



2017
ASIAN PRIVATE BANKER
3rd TECHNOLOGY AWARDS

WINNERS 2017



#APBTA2017



When *Asian Private Banker* first launched the Technology Awards in 2015, technology dialogues at private banks were in their infancy. Today, the industry is actively seeking fintech solutions and as a result of this increased demand, the marketplace of sophisticated fintech solutions has grown at a commensurate pace.

This was evidenced by 2017's immensely competitive batch of pitches. The editorial team received just over 110 submissions from around 30 vendors in Asia and further afield. There were 16 award categories which included two new introductions: *Best Data Management Solution* and *Best Regulation Reporting Solution*.

Asian Private Banker was tremendously impressed with the quality of the pitches received, characterised by pertinent case studies and clear evidence of impact through the use of ROI metrics.

The most competitive category, in terms of the number and calibre of submissions, was *Most Innovative Solution* - a fitting outcome given the veritable spirit of technology. The Technology Awards judging panel found this category to also be one of the toughest to adjudicate for. It received submissions showcasing a remarkable selection of solutions tailored to a variety of private banks.

A warm thank you to all those who have participated in 2017, and a hearty congratulations to all those who have won. Your winners of *Asian Private Banker's* Technology Awards 2017 follows.



Priyanka Boghani

*Head of Private Banking Coverage
Asian Private Banker*



NUMERIX

2017 proved to be a strong equity year for structured products on the back of positive momentum from Trump's 2016 election victory. According to experts in the structured products space, investors retained market exposure in a measured manner, particularly as US and Japanese indices reached all-time highs alongside a revival of European, Hong Kong and Chinese stocks.

As structured product-centric technology vendors battled for a bigger slice of the private banking pie, Numerix's Oneview Distribution, an OTC derivatives, structured product price discovery and request for quote (RFQ) automation platform, cemented its status as an analytics powerhouse and the standout performer in 2017.

Oneview Distribution boasts a deep roster of clients in the region that continues to grow. As a seamless front-to-back system, the platform helps private banks automate price discovery, RFQs and order execution, ensuring maximum efficiency and productivity for relationship managers and traders involved in the life cycle of structured products.

In particular, the enhancements Numerix made to the platform, including a real-time API-based interface for its private banking clients, have meant that as soon as requests become orders, system checks with the core banking system are near-instantaneous.

This integration is critical for pricing and execution platforms as it ensures that the end-

"Numerix Oneview is the intelligent front-to-risk platform for optimised decision making and efficiency. As we've continued to differentiate with our expertise, and evolve the solution as a scalable and future proof technology stack, we're honored to be recognised as Asian Private Banker's Best Trading and Execution Platform.

In the case of our success with Asia's wealth management and private banks the Oneview platform is used to automate price discovery and order execution process, resulting in faster trade execution, and is the only provider that can handle non-flow, exotic OTC products. We're thrilled to have received this prestigious award."

Steve O'Hanlon, CEO, Numerix

client has sufficient credit and can take on the risk required to invest in a structured product - an area of constant focus for regulators from a client suitability standpoint.

Further separating it from its rivals, the platform boasts a one-of-the-kind ability to handle non-flow, exotic OTC products. With Numerix's independent analytics library, and its clout in analytics and risk, the firm can offer bespoke data analysis and ensure that clients receive thorough market insight.

Numerix is *Asian Private Banker's* **Best Trading and Execution Platform** for 2017.