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Digital



Anywealth

Your mobile solution to business development anywhere

Features



1. World map access

Explore the world map and select available countries where you want to operate. For each country, key economic data are provided



2. Business situations

Identify do and don'ts, attractive vehicles, tax reclaim and relief opportunities as well as KYC and AML requirements in a target country



3. Strategic dashboard

Access a dashboard allowing you to compare different countries according to several criteria. Define your business development strategy and display the information in chart formats



4. Online and offline modes

Bring valuable information everywhere you go. Anywealth offers an online and offline mode with easy access to key information anytime

In the past few years, the Wealth Management and Private Banking industry has changed significantly



Increased regulatory complexity at international level



Pressure for global tax transparency



Rise of new markets and new client types



Increased competition and new players

Opportunity: central hub in the EU/EEA

- Private Banks can leverage on their expertise in cross-border banking and the EU Banking passport to tap into a market of 500 million citizens and 31 countries in the EEA
- In Europe, the “free provision of services” principle or FPS applies to Wealth Managers and Private Bankers crossing borders to serve their clients abroad. However, European governments increasingly impose stricter rules to the general European FPS principle. CRMs should be permanently aware of the latest regulatory and tax developments not only in his/her home country, but also in their clients’ country of residence.

Challenges: EU/EEA is still a fragmented market

There are subsequent challenges for Private Banks to expand their business in a fragmented market such as the EU/EEA

- 1 **Increased regulatory risks** arising from the provision of products and services across borders within Europe. The European banking union is not yet finalized and local regulations may be more stringent leading to **different regulatory requirements between EU/EEA countries**
- 2 **Increased competition** with emerging market players entering developed markets to follow their clients and developed market players seeking growth outside of their home market, **stressing the need for more differentiation**
- 3 **Strengthened Anti-Money Laundering / Know Your Customer (AML / KYC) requirements** with substantial differences between EU/EEA countries

How we can help

1

” What can I do and where?

Anywealth – Regulatory

Challenge your strategy

- Gain insight on cross-border regulatory challenges
- Identify the specificities of various markets
 - Identify which countries allow a particular service or activity
 - Compare the regulatory requirements between countries
 - Rank countries' openness to banking services or activities
- Monitor the impact of regulatory changes

” What are the attractive vehicles from a tax and regulatory perspective for my clients?

Anywealth – Tax

- Identify by country of residence the most advantageous vehicles for your clients
- Compare attractiveness of vehicles from various jurisdictions from a tax and regulatory perspective (e.g. attractiveness in terms of tax deferral and roll-over relief regime)
- Monitor fiscal and regulatory changes for vehicles by jurisdiction

Simulate cross-border situation

- Identify do's and don'ts to best deliver your service in line with regulatory requirements
- Identify the regulatory requirements applicable to a particular cross-border situation
- Monitor the regulation applicable to a particular business situation

- Identify available vehicles in a particular cross-border situation
- Assess the attractiveness of each available vehicle
- Access further tax and regulatory details for each available vehicle (e.g. tax treatment of capital gains and liquidation proceeds, investment restrictions and setup costs)
- Monitor fiscal and regulatory changes for each vehicle in a particular business situation

Relationship Manager (Front Office) and/or Compliance Officer

Relationship Manager (Front Office) Only

2 ” How can I differentiate?

3

” What are the tax reclaim and relief opportunities for my clients?

Anywealth – D. Tax Reclaim

- Gain insight on available tax relief and reclaim opportunities for cross-border investments performed by your clients
- Anticipate and compare market opportunities: tax relief vs tax reclaim
- Identify market specificities
 - Applicable withholding tax rates
 - Statute of limitation for requesting a refund
 - Tax reclaim procedure and documentation
- Monitor fiscal changes by country

- Identify efficient tax management opportunities for your private clients' investments
- Access up-to-date tax advantages matrix covering both domestic legislation and tax treaty networks that may affect the right of refund of your clients

” I have a new client – What documents should I request?

Anywealth – KYC/AML/CTF*

- Gain insight on global KYC/AML/CTF requirements (e.g. regulatory framework, KYC documentation)
- Identify regulatory differences in requirements by country
- Monitor changes in regulatory requirements for a pre-defined list of countries

- Identify KYC/AML/CTF regulatory requirements applicable to a specific cross-border business situation
- Access regulatory requirements details in terms of procedures and controls
- Monitor regulatory requirements changes applicable to your clients

* Know Your Customer/Anti-Money Laundering/Counter Terrorist Financing

Contacts

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