generation process, the system will perform a validation check to ensure the Relationship Manager (RM) holds the necessary licensing credentials to recommend the specific underlying assets.

- If it is determined that the RM lacks the required credentials for any proposed product, the system must trigger an order validation and prevent the investment proposition from being finalized or presented to the client. (TBC)

- Note for Clarification: For confirmation if the products will have to be removed from the IP list. Or what is the next action if RM don't have license for the proposed products.

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Open Points to Discuss: Consolidated Portfolio Generation

Open Points **6** | **How is portfolio currently generated in Front End?**

» **Ad-hoc generation**
What are the input to generate the ad-hoc statement?
- Reporting Period (date from and date to)
- Client account (one account or multiple account)
- Ability to generate from previous months
- Trigger source: Front End

Scheduled Statement Generation
- Frequency (Weekly/Monthly/Quarterly)
- Trigger Source: Avaloq

Data Scope
- Cross-asset aggregation

Output & Delivery
- Physical Statement
- Digital Copy (PDF)

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Open Points to Discuss: Trade Confirmation of Goal-Based Advisory

Open Points **7**

SYN to confirm on Trade Confirmation on Goal-Based Advisory

- To check if Avaloq OOTB can provide transaction details of securities transactions if they are successful, pending, or failed. SCB wants this to be shown on wPlan / EOD email.

- Avaloq would not have the relevant data points to support that requirement (Open trades not reflected, only EOD mirroring of holdings)
- Trade confirmation should be existing in SCB

SCB Trade Confirmation Sample

Thank you.

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