Financial Risk Solutions

GLOBAL EXPERTISE COMMITTED TO YOUR MARKET

Investors Trust Case Study

FRS Invest|Pro™ Knowledge Based Solutions

Client Case study: Investors Trust Assurance (ITA)

How Invest|Pro™ & Invest|Retail™ assisted the launch of a new portfolio bond product for sale in South America, Asia, CIS and Africa.

Overview

Investors Trust Assurance Objectives

- To launch an open architecture portfolio bond with on-line trading and valuations.
- To establishing a secure and scalable single platform for global investment operations and accounting using Invest|Pro™.
- To offer brokers and policyholders Real Time and continuous access to their products and investments by using a white labelled web application, Invest|Retail™.

Partner

Financial Risk Solutions Ltd. (FRS)

Ariel Amigo, Chief Marketing Officer at Investors Trust, says,

"With the launch of our new portfolio bond business, we wanted our investment administration to be as secure, efficient and as scalable as possible so that we can focus on providing great products for our clients. The Invest|Pro™ software allows us to do exactly that, and FRS has done an excellent job in understanding our requirements and providing a system to do exactly what we need for our growing international client base."

Key Aspects of the Project and Outcomes since Implementing Invest|Retail™ and Invest|Pro™

A. The new platform and portfolio bond was launched within six months

b. Centralised investment data allows for the same data to be used for financial reporting, policyholder reporting, custodian reconciliations, cash reconciliations, compliance and risk management.

C. FRS's Web application Invest|Retail™ allows for real-time delivery of policyholder valuation statements.

D. On-line trading in collectives, bonds, structured notes and equities is available to policyholders 24 hours X 7 over Invest|Retail™.

E. Seamless integration of Invest|Pro™ with the existing policy administration system.

F. Invest|Retail™ has facilitated new strong relationships with independent financial advisors because of value-added benefits provided by the system.

G. Valuations and investment accounting on Using Invest|Pro™ is highly scalable, efficient and robust.

H. Investment accounting is produced from a single general ledger with automated reporting.

I. Operational risk is minimised.

Background

Investors Trust Assurance (ITA) SPC is an A.M. Best "B++" rated leader in the offshore insurance business offering comprehensive unit-linked insurance plans to investors around the world. ITA is a registered insurance company holding a Class B Insurer License from the Cayman Islands Monetary Authority. ITA seeks to provide opportunities to policyholders through access to the global financial markets.

In late 2013 Invest|Pro™ and Invest|Retail™ were licensed from Financial Risk Solutions (FRS), creating a single investment platform for the company and facilitating the launch of the Access portfolio in 2014.

Investors Trust Specializes In Medium To Long Term **Unit-Linked Investment Products** Tailored To **International Investors** Around the World.

Business Need:

To launch new portfolio bond products in Latin America, Asia and Africa.

Solution:

Financial Risk Solutions (FRS) is a specialist provider of unit-linked investment software. Its Invest|Pro™ solution will be used to manage all investment administration including daily valuations, trading, charges and corporate actions for Investors Trust's new portfolio bond business. Solutions and modules licensed by Investors Trust include Invest|Pro™, Invest|Retail™, Analytics and Server.

Web-Application Requirement:

Investors Trust had a requirement to provide brokers and policyholders access to valuation statements as well as the ability to place trades, request withdrawals and manage their personal portfolios directly over the web and in real-time. Invest|Retail™, an FRS white-labelled web application has allowed them to achieve this.

The Portfolio Product Launched:

The product, **Access Portfolio**, is available in US Dollar, Euros and GBP Sterling. With three different charge-structures to choose from, Access Portfolio 5000 Series, Access Portfolio 8000 Series and Access Portfolio Plus, this product can be adapted to suit the personal requirements goals of each particular investor.

"Having an international life company like Investors Trust Assurance as clients is testament to the strength of our systems," says **Frank Carr, CMO at FRS.** "We are pleased that FRS systems were chosen to manage their complex investment administration requirements and assist their international growth."

Open Architecture:

This structure provides investors with an open-architecture platform and a tax-efficient environment, along with the capability to manage and control a variety of assets wrapped in one holding vehicle, while utilizing a superior secure account access website.

Investment Range & Asset Classes Covered:

With the addition of this product, ITA complements its offering and aims to serve the needs of those international investors looking to invest across a wide spectrum of investments. These include Stocks, Bonds, ETFs, Mutual Funds and Structured notes, all held in one hub supported on an efficient and convenient platform. Access Portfolio investors will enjoy the usual standards of service that characterise Investors Trust, such as multi-language support, advanced online tools and resources, efficient service and administrative simplicity.

Investors Trust Emphasis on Technology

ITA believes in providing support to clients and financial advisors with efficient tools and optimal solutions to enhance the investment experience. With the addition of Access Portfolio, investors now have even greater investment opportunities and accessible management features to further support financial success.

The ITA Access Portfolio:
Your Key to the Financial Markets.

Functionality available to ITA clients - Independent Financial Advisors, Brokers and Policyholders

Using ITA's Invest|Retail™ platform, independent financial advisors can perform the following activities online:
- Place trades for clients;
- Rebalance client portfolios;
- View client reports, such as valuation statements and transaction statements;
- View contract notes;
- View settled and unsettled trades.

Policyholder's can perform the following activities in respect of their own accounts:

- View their own valuation statements, transaction statements and recent trades;
- Place trades;
- View contract notes;
- View settled and unsettled trades.

Key Results

The main aim of launching the portfolio bond was achieved. In addition, the creation of a single platform for investment operations and accounting requirements helped establish a scalable open architecture investment platform in a robustly controlled environment.

"We believe that the addition of Access Portfolio supports the **innovative mission of the company** by providing a variety of opportunities for investors to diversify and control their investments."
Ariel Amigo, Chief Marketing Officer, ITA.

Bob Pain, Investors Trust Managing Director

Commenting on the relationship said:
"Working with Financial Risk Solutions (FRS) and their technology allowed Investors Trust Assurance to launch a successful portfolio bond into the market securely and in a short period of time. This offering is currently being scaled in several markets, which is one of the many benefits of the technology solutions that they provide. Working with the team at FRS helped us benefit from their experience and knowledge of the life assurance industry and we look forward to a long relationship into the future."

Tonio Alemann, Chief Operations Officer ITA

Said:
"The implementation and launch of the individual portfolio bond was a very successful project. The FRS team quickly built up a strong working relationship with us and we moved through test cycle, parallel run and live in two quarters. Today we benefit from the server version of Invest|Pro™. In addition we were able to integrate Invest|Pro™ with our core policy admin system and our company general ledger, and also link Invest|Retail™ with our website rather easily and well within the entire project timeframe of six months".