INTEGRATED WEALTH ANALYSIS AND CONSOLIDATION SOLUTIONS

Company Presentation
More than a solution, Galeo is the partner that allows you to master every situation in your overall exposure to the many risks affecting your own or your clients’ assets.

Galeo handles the entire chain of consolidation, from data entry to the generation of customized reports. Every day, more than 3,500 portfolios are updated. This represents more than 400,000 transactions processed each year in a highly secure data management centre.

Galeo is independent of any financial institution and does not manage funds. However, to guarantee service excellence, the company deals with the flow of information from more than 150 such institutions.

The company favors a customer oriented approach. On top of the state of the art technology we provide, we are keen on developing close and personal relationships with our clients in order to better understand their needs and offer the most adapted solutions.

As the representative of vwd group in French speaking Switzerland, Galeo benefits from the support of this world renowned group. Another guarantee of outstanding services.
THE COMPANY

Galeo is a Swiss company founded in 2003 offering an integrated solution for the consolidation and analysis of assets.

Initially, the idea was to develop a high performance consolidation solution that allows a person or institution to have access at any time and independently, to the totality of its assets, without having to collect and handle the significant amounts of necessary information, nor move from one banking system to another.

Galeo has transformed this idea into a business model that has already convinced many wealth management professionals, families, fiduciaries, pension funds and banks around the world.

A human-sized company, Galeo values direct contact with its clients in order to better understand each of their particular needs and always provide them with the most adapted solution.
OUR VALUES

Independence and transparency

Since its inception, Galeo cultivates its independence and brings the transparency lacking in a sector that is often a victim of its opacity. Some investors are unaware of the risks to which they are exposed by their financial partners and to the conflicts of interest to which they are potential victims.

It is surprising to see the extent of difficulty experienced by the players in the banking sector to provide reliable and usable data. It is similarly surprising to note the low quality of reporting and consolidation solutions on the market. Based on this observation, the founders of Galeo have developed services to address the weaknesses of the sector and ensure the sustainability and preservation of your assets.

By giving you back control of your assets with immediate, transparent and comprehensive access that is independent of all banking software, Galeo protects you from the conflicts of interest and the mistakes of your financial partners.
Confidentiality

Confidentiality is a constant preoccupation for Galeo.

All employees are subject to banking or functional secrecy and any data processed can be made anonymous.

In addition, as a para-banking service company, Galeo cannot be obliged to deliver any information about its clients.

Added value

Our experienced team will understand your issues and guide you to the appropriate solution. If such a solution does not exist, we will develop a new, customized solution.

If you do not want to use the PortfolioNet™ interface yourself, we can handle, on your behalf, the generation of the personalized reports needed. You will then receive the information you want, at the desired frequency. And since nothing is frozen in asset management, our team is at your disposal to adjust the reports or conduct targeted analysis.
OUR SERVICES

Galeo offers consolidation services that allow, with a few clicks, the monitoring of all assets, financial or otherwise, performance analysis and the identification of risks.

Our services allow you to have an overview of your assets, whether financial assets or real estate, art or any other type of holdings.

All this with a few clicks, 7 days a week, 24 hours a day.
Unlike some companies, we handle the entire chain of consolidation.

Each day, employees at the data management centre, collect, format and input the information, thus enabling you to access all of your asset data in an accessible, measurable and constantly updated format.

Once the data is processed, our PortfolioNet™ platform allows you to monitor your assets, analyse, compare the performance or the cost of your financial partners and establish your exposure to various risks, from any Internet access.
Finance professionals have different needs and expectations depending on the nature of their businesses when it comes to wealth consolidation and portfolio analysis.

This is something crystal clear for us and this is why Galeo developed a range of services dedicated to cater for different clients profiles.

Therefore, our services are specially targeted to:

- Family offices and UHNWI
- Fiduciaries, law firms and trustees
- Independant asset managers
- Pension funds
- Banks

Galeo offers solutions or partnerships tailored to each type of client.
EVALUATION AND ANALYSIS

Trusting someone else to manage your wealth is not easy. Though the decision is generally made in an atmosphere of mutual trust, the beneficiary sometimes finds it difficult to really appreciate his manager’s choices and actions. The situation is even more complex when several managers and custodian banks are involved.

Our expertise and analysis service aims to assure you that your trust has not been misplaced and that your wealth is being managed in accordance with the criteria you have set.

Our team of specialists will scrutinise your wealth, position by position, portfolio by portfolio, custodian by custodian, in order to identify risks, inconsistencies and any errors. Once we have established our report, you will receive a full diagnostic and all the elements you require to make any decisions that may prove necessary.
INVESTMENT STRATEGY

A clear investment strategy is key to sustainable, high-performance portfolio management.

In today’s world of growing regulation and business risk, Galeo provides you with the expertise of a seasoned financial analyst to assist you in the design, enhancement or review of your investment guidelines and process.

With a solution that is adapted to your particular circumstances and investment strategy you can enhance your client proposition and reduce your business risks.

Galeo’s solutions provide its clients the tools to efficiently implement, monitor and control their investment process.

Galeo does not manage, but acts as a consultant, independently of any financial institutions. Our neutral stance and the complete transparency with which we act towards our clients offers you choices and advice that are free from any conflict of interest.
GIPS STANDARD

With the GIPS certification, your clients can be safe in the knowledge that standard procedures have been applied to ensure the quality and integrity of your reports.

With this in mind, Galeo supports you throughout the GIPS certification process. Our experts will help you prepare all the components required for certification, as well as verify the quality of the procedures in place.

Our support will allow you to:

- Reduce the length, and therefore costs, of the GIPS assessment process.
- Improve your internal procedures
- Produce reports compliant with current international standards.
- Provide reliable reports for straightforward comparison
- Identify areas for optimisation
Who are the GIPS standards intended for?

The GIPS standards are intended first and foremost for:

- Fund managers
- Investment advisors
- Family Offices
- Banks managing on behalf of institutional clients
- Pension funds

We employ a pragmatic approach in helping you implement compliant procedures in line with your investment management business.

Some of the processes we analyse include:

- Project and task management
- Reconciliation
- Record keeping and document life cycle management
- Portfolio performance calculation system
- The GIPS verification processes themselves.

The GIPS certification provides you with a certain advantage over your competition, demonstrating your commitment to quality, integrity and transparency.
A high-added-value service in all circumstances.

The GIPS standards (Global Investment Performance Standard) allow you to produce performance reports that can be easily compared in all circumstances, regardless of the company producing them and their geographical location.

In the event, for example, of a change of investment profile a portfolio may no longer be compared to a benchmark and will therefore be considered outside the scope of GIPS analysis until the change of profile (from "returns" to "balanced", for example) process is complete. During this adjustment period, compliance with the GIPS standards guarantees the traceability of all transactions carried out to implement the investment profile change.

An accurate and comprehensive overview of investment performance has become a key element for investors in their manager selection and later also serves to strengthen the investor-manager relationship. The majority of pension funds require their managers to possess GIPS credentials.

Galeo helps you implement the required processes and independently verifies your organisation's compliance with the GIPS standards.
TRAINING

Our team benefits from a large experience in the field of finance in general and asset management in particular. These skills are available to you through targeted training programs, through our products. Sound knowledge of the existing financial products, which kind of transactions are implied and how they are booked, is key to properly run an asset management business.

Given that and considering the market’s existing needs, we organise targeted training aimed at middle and back offices’ employees in order to make sure they are familiar with any financial product they may encounter.
OUR SOLUTIONS

Galeo offers tailored made solutions ranging from a fully outsourced service with a dedicated web platform (PortfolioNet™) to a local portfolio management system (vwd portfolio manager), directly installed within your existing infrastructure and where you handle your data yourself.

Whether you would like us to handle the whole consolidation process or you prefer to gather and manage your portfolios data on your own, we have a solutions designed to cater for your needs.

In addition, should you wish to avail your own clients with PortfolioNet™, our White Label partnership offer is perfect for you.
PORTFOLIONET™

PortfolioNet™ allows you to view all of your assets and perform custom, in-depth analysis, and to generate standard or personalized reports. It is a PMS (Portfolio Management System) linked to a database that we update daily with your asset data.

Each day we receive the relevant notices for all previous day’s transactions, by mail or via a data feed. The employees then retrieve this information and update the database.

Once data is entered, all of your assets are updated and available for all requested analyses with just a few clicks, regardless of the infrastructure of your financial partners.
Features

Organized into a system of multiple selection criteria (client, portfolios, strategy, currencies etc.) PortfolioNet™ provides access to many account statements both on screen and on paper. From the estimation of a specific deposit to the consolidation of all accounts, the selection is done in a few clicks. A logical and intuitive structure allows easy navigation through the system (positions, transactions, graphics, performance, etc).

Here are some key features available in PortfolioNet™

- Portfolio(s)valuation
- Performance analysis (TWR + Modif. Dietz)
- Performance attribution
- Contribution to the performance by asset class and underlying
- Value at risk (VaR) and ratios
- Views of all asset classes, currencies, countries, etc ...
- Projected cash flow
- Capital movements
- Lists of transactions
- Analysis of costs and fees
- Revenue structure
- Analysis of capital gains and losses

And many other possible combinations.
WHITE LABEL PARTNERSHIPS

Offer Galeo’s services (PortfolioNet™) under your own brand and let your clients take advantage of a service with high added value, but without the burden of any development or maintenance.

A White Label Partnership enables a partner institution to be able to offer the full range of PortfolioNet™ services under its own brand (logo, visual identity on reports).

In practice, this allows you to provide your clients with a very high added value service and technology, without the corresponding development, nor the burden of maintenance or future upgrades.

You can promote this service and use it to reinforce your commitment to transparency and your constant search for quality.
BENEFITS

By entrusting Galeo with the consolidation, risk management and analysis of your assets, you will benefit from:

- An integrated consolidation service without any restrictions on asset types.
- A highly experienced team that is always available.
- The support of an international group (vwd group)
- Leading edge technology available 24 hours a day, 7 days a week.
- High quality standards.
- Rates that are independent of the assets under management.

All this without having to worry about the evaluation of complicated software, maintenance contracts and support, recruitment and personnel management, training and maintenance of burdensome and complex infrastructure required for this type of solution.
VWD PORTFOLIO MANAGER (PMS ON SITE)

As official representative of the vwd group in French speaking Switzerland, Galeo offers a powerful portfolio management and consolidation tool: vwd portfolio manager.

If you do not want to outsource your data entry and prefer to manage the technical aspects of the system yourself, we are able to offer a solution that will be installed locally on your own IT infrastructure.

This economically advantageous solution includes many tools and a master file that is updated daily.

If you choose this alternative, you will also benefit from our experience and we will guide you through the set up and usage.
vwd portfolio manager – Features

Full portfolio management system and consolidation tool, vwd portfolio manager is installed directly within your IT infrastructure.

Thanks to this solution, you will be able to Plan, Manage and Control your portfolios. It will also allow you to provide your clients with a comprehensive reporting.

Provided with a full and daily updated securities database, your portfolios will always be up to date.

Some key features:

- Investment targets and restrictions
- Asset allocation
- Portfolio construction
- Analysis
- Monitoring the investment targets
- Performance analysis
- Client reporting
VWD MARKET MANAGER (MARKET DATA FEED)

On top of our portfolio management and consolidation solutions, we offer professionals a market data terminal, covering most financial places around the globe: vwd market manager.

vwd market manager will not only allow you to access information on securities quoted worldwide but to also compare and analyse them with a wide range of tools.

In addition, you will access data feeds from well-known institutions such as Dow Jones, TheScreener, Morningstar, etc.
Benefits of vwd market manager

- Intuitive and easy navigation
- Data feeds covering most organised markets
- Access according to your needs (cost optimisation)
- State-of-the-art .NET technology
- Available in English, French or German.

Some key features of vwd market manager

- Prices feed for most stock exchanges worldwide
- News and analysis
- Historical data (20 years)
- Professional technical analysis tool
- Intraday and historical charts
- Funds portrait
- Internal data sharing
KEY PEOPLE

Claude Diserens, Founding Partner
With nearly 30 years of experience in finance, Claude Diserens has, during his career, led numerous projects related to asset management, brokerage and technology. He has held senior positions at Citicorp, Merrill Lynch and Reuters. In 2003, aware of the existing need, he decided to found Galeo in order to propose a fully integrated and easy to use asset consolidation solution.

Stephen Rufino, PhD, CIIA
Responsible for our portfolio analysis and investment strategy services, Mr Rufino joined Galeo in 2012. A graduate from University of London with a PhD in molecular modelling and a qualified investment analyst and wealth manager (CIIA), Stephen Rufino held senior positions in fund selection and more recently on the investment and management comities of a Swiss bank.

Christophe Holenstein, MBA
After graduating from the University of Applied Sciences and Arts of Northwestern Switzerland with a Master of Science in Management and Service Design, Mr Holenstein joined Galeo as Project Manager. In this position, he analyses our clients' requirements to determine how best to fulfil their specific needs. An ERP specialist, Christophe Holenstein also holds a Bachelor in Business and Administration from the School of Management and Engineering of Vaud (HEIG-VD).
CONTACT

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