



WEALTHARC

WealthArc 2022

Wealth Talks – Custody Fees Unraveled !

03.11.2022



Agenda

- 1- Update from CEO
- 2- WealthArc and GreenLock Partnership Introduction
- 3- Why does it make sense to analyze your client's investment fees?
- 4- How WealthArc and GreenLock work together to automate investment fee analysis?
- 5- How to get started to benefit from these new capabilities?
- 6- Q&A Session



CEO

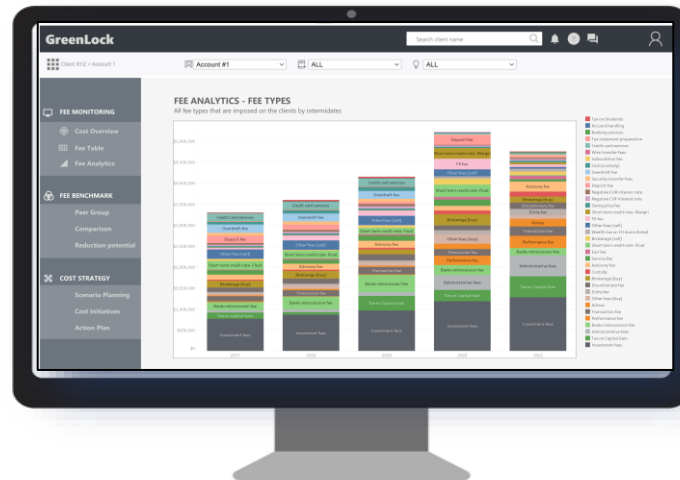
Radomir Mastalerz
CEO of WealthArc



Danil Knyazev
CEO of GreenLock



GreenLock





One Hub To Manage Investment Fees

Unlock Risk-free Income 1% of AUM Annually

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Optimise your fees and maximise the value of investment processes

- Up to 60% of investment fees
are hidden from the investors
- Fees are nobody's business but yours
Not a single financial intermediary has
incentives to bring lights to the fee structure
- Close to 90% of investors
never tried to negotiate their fees

Last quarter client examples

Client AuM \$95M: Original fees 1.1% AuM - > Reduced fees 0.4% AuM (+\$665k annual gain)

Client AuM \$15M: Original fees 1.9% AuM - > Reduced fees 0.5% AuM (+\$210k annual gain)

Client AuM \$120M: Recovered wrongly charged fee for total \$70k from custodian bank

Greenlock: one hub to manage all your investment fees

Input data



Portfolio statement



Selected T&C with counterparties



Transaction examples



Quarterly fee statement



Fee modelling



Recover hidden fee items



Enrichment with 3rd party metrics



Fee benchmark alignment



50+ fee verification checks



Reduction potential assessment



Fee reduction



Clarity on investment fee structure



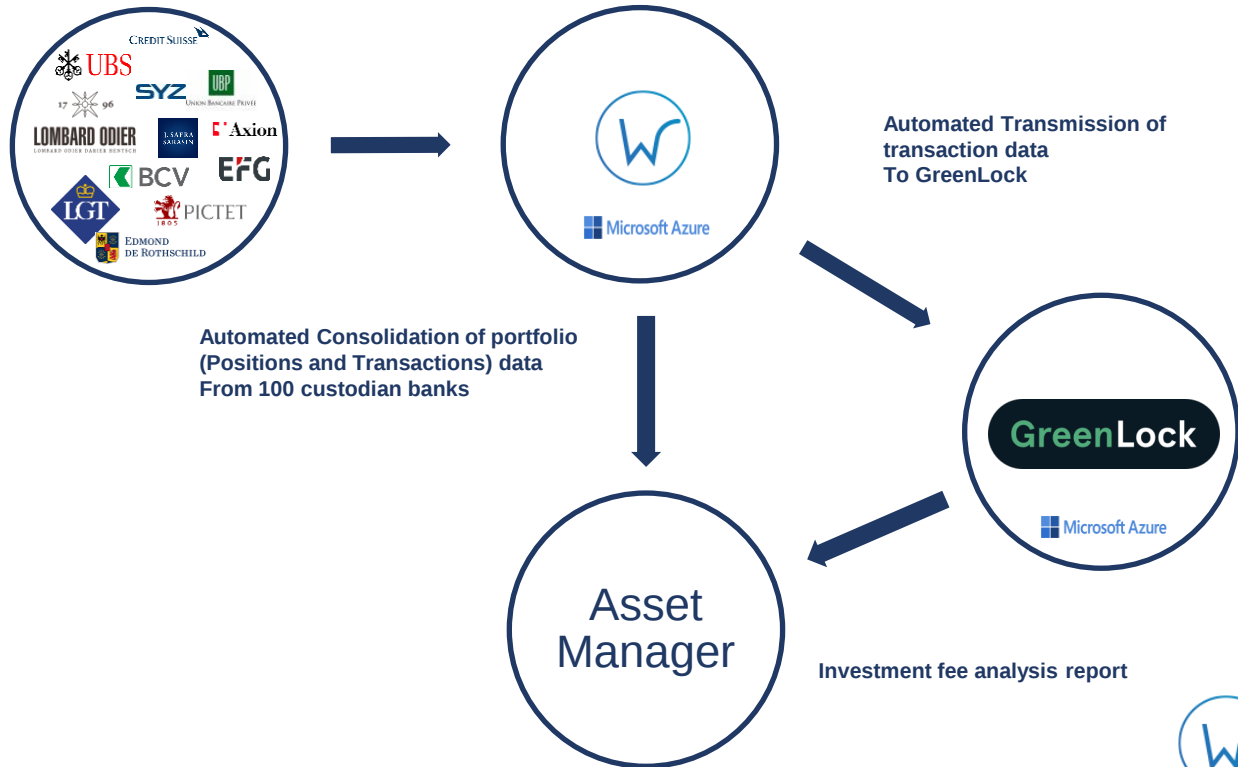
Fee reduction initiatives and negotiations



Continuous cost monitoring

Automated back end

100% automated back end
No Manual Work



Key steps :

How to get started



QA Session

