



IVM Markets UK Ltd

**AI POWERED CUSTOMIZED INVESTMENTS
FOR WEALTH MANAGERS TO MEET THE
UNIQUE NEEDS OF THEIR CLIENTS**

December 2023

STRUCTURED PRODUCT & B2B SOFTWARE TEAM WITH 200+ YEARS OF COMBINED EXPERIENCE



IVM Markets
UK

Volodymyr Gubskiy

Co-founder, CEO, Structured products 18 years



Ildar Farkhshatov

Co-founder, CTO, Derivatives Trading, Software 17 years



IVM Markets
USA

Geekdom Fund USA
Lead Investor, Board member



Simon Vine

Stockholder, Senior Advisor, Derivatives trading & digitalisation of Sales and Trading 30 years



Miguel Cação

Non-exec advisor, Structured products sales 22 years



Justin Sangster

Commercial director, B2B SaaS sales, Energy & Capital Markets 18 years



Mathieu Durocher

Structured products Sales, Software Sales 16 years



Matthews Cherry

Structured products Structuring, Software 14 years



Amine Lahcini

Structured products Sales, 3 years



Tech Team

8 developers with experience across cloud services, distributed systems, IT infrastructure, security, quantitative development.

PROBLEM: STRUCTURED PRODUCT* DISTRIBUTORS NEED TO ADAPT TO ELECTRONIC TRADING OR FACE STAGNATION OR EXTINCTION



In 2005, Goldman Sachs made waves by (1) dismissing 30 flow equity traders, embracing the market's preference for electronic trading for the 'low-touch' routine large volume order flow (2) promoting 'high-touch' traders providing more input from humans for the large value order flow.

As markets like Fx and equity trading shifted to full electronic platforms, adaptation was key.

Thriving market participants

- automated low-touch and repeating reverse inquiries
- **promoted** high touch sales and structuring specialists who did **true** personalization NOT copy / paste sales
- saw the downfall of firms that refused to change

Today, multi issuer platforms provide electronic access* to

- hundreds of structured product variations
- low distribution fees: [the platform] can reduce fees by as much as 70 percent to an average level of **20 basis points**, or 0.20 percent

* <https://www.riaintel.com/article/2auctten4a13zgp48f8cg/investments/owl-capital-leads-100-million-funding-round-for-structured-note-assembly-line-halo-investing>

SOLUTION: GROW THE MARKET AND GROW OWN SALES AT 25-50% INSTEAD OF FIGHTING FOR A SHRINKING PIE



Halo Investing

*“Investing in equity without the protections of structured products may at some point be considered like driving a car with no seatbelt” **

From IVM Market’s perspective

“Blindly re-trading the same product, without optimizing it for the changing market conditions, is like driving blindfolded on an icy mountain road. A seatbelt will protect you once you are in an accident and optimization may prevent the accident altogether”

Structured product distributors who decide to adapt to the new reality CAN maximize growth

What *can* you do to adapt?

	Growth in structured product volumes	Period
<i>source: google</i>		
Lynceus	44%	2y cagr
Halo	46%	4y cagr
Spectrum markets	68%	2022
Yiledstreet	290%	2023
CAIS	51%	2021
Simon markets	91%	2021
Maybank Singapore	30%	2021
Bank Millenium	200%	2022
GARANTUM FONDKOMMISSION	24%	2y cagr
DS Investment	44%	3y cagr
Axio financial	86%	2021
Amundi	61%	2022

* Podcast with Biju Kulathakal,

Note: IVM does not represent in this slide that any of the companies in the list are or are not IVM clients. The point of the slide is to demonstrate to financial firms that growth of 50% per annum is possible if you want to make it happen

SOLUTION: IVM IS YOUR AI OPTIMISATION ENGINE FOR A MORE PERSONALISED APPROACH TO STRUCTURED PRODUCTS



As electronic platforms and human distributors provide more and more access to structured products, IVM AI provides search and recommendation capabilities to every player in the value chain.

Try the improbable ideas with IVM markets for double the upside at a quarter of the risk!

Human distributors*: Empower your high touch sales team **to 5X their volumes per head**

Sell \$250m (5x) per head with an active idea generation stance, even if you have 0 automation in how you buy. Free your time to **get more clients** instead of wasting days with multiple issuer portals, spreadsheets, screeners etc

Multi Issuer Platforms**: Guide Investors to Ideal Matches, Shield from Market Downturns drive **50% p.a. sales growth**

advisors must choose products that optimize protection & returns. Blaming platforms for **losses** can lead to a decline in volumes. Too much choice without a smart optimization tool can lead to **indecision**.

Increase coupons you get from issuers by 1-2% or lower reoffers by 1-1.5% saving millions

If your client buys the same basket over and over – NEGOTIATE with issuers using IVM data. **Even brokers who buy from 30 banks still lose deals 20-40% of the time on price.**
You can do better!

* Such as Wealth managers, asset managers, mid size banks, insurance, brokers, etc. ** Such as Halo, Luma, Simon, iCapital Cat financial , Privatam

EMPOWER YOUR HIGH TOUCH SALES TEAM TO ATTRACT MORE CLIENTS THROUGH ACTIVE IDEAS, NOT JUST SELLING WHAT SELLS



Tiago Fernandes • Following
 Head of Data and Platform at WSD Group | Co-founder of SPI | Structured Prod...
 2d · 🗨️

#Income #StructuredProducts in USD continue to provide attractive opportunities with slightly lower coupons. However, the average yield still exceeds 10% p.a. This is primarily achieved by strategically increasing the Knock-In (KI) barrier and implementing a "worst of" feature instead of relying solely on single #SPX products.

As market dynamics evolve, we are witnessing an acceleration in roll-over speed. Simultaneously, clients remain keen on finding yield amidst expectations of potential rate reductions by the Federal Reserve. This combination fuels a persistent demand from investors for income-generating products!

Source: [Structured Products Intelligence | SPI](#)

#IncomeInvesting #WealthManagement #InvestmentOpportunities #FinancialMarkets



Increasing the barrier when the coupons are dropping is just asking to lose money when the market turns

If IVM's engine was used in Feb 23 when the coupons were the lowest you could find many baskets of blue chip Index / ETF with the SAME coupon and much HIGHER protection.

Endorsed by



Multi basket pricing

Index list [Save] [Load] [Delete]

Themes [Tenor grid] [+ stock] [- stock] Coupon: 1% - 30% [Save] [Terms] [Excel] [Price all]

Stock 1	Stock 2	Popularity	↓	Memory Coupon Rate pa
Select...	Select...			
XOP US	XLK US	0.00%	11.45%	Protection = 38% HARD protection (low strike not barrier). As compared to the 38% SOFT protection on the chart. Hard means that in case of 40% drop you lose only 2% and not 40%
XOP US	RTY	0.00%	11.00%	
EEM US	ASS1	0.00%	10.82%	
XOP US	SPX	-58.00%	10.80%	
EFA US	ASS1	0.00%	10.62%	
FXI US	EWZ US	0.00%	10.10%	
ASS1	OMX	0.00%	10.04%	
XLE US	XBI US	0.00%	9.87%	
GDX US	FXI US	0.00%	9.87%	
HSCEI	GDX US	0.00%	9.73%	
ASS1	UKX	-6.00%	9.59%	

Note: Endorsement means in relation to IVMs posts about the IVM vision - "likes", positive comments, relevant survey replies and other similar

MULTI ISSUER PLATFORMS: GUIDE INVESTORS TO IDEAL MATCHES, SHIELD FROM MARKET DOWNTURNS, DRIVE 50% P.A. SALES GROWTH



2.7% coupon benefit from running a **bank auction** on a sub-optimal basket

ConocoPhillips



Citi	16.54%
BNP	16.39%
MS	16.18%
IVM Model	16.10%
Marex	15.81%
UBS	15.53%
SocGen	15.35%
JPM	13.84%

- **+4% coupon benefit** from optimising the basket **in IVM**
- You can buy the worst price (no auction) and still do 1% better



- **+11% coupon benefit** from optimising the basket further **in IVM**
- You can buy the worst price (no auction) and still do 9% better

Citi	20.66%
MS	20.02%
IVM Model	20.00%
BNP	19.91%
UBS	18.94%
Marex	18.00%
JPM	17.22%

ConocoPhillips
Schlumberger



MS	27.90%
UBS	27.82%
IVM Model	27.71%
Citi	27.65%
Marex	23.13%
JPM	22.70%



Endorsed by

Multi Issuer Platform
“Personally I think it [IVM] is very useful and can increase our service / image with clients.”

INCREASE COUPONS YOU GET FROM ISSUERS BY 1-2% OR LOWER REOFFERS BY 1-1.5% SAVING MILLIONS



ESMA 2021: entry costs for equity structured products rose vs past 3 years, while entry costs for EVERY other financial product fell

Distributors often get overcharged on entry, during auctions. How do you know that ANY of the prices in the auction are “best price”?

Result – lose market share OR cut your distribution fees

Your auction data + IVM =

- Broker1:** 2 out of 5 deals - 1%-1.5% better reoffer
- Broker2:** 2 out of 5 deals - 0.75% better reoffers and 9% improvements in some cases (no joke).
- Bank1:** 2 out of 5 deals - 1-2% better reoffer
- Bank2:** numerous cases 0.5% to 1% better reoffer and 10% improvement in some cases (no joke)

Endorsed by

Bank *“We tested your pricing and as expected it proved to be useful....it’s designed for precision.”*

NO DIRECT COMPETITION. ROI BENEFITS REACHING 100X



— Quant Libraries

— Labour intensive trial/error across 20 screens

— IVM Markets

Market Insights and Research

Swiss broker:

1. Daily workflows cut from 5h to 5-10 minutes.
2. 1st month with 1st IVM user signed \$200k p.a. of new client revenues vs \$20k cost through AI based research

Customisation



Ideas Instantly Optimized for Every Investor's need

UK Broker:

1. Daily workflows cut from 5h to 5-10 minutes.
2. 2 weeks with 1st IVM user signed \$100k p.a. of new client revenues vs \$20k cost through optimization

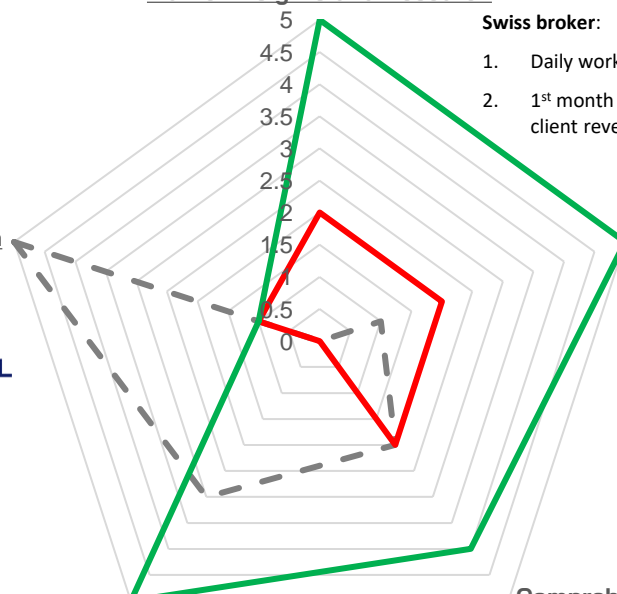
Transparency of hidden Fees and bid / offers

UK Broker: up to \$5mio pa savings on 2 of 5 cases 1-1.5% price improvement

MENA Bank: up to \$2mio pa savings on some cases of 10% price improvement (no joke) and 2 of 5 cases 0.5% to 1% price improvement

Comprehensive view of best ideas across "best bank" risk appetites

MENA Wealth manager: switched from their current broker to broker with access to IVM best ideas, just 3 days after seeing the IVM results



WHAT VALUE DOES IVM BRING ME?

\$70BN is lost inefficient idea design process resulting low volumes per head for human distributors of structured products

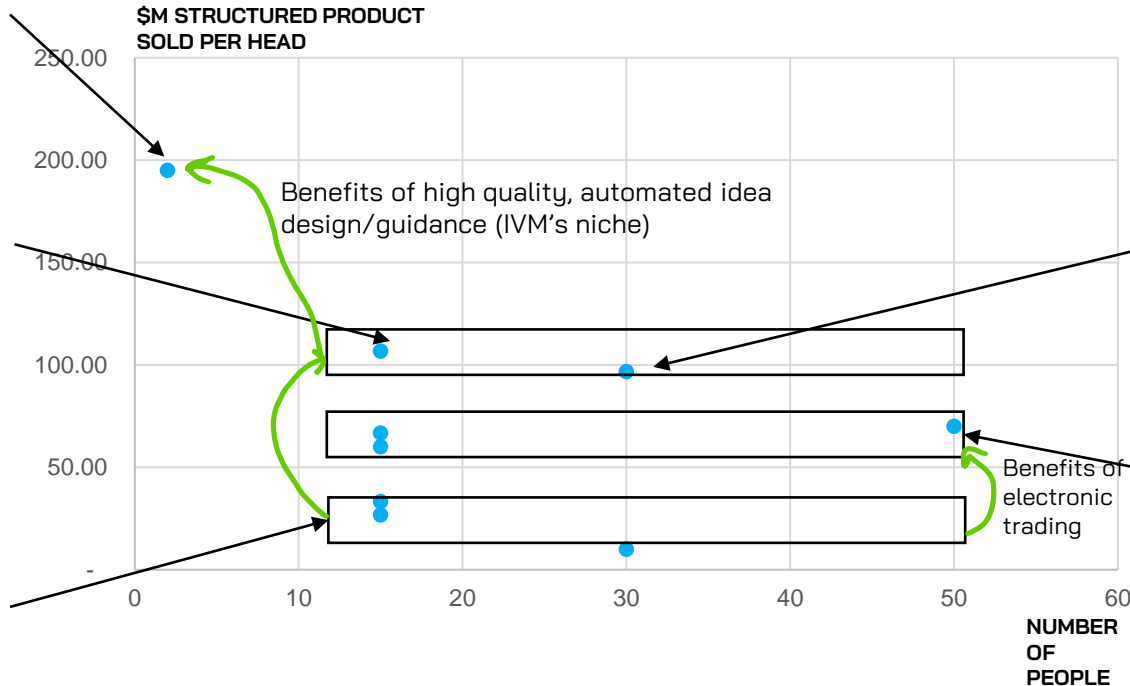


- **Ideas:** active focus powered by software
- Trading: manual

- **Ideas:** some focus, manual legacy workflows
- Trading: manual

- Ideas: bare minimum, manual legacy workflows
- Trading: manual

Number of people v.s. Structured product volume per head



- **Ideas:** some focus, manual legacy workflows
- Trading: electronic

- Ideas: bare minimum, manual legacy workflows
- **Trading:** electronic

HOW SOON WILL YOUR CLIENTS LEAVE FOR DERITRADE IF YOU KEEP SELLING THEM THE SAME BASKET AND PRODUCT ON REVERSE INQUIRY?



Volodymyr Gubskiy • You

Co-Founder & CEO at IVM Markets - a SaaS solution to model structured pr...

1d • 🌐



During the two pandemic years, 94% of autocalls [#structuredproducts](#) delivered positive returns, 4.4% returned capital only and under 2% turned in a loss.

<https://lnkd.in/ePUnPcjg>

[#investments](#) [#alternativeinvestments](#) [#saas](#) [#alternatives](#)

Are you obsessed with generating the most optimal structured product ideas for your clients ?

You can see how people vote. [Learn more](#)

No - I'm a "copy paste" sales

10%

I generate ideas 1h per day

30%

I generate ideas 4h per day

60%



Amundi
ASSET MANAGEMENT

البنك الاماراتي المتحد
ahli united bank



Active idea focus
powered by IVM AI:
for every single flow
product there is always
an optimized product
better for your client!
And you can find it in 30
seconds

I HAVE LIMITED TIME AND PEOPLE, DO I SPENT IT RUNNING AUCTIONS AND SQUEEZING BANKS? OR DO I TAKE AN ACTIVE IDEA STANCE?

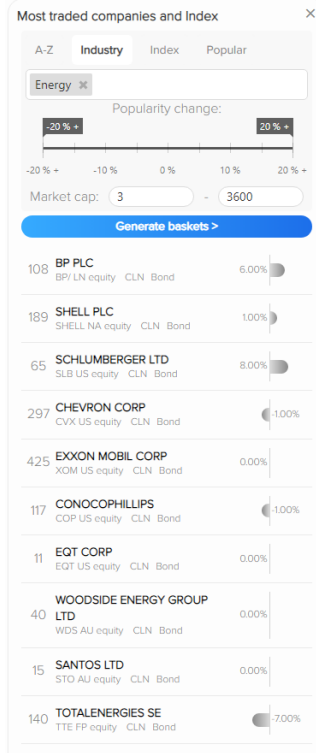


“I have nothing to optimise, my clients just buy the same 10 energy stocks that they like” -> IVM shows here that 10 stocks create a huge optimisation opportunity. Coupons range from 15.91% to 28.67%

“You will just show me that 1 most toxic basket with high coupon” -> IVM shows that you can “blindly” buy Conoco Exxon with 16% or find out that Conoco SHELL Total has 19% and Conoco Schlumberger Exxon has 20% coupons. If you optimise further -find out that EQT is a top play in natural gas you can have 28% coupon on EQT Schlumberger Conoco

“I don't have time, I am too busy” - In IVM this took 1 minute

“I can just get this from squeezing the banks” -> No you cant!

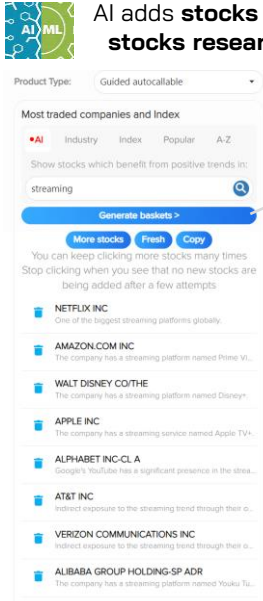


Stock 1	Stock 2	Stock 3	Popularity	↑	Memory Coupon Rate pa
CVX US	SHELL NA	XOM US	0.00 %	15.91 %	
COP US	CVX US	XOM US	-0.67 %	16.05 %	
CVX US	STO AU	XOM US	-0.33 %	16.08 %	
CVX US	TTE FP	XOM US	-2.67 %	16.08 %	
CVX US	SHELL NA	TTE FP	-2.33 %	17.01 %	
SHELL NA	TTE FP	XOM US	-2.00 %	17.01 %	
SHELL NA	STO AU	TTE FP	-2.00 %	17.01 %	
SHELL NA	STO AU	XOM US	0.33 %	17.42 %	
CVX US	TTE FP	WDS AU	-2.67 %	17.44 %	
STO AU	WDS AU	XOM US	0.00 %	17.56 %	
TTE FP	WDS AU	XOM US	-2.33 %	17.56 %	
COP US	SHELL NA	TTE FP	-2.33 %	18.96 %	
COP US	SLB US	XOM US	2.33 %	20.03 %	
SLB US	WDS AU	XOM US	2.67 %	20.30 %	
SHELL NA	SLB US	WDS AU	3.00 %	21.40 %	
SLB US	TTE FP	WDS AU	0.33 %	21.54 %	
SHELL NA	SLB US	STO AU	3.00 %	21.81 %	
COP US	SLB US	STO AU	2.33 %	21.95 %	
SLB US	STO AU	WDS AU	2.67 %	22.09 %	
COP US	EQT US	XOM US	-0.33 %	25.38 %	
EQT US	SHELL NA	XOM US	0.33 %	25.65 %	
EQT US	STO AU	WDS AU	0.00 %	26.47 %	
COP US	EQT US	WDS AU	-0.33 %	26.61 %	
EQT US	SHELL NA	STO AU	0.33 %	26.61 %	
EQT US	SHELL NA	WDS AU	0.33 %	26.61 %	
EQT US	SLB US	XOM US	2.67 %	27.43 %	
CVX US	EQT US	SLB US	2.33 %	27.71 %	
EQT US	SLB US	WDS AU	2.67 %	28.53 %	
EQT US	SLB US	TTE FP	0.33 %	28.67 %	

IVM AI PRODUCT SUMUP: IVM IS YOUR AI OPTIMISATION ENGINE FOR A MORE PERSONALISED APPROACH TO STRUCTURED PRODUCTS



1. User selects theme, AI adds **stocks and stocks research**



2. AI makes optimal baskets



3. **Find Higher Upside !AND! Lower risk:** Model thousands of iterations in seconds to package the investors chosen stocks / index into optimal basket and product combination

Stock 1	Stock 2	Stock 3
Select...	Select...	Select...
BABA US	NFLX US	AMZN US
BABA US	AAPL US	NFLX US
BABA US	NFLX US	DIS US
BABA US	T US	NFLX US
VZ US	BABA US	NFLX US
AMZN US	DIS US	BABA US
BABA US	AMZN US	AAPL US
BABA US	AMZN US	VZ US

4. Indicative "quant prices" produced



5. AI/ML re-calibrates prices to actually match with "best bank risk appetite" prices for each basket and product WITHOUT "SPEAKING" TO BANKS. To avoid surprises during final auction



Stock 1	Stock 2	Stock 3	Popularity	1y	2y
GIS US	LVRT US	M US	-0.67%	41.79%	41.43%
NIO US	NKE US	NDCC US	-3.33%	41.08%	40.20%
MENA US	BNP FP	CBK GR	-3.33%	30.50%	32.62%
WBC AU	EXPE US	WDC US	0.00%	24.21%	25.84%
PFE US	SE GR	TSLA US	-6.33%	24.50%	25.60%

5. IVM "zooms in" on 5 ideas with no overlap- around the indicated income and risk tolerance of your client

6. Send to **auction through API with your multi issuer trading platform** or to your broker and/or banks in an IVM auto-email summary



1. ...or client list in email processed by AI

VIDEO: <https://www.loom.com/share/efa935f887a146fcb7d5f0d26ed144d9>

Note: In this slide IVM doesn't represent that we are or we are not working with various companies presented. We are showing our API capabilities

WHY WOULD I PAY FOR SOFTWARE?

- **I “KNOW” FROM EXPERIENCE WHAT PRICES WELL**
- **I CAN JUST SCREEN FOR HIGH VOL / HIGH DIV AND “GUESS” THE CORRELATION**
- **I HAVE SOME TRADING TOOLS FROM MY ISSUERS**

QUOTE ME SPX/UKX/SX5E AUTOCALL 5Y, 70% BARRIER, 12M DELAY 100%. WHY SPX/UKX/SX5E? I "KNOW" IT GIVES BEST PRICE. YOU ARE WRONG!



- stock 3 stocks

Stock 1

Select...

SMI

SX5E

SPX

NDX

CAC

DAX

AS51

EEM US

➔

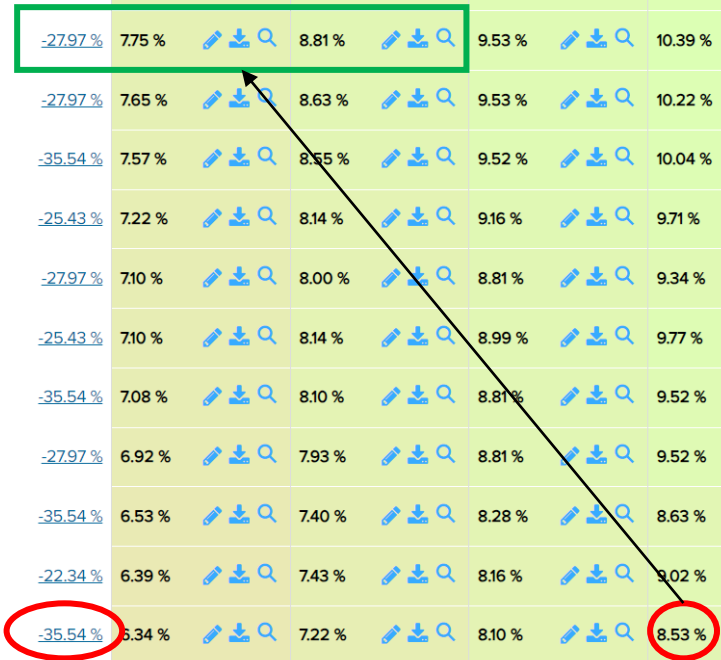
Stock 1	Stock 2	Stock 3	Memory Coupon ...
Select...	Select...	Select...	
HSCEI	OMX	RTY	11.51 %
NKY	OMX	RTY	11.33 %
MXEF	NDX	NKY	11.00 %
HSCEI	NKY	UKX	10.39 %
HSCEI	INDU	SMI	10.31 %
HSCEI	NDX	SPX	10.22 %
MXEF	OMX	SMI	10.18 %
NDX	NKY	UKX	10.06 %
EEM US	MXEF	RTY	9.90 %
NDX	RTY	SMI	9.52 %
EEM US	INDU	NKY	9.44 %
INDU	NDX	OMX	9.44 %

AS51	RTY	UKX	8.10 %
CAC	EEM US	SPX	8.02 %
EEM US	MXWO	NDX	7.96 %
SPX	UKX	SX5E	7.87 %
MXWO	OMX	UKX	7.63 %
DAX	MXEF	SX5E	7.49 %

IVM GETS YOU LOWEST RISK AND HIGHEST RETURN. ARE YOU RE-TRADING A 70% BARRIER BECAUSE YOU DON'T "KNOW" BETTER?



Stock 1 Select...	Stock 2 Select...	Stock 3 Select...	Popularity	Analyst consensus	Max drawdown for last 2y	No Knock-In Barrier for GearedPut is prese...		Barrier (vs strike: 100.00%)	
				Worst stock	Worst stock	60.00% ↓	70.00%	60.00%	70.00%
NDX	NKY	RTY	-5.33 %	-	-35.54 %	7.81 %	8.81 %	9.59 %	10.22 %
NKY	RTY	SMI	-13.00 %	-	-27.97 %	7.75 %	8.81 %	9.53 %	10.39 %
NKY	RTY	SX5E	-17.00 %	-	-27.97 %	7.65 %	8.63 %	9.53 %	10.22 %
NDX	NKY	SX5E	-18.33 %	-	-35.54 %	7.57 %	8.55 %	9.52 %	10.04 %
NKY	SPX	SX5E	-32.67 %	-	-25.43 %	7.22 %	8.14 %	9.16 %	9.71 %
NKY	RTY	SPX	-19.67 %	-	-27.97 %	7.10 %	8.00 %	8.81 %	9.34 %
NKY	SMI	SPX	-28.67 %	-	-25.43 %	7.10 %	8.14 %	8.99 %	9.77 %
NDX	NKY	SPX	-21.00 %	-	-35.54 %	7.08 %	8.10 %	8.81 %	9.52 %
NKY	RTY	UKX	-7.00 %	-	-27.97 %	6.92 %	7.93 %	8.81 %	9.52 %
NDX	RTY	SX5E	-15.33 %	-	-35.54 %	6.53 %	7.40 %	8.28 %	8.63 %
INDU	NKY	SMI	-12.33 %	-	-22.34 %	6.39 %	7.43 %	8.16 %	9.02 %
NDX	SMI	SX5E	-24.33 %	-	-35.54 %	6.34 %	7.22 %	8.10 %	8.53 %



YOUR OPTIMISER FROM 1 ISSUER GUIDES CLIENTS INTO 1 TOXIC STOCK IN EVERY BASKET AND THEY BLOW UP WHEN MARKET TURNS



1 Bank portal shows you Expedia and EOG in every basket. What was the point of optimising?

Autocallable Reverse Convertibles - solved for Coupon p.a. USD, 80.0% Strike 100% Call Level, Quarterly Callability, Callable from 3M

Name	BBG Ticker	ISIN	Sector	Sub-Sector	Maturity		
					6M	9M	1Y
EOG Resource	EOG UN	US26875P1012	Energy	Oil & Gas	23.3%	22.5%	20.9%
Expedia Group	EXPE UW	US30212P3038	Communications	Entertainment, Media & Publishing			
UniCredit	UCG IM	IT0005239360	Financials	Banks			
Amazon	AMZN UW	US0231351067	Consumer Cyclical	Retailing	22.7%	21.8%	20.2%
Expedia Group	EXPE UW	US30212P3038	Communications	Entertainment, Media & Publishing			
UniCredit	UCG IM	IT0005239360	Financials	Banks			
Amazon	AMZN UW	US0231351067	Consumer Cyclical	Retailing	22.1%	21.6%	20.1%
EOG Resources	EOG UN	US26875P1012	Energy	Oil & Gas			
Expedia Group	EXPE UW	US30212P3038	Communications	Entertainment, Media & Publishing			
EOG Resources	EOG UN	US26875P1012	Energy	Oil & Gas	22.1%	21.4%	20.1%
Expedia Group	EXPE UW	US30212P3038	Communications	Entertainment, Media & Publishing			
Partners Group Holding	PGHN SW	CH0024608827	Financials	Financial Services			
Expedia Group	EXPE UW	US30212P3038	Communications	Entertainment, Media & Publishing	22.5%	21.4%	20.0%
Partners Group Holding	PGHN SW	CH0024608827	Financials	Financial Services			
UniCredit	UCG IM	IT0005239360	Financials	Banks			
Amazon	AMZN UW	US0231351067	Consumer Cyclical	Retailing	21.7%	21.1%	19.7%
EOG Resources	EOG UN	US26875P1012	Energy	Oil & Gas			
UniCredit	UCG IM	IT0005239360	Financials	Banks			
BNP Paribas	BNP FP	FR0000131104	Financials	Banks	21.8%	21.1%	19.6%
EOG Resources	EOG UN	US26875P1012	Energy	Oil & Gas			
Expedia Group	EXPE UW	US30212P3038	Communications	Entertainment, Media & Publishing			
Electronic Arts	EA UW	US2855121099	Communications	Entertainment, Media & Publishing	21.5%	20.9%	19.4%

IVM finds 5 ideas (from grid) with no overlap and “around” a clients risk / return level. Compare IVM’s results vs 1 issuer on left

Multi basket pricing

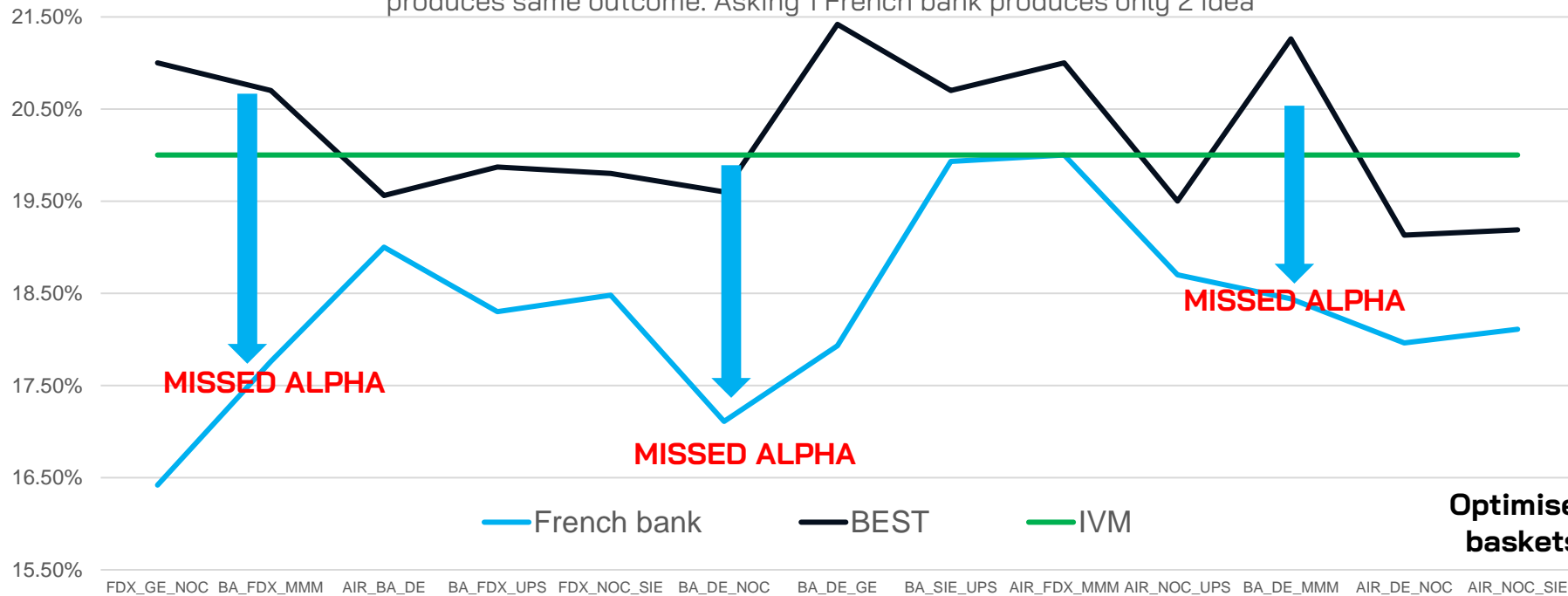
Stock 1	Stock 2	Stock 3	Popularity	1y	2y	Price at 100%
Select...	Select...	Select...		Save: yes	Save: yes	41.43 %
GIS US	LYFT US	M US	-0.67 %	41.79 %	41.47 %	41.43 %
NIO US	NKE US	NOC US	-3.33 %	41.08 %	40.20 %	32.62 %
MRNA US	BNP FP	DBK GR	-3.33 %	30.50 %	32.62 %	25.84 %
WBC AU	EXPE US	WDC US	0.00 %	24.21 %	25.84 %	25.60 %
PFE US	SIE GR	TSLA US	-5.33 %	24.50 %	25.60 %	25.60 %
Select...	Select...	Select...		Save: yes	Save: yes	20.80 %
GIVN SW	DIS US	NFLX US	-4.33 %	17.98 %	20.80 %	20.80 %
BAER SW	LOGN SW	MC FP	6.67 %	15.38 %	20.10 %	20.80 %
MT NA	ORA FP	ORCL US	-1.33 %	16.58 %	19.98 %	19.98 %
ABI BB	BABA US	ANZ AU	-2.33 %	17.46 %	19.96 %	19.96 %
INGA NA	SAP GR	GOLD US	-1.33 %	14.16 %	19.80 %	19.80 %

I HAVE A FREE OPTIMISER FROM 1 BANK- WELL DONE YOU SAVED A BIT OF BUDGET, WHILE YOUR CLIENTS ARE MISSING 85% OF THEIR ALPHA



Your client wants industrials and a 20% return target. In 30 seconds IVM optimizes thousands of basket combinations and finds 13 ideas to choose from. Asking ALL BEST banks takes 2 days and produces same outcome. Asking 1 French bank produces only 2 idea

Coupons



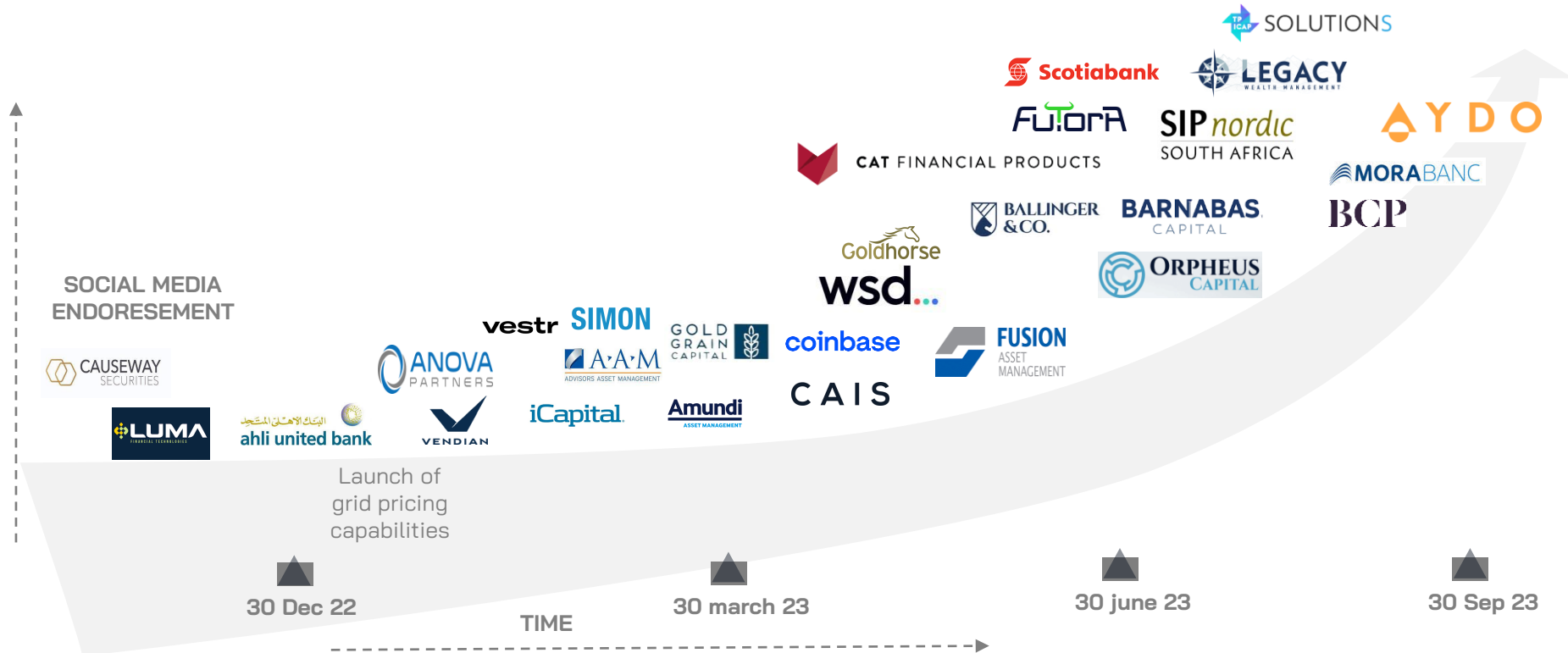
Optimised baskets

**HOW EXACTLY DOES THE PRODUCT
WORK?**

PEOPLE WHO AGREE WITH IVM VISION:



Note: Endorsement means in relation to IVMs posts about the IVM vision - "likes", positive comments, relevant survey replies and other similar



AI CO PILOT: if you don't want to "model" or "price" structured products and just want to focus on talking to clients.



AI Co-pilot

Consumer, Cyclical x Number in basket: 3 5 Any Maturity: 1y 2y 3y Apply

Themes / Grids

Idea Screener

AI Co-pilot

Grids Ideation

RFQ Negotiation

Portfolio

Log Out

Memory Coup...	Curren...	Equities	Coupon Dates	Memory Coupon...	Memory Yes No	Autocall Trigger ...	Option Strike	Knockin Level
33.33 %	USD	M US, NIO US, STLAM IM	36 months	60.00 %	Yes	70.00 %		
33.01 %	USD	LUV US, NIO US, TSLA US	36 months	60.00 %	Yes	70.00 %		

🚀 Distributors of [#structuredproducts](#), turbocharge the number of reverse inquiries from wealth managers! 📈

💡 Introducing IVM AI Plugin by distributors for wealth managers: Empower wealth managers to pick ideas effortlessly! 📁

📺 Seamless Screening: Daily equity structured product screening like stocks or bonds! 🔍

🛡️ Simplified Selection: Themes (e.g., consumer cyclicals), 3 stocks basket, 3-year maturity, and voilà - no more fuss with pricing or modeling of structured products! ⌚📁

🔒 Wealth manager reaction "hey I didn't realize that this basket prices so well at the moment. let me personalize further by setting the principal repayment risk parameters according to my clients tolerances". 💰

📧 Swift Communication: Wealth managers can send reverse inquiries to brokers/banks in a snap using auto-generated summaries! 📧💬

https://www.linkedin.com/posts/vladimir-gubsky_structuredproducts-investments-alternativeinvestments-activity-7089913269959696384-PbBg?utm_source=share&utm_medium=member_desktop

Search

Select All

100.00 %

70.00 %

OK Cancel

Columns

Fresh Sales confo

Fresh Sales confo

Sales confo

Reoffer: 99%

Trade date: 20 Jul 2023

Notional: 1 000 000 USD

Currency: USD

Maturity: 36m

Number of periods: 12

Equities: M US, NIO US, STLAM IM

Autocall trigger type: Worst

delay, 100%, 95%, 90%, 85%

Autocall trigger levels: 80%, 75%, 70%, 70%, 70%, 70%, 70%

Coupon trigger type: Worst

Coupon rate p.a.: 33.33%

Coupon trigger levels: 60%

Coupon memory: yes

Option type: GearedPut

Option price type: Worst

Option strike: 70%

Copy to clipboard Clone trade

CASE STUDY: DAY TO DAY CLIENT SENDS A THEMATIC REQUEST AND ASKS TO FIND 3-5 OPTIMAL BASKETS AND MATURITY



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Co-Founder & CEO at IVM Markets - a SaaS solution to ...
1mo • 4

Client: I read this article by Fidelity <https://lnkd.in/g/ezuipP7>, can you run Pharma through www.ivmmarkets.com #structuredproducts software and show me #Structurednotes with 300% participation to upside. Distributor: replies in 30 sec with the grid below.

Endorsed by



Konstantinos Pampoukidis, CFA · 1st
Business Development at Luma Financial Technologies



Nabil Aboulzelof · 1st
Managing Director | Zelof & Partners LLP



Sidharth Dubey · 1st
Head of Financial Markets Structured Solutions at Ahli United Bank

Note: Endorsement means in relation to IVMs posts about the IVM vision - "likes", positive comments, relevant survey replies and other similar



CAT FINANCIAL PRODUCTS

wsd...

البنك الأهلي المتجدد



ahli united bank



CAUSEWAY
SECURITIES

Goldhorse



Volodymyr Gubskiy • You

Co-Founder & CEO at IVM Markets - a SaaS solution to model structur...
2d • 4

How about a 35% COUPON ZAR AUTOCALL WITH 100% PRINCIPAL PROTECTION #structuredproducts. Our ideation software can price hundreds of variations of baskets of stocks or indexes to help you find the most optimal way to express your thematic view [TODAY CONSUMER NON-CYCLICALS] using this product. Don't miss out on this opportunity to stay ahead of the game with IVM Structured Product Portal! DEMO IVM here: <https://lnkd.in/e34ipazd>

Endorsed by



Konstantinos Pampoukidis, CFA · 1st
Business Development at Luma Financial Technologies



Amine Lahcini · 1st
Investment Solutions Sales at IVM Markets - Democratizing Customized Investments



Nicolas SPIRIDON · 2nd
Structured Solutions Sales chez CAT Financial Products AG



Tiago Fernandes · 1st
Head of Data and Platform at WSD Group | Co-founder of SPI | Structured Product expert

IVM ARTIFICIAL INTELLIGENCE MATCHES YOUR THEME WITH STOCKS / INDEX



Themes / Grids

Idea Screener

Grids Ideation

RFQ Negotiation

Portfolio

Log Out

Most traded companies and Indices

•AI β Industry Index Popular A-Z

I have a theme

I have a list of stocks

Show stocks which benefit from positive trends in:

Robotics

HOT SEARCHES:

Electric Vehicles
Renewable Energy
E-commerce
Biotechnology
Cloud Computing
Artificial Intelligence
Robotics
Health Tech
Space Exploration
Gaming
Cryptocurrency
Cybersecurity
5G
Telehealth
Digital Payments

EXAMPLE SEARCHES:

Luxury
Companies based exclusively in Germany
Companies based exclusively in Europe
Airlines exclusively in USA
Inflation
Companies similar to Nestle or Roche or Novartis
Companies similar to Nestle or Roche or Novartis and exclusively blue chips
Companies similar to Hermes

In seconds

Most traded companies and Indices

•AI β Industry Index Popular A-Z

I have a theme

I have a list of stocks

Show stocks which benefit from positive trends in:

Robotics

Generate baskets >

More stocks

Fresh

Copy

You can keep clicking more stocks many times
Stop clicking when you see that no new stocks are being added after a few attempts

- NVIDIA CORP
NVIDIA CORP. - One of the leaders in artificial intelligenc...
- ABB LTD-REG
ABB LTD. - Provides power and automation technologie...
- RAYTHEON TECHNOLOGIES CORP
RAYTHEON TECHNOLOGIES CORP. - Develops and sup...
- HOME DEPOT INC
THE HOME DEPOT INC. - Investing in robotics and auto...
- BAYER AG-REG
BAYER AG - Uses robotic process automation (RPA) to st...
- TESLA INC
TESLA INC. - Developing advanced robotics and autom...
- GENERAL ELECTRIC CO
GENERAL ELECTRIC CO. - Provides and supplies ad...

IVM ARTIFICIAL INTELLIGENCE MATCHES YOUR THEME WITH STOCKS / INDEX, ADDS ANALYST CONSENSUS AND NEGATIVE NEWS CHECKS



•AI Industry Index A-Z

I have a theme I have a list of stocks / tickers

Show stocks which benefit from positive trends in:

Robotics

Add more stocks Copy

You can keep clicking more stocks many times
Stop clicking when you see that no new stocks are being added after a few attempts

Check for negative news

Set basket size: 2 3 4 5 6 7

Select product and generate baskets

Consensus rating Consensus target

NVIDIA CORP.
NVIDIA CORP. - One of the leaders in artificial intell...
Consensus rating Buy
Consensus target +33.37%

ABB LTD.
ABB LTD. - Provides power and automation techno...
Consensus rating Hold
Consensus target -7.42%

RTX CORP.
RAYTHEON TECHNOLOGIES CORP. - Develops a...
Consensus rating Hold
Consensus target +8.40%

THE HOME DEPOT INC.
THE HOME DEPOT INC. - Investing in robotics and...
Consensus rating Buy
Consensus target -1.63%

IVM AI shows a story for every stock



NVIDIA CORP (NVDA US) - NVIDIA CORP. - One of the leaders in artificial intelligence and graphics processing, making them well-positioned in the **robotics** industry.

ABB LTD-REG (ABBN SW) - ABB LTD. - Provides power and automation technologies that can be applied to **robotics**.

RAYTHEON TECHNOLOGIES CORP (RTX US) - RAYTHEON TECHNOLOGIES CORP. - Develops and supplies advanced **robotics** and automation systems for various industries.

HOME DEPOT INC (HD US) - THE HOME DEPOT INC. - Investing in **robotics** and automation for warehouse and logistics operations.

BAYER AG-REG (BAYN GR) - BAYER AG - Uses **robotic** process automation (RPA) to streamline business processes and operations.

TESLA INC (TSLA US) - TESLA INC. - Developing advanced **robotics** and automation systems for automotive production.

GENERAL ELECTRIC CO (GE US) - GENERAL ELECTRIC CO. - Developing and supplying advanced **robotics** and automation systems for various industries.

MCDONALD'S CORP (MCD US) - MCDONALD'S CORP. - Increasingly adopting **robotics** technology for ordering and food preparation in their restaurants.

SIEMENS AG-REG (SIE GR) - SIEMENS AG - Has a **robotics** division which produces various industrial robots and automation equipment.

ADVANCED MICRO DEVICES (AMD US) - ADVANCED MICRO DEVICES INC. - Advanced Micro Devices produces high-performance processors and graphics cards for use in a variety of industries, including **robotics** and autonomous systems.

APPLIED MATERIALS INC (AMAT US) - APPLIED MATERIALS INC. - Applied Materials produces manufacturing equipment, including **robotics** and automation solutions that improve the efficiency and accuracy of semiconductor manufacturing processes.

LINDE PLC (LIN US) - LINDE PLC - Linde's gas solutions are used in **robotics** applications for improving production efficiency, product quality, and worker safety.

AI DOES THE NEGATIVE NEW CHECK



Companies similar to ELI LILLY

Add more stocks Copy

You can keep clicking more stocks many times
Stop clicking when you see that no new stocks are
being added after a few attempts

Please select basket size:

2 3 4 5 6 7

Select product and generate baskets

Consensus rating Consensus target

Hold +12.85%

BIOGEN INC.
BIOGEN INC. - Biogen is a biotechnology co...

The news articles mention lower profitability, mixed results, revised earnings guidance, and the negative impact of expenses on Biogen Inc. (BIIB) stock. These factors indicate a negative outlook for the company.

Links:

- 1: [Biogen Inc. \(NASDAQ:BIIB\) Q3 2023 Earnings Call Transcript](#)
- 2: [The past five years for Biogen \(NASDAQ:BIIB\) investors has not been profitable](#)
- 3: [Biogen Inc. \(BIIB\) Stock: Analyzing the Market Value](#)
- 4: [Biogen quarterly results top estimates despite complex launch of new Alzheimer...](#)
- 5: [Why Biogen \(BIIB\) Might Surprise This Earnings Season](#)
- 6: [These Analysts Revise Their Forecasts On Biogen After Q3 Results](#)
- 7: [Here's Why Biogen \(NASDAQ:BIIB\) Can Manage Its Debt Responsibly](#)
- 8: [Biogen Inc. \(BIIB\) Reports Mixed Q3 2023 Results and Revises Full-Year Guida...](#)
- 9: [Biogen lowers 2023 profit outlook on costs of Reata purchase](#)
- 10: [Biogen Inc. \(BIIB\) Shares Down Despite Recent Market Volatility](#)
- 11: [Biogen Inc. \(BIIB\) Q3 2023 Earnings Call Transcript](#)
- 12: [Biogen lowers full-year earnings guidance. 3Q revenue beats expectations](#)
- 13: [Biogen Inc. Q3 Earnings Summary](#)
- 14: [Biogen Inc. 2023 Q3 - Results - Earnings Call Presentation](#)
- 15: [Biogen Revises Annual Forecast As Reata M&A And Alzheimer's Drug Expen...](#)

PFIZER INC.
PFIZER INC. - Pfizer is a pharmaceutical com...

Consensus rating Consensus target

PFIZER INC.
PFIZER INC. - Pfizer is a pharmaceutical com...

The news for Pfizer Inc. (PFE US) is mostly negative based on the provided web search results. The articles mention job cuts, wider-than-expected loss, and concerns about vaccine side effects. However, there is also positive news about partnerships and FDA approvals for certain treatments.

Links:

- 1: [Startup partnered with Pfizer, NIH scores a third major collaborator](#)
- 2: [Pfizer Stock: Cheap But Will Remain Cheap For Now](#)
- 3: [Pfizer Inc's Dividend Analysis](#)
- 4: [Is Trending Stock Pfizer Inc. \(PFE\) a Buy Now?](#)
- 5: [Pfizer: Victim Of Vaccine Side Effects](#)
- 6: [Pfizer's Cost-Cutting Measures: 500 Job Cuts in Kent Facility, Higher Than Ant...](#)
- 7: [What Are Pfizer's Prospects In Obesity Pill Market? Analysts Say Optimism C...](#)
- 8: [Pfizer, Astellas' XTANDI Gets FDA Approval For Nonmetastatic Castration-sen...](#)
- 9: [Assessing the Risk and Potential of Pfizer Inc.'s \(PFE\) Stock](#)
- 10: [Pfizer and Astellas' XTANDI® Approved by U.S. FDA in Earlier Prostate Canc...](#)
- 11: [Pfizer swings to wider-than-expected loss but keeps full-year outlook intact](#)
- 12: [US FDA approves Pfizer & Astellas' Xtandi for earlier prostate cancer treatm...](#)

Buy +24.11%

SWISS BROKER "WITH RATES AT 5% FLOW CLIENTS WOULD RATHER BUY DEPOSITS"



IVM Artificial Intelligence shows hot themes for today-> You choose robotics-> In seconds, IVM AI finds relevant stocks-> IVM Optimizer, in 30 seconds, finds 3 totally unique baskets with 100% protection of capital and a 9%+ memory coupon. From 150 variations with a range of coupons from 7% to 11%.

Most traded companies and Indices

AI β Industry Index Popular A-Z

I have a theme I have a list of stocks

Show stocks which benefit from positive trends in:

Robotics

Generate baskets >

More stocks Fresh Copy

You can keep clicking more stocks many times
Stop clicking when you see that no new stocks are being added after a few attempts

- NVIDIA CORP
- ABB LTD-REG
- RAYTHEON TECHNOLOGIES CORP
- HOME DEPOT INC
- BAYER AG-REG
- TESLA INC
- GENERAL ELECTRIC CO
- MCDONALD'S CORP
- SIEMENS AG-REG
- ADVANCED MICRO DEVICES

Multi basket pricing

Coupon: 9% - 30% Save Terms Excel Price all (150)

Stock 1	Stock 2	Stock 3	Popularity	1y	2y	3y
Select...	Select...	Select...		Save: yes	Save: yes	Save: yes
HD US	BAYN GR	TSLA US	-6.00 %	10.57 %	10.74 %	10.04 %
ABBN SW	TSLA US	AMD US	-10.67 %	10.57 %	10.57 %	9.77 %
NVDA US	TSLA US	GE US	-7.33 %	10.22 %	10.04 %	9.16 %
BAYN GR	TSLA US	LIN US	-6.67 %	10.22 %	10.10 %	9.91 %
ABBN SW	TSLA US	AMAT US	-8.67 %	10.22 %	10.04 %	9.16 %
TSLA US	MCD US	SIE GR	-8.67 %	10.04 %	10.04 %	9.16 %
NVDA US	TSLA US	AMD US	-9.00 %	10.04 %	9.87 %	9.16 %
RTX US	TSLA US	SIE GR	-4.33 %	10.04 %	10.04 %	9.38 %
TSLA US	SIE GR	AMAT US	-4.33 %	9.87 %	9.69 %	8.99 %
BAYN GR	SIE GR	AMD US	-3.67 %	9.87 %	9.90 %	9.34 %
TSLA US	MSFT US	GE US	-3.00 %	9.87 %	9.69 %	8.99 %
NVDA US	BAYN GR	GE US	-4.67 %	9.87 %	9.87 %	9.16 %
NVDA US	ABBN SW	RTX US	-7.00 %	9.69 %	9.69 %	9.06 %
RTX US	TSLA US	MCD US	-8.67 %	9.69 %	9.69 %	8.99 %
ABBN SW	MCD US	AMD US	-10.67 %	9.69 %	9.69 %	9.08 %

Final step: connectivity with your trading platform

Note: In this slide IVM doesn't represent that we are or we are not working with various companies presented. We are showing our API capabilities

CASE STUDY: HIGH VALUE CLIENT PROVIDES AN APPROVED STOCK LIST AND ASKS TO FIND MULTIPLE PRODUCTS TO MATCH THEIR NEEDS AND 3-5 BASKETS FOR EACH PRODUCT



vestr

SIMON

iCapital

CAIS



Volodymyr Gubskiy · You

Co-Founder & CEO at IVM Markets - a SaaS solution to ...
1w · 🗨️

US Broker: "modelling some #structuredproducts repair / recovery trades. needing to vary the underlying basket. would probably want to vary other input parameters such as maturity, protection level, etc." IVM Markets: have you tried our Basket + Maturity grid? 300 variations in 1 minute.

Endorsed by



Stefan Wagner · 1st

Head of Business Development at vestr



Justin Sangster · 1st

IVM Markets - Structured products - Customised Investments software



Choukri Khzioua · 1st

Credit Suisse Structured Product Sales Assistant



Volodymyr Gubskiy · You

Co-Founder & CEO at IVM Markets - a SaaS solution to mod...
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I first heard about structured products when I was studying at the London School of Economics. A trader from a bulge bracket bank led a seminar...I was fascinated. I discovered that as an investor, you don't have to buy the whole investment product if there are parts you don't like. You can pick and choose and add the parts you do want. And today it's a \$7tn market which is larger than ETFs and hedged funds together and growing at 30% per year. <https://lnkd.in/eMV-iUYb>

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Technical Lead - Principal Quant Engineer at SIMON Markets LLC



Ryan Harrington · 1st

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Zilvinas Avellino, CFA · 1st

Executive Director; Structured Products Trading



Volodymyr Gubskiy · You

Co-Founder & CEO at IVM Markets - a SaaS solution to model structur...
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Investors, listen up! Capital-guaranteed #structuredproducts are making a huge comeback in Europe, with some markets seeing an increase to 34% in their share. And now, with the main issuers offering AUTOCALL WITH 100% PRINCIPAL PROTECTION, it's more important than ever to have access to the right tools. <https://lnkd.in/dPzT8DQb> That's why IVM Markets are proud to announce that IVM Structured Product Ideation Portal now supports modeling for Autocalls with 100% capital protection. Our ideation software can price hundreds of variations of baskets of stocks or indexes to help you find the most optimal way to express your thematic view [TODAY]

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Vice President | Structured Solutions at CAIS



Holly Woodhead · 1st

Asset Manager at Blue Coast Capital

Note: Endorsement means in relation to IVMs posts about the IVM vision - "likes", positive comments, relevant survey replies and other similar

FROM A LIST OF STOCKS IN SECONDS THE IVM AI OPTIMISER IDENTIFIES BASKETS / PRODUCTS WITH MORE RETURN & MORE PROTECTION



Most traded companies and Indices

AI B Industry Index Popular A-Z

I have a theme I have a list of stocks

Enter stocks you wish to recognize:

(separate stocks with colons, semicolons or new line)

Wolfspeed Inc
Wolters Kluwer NV
Woodside Energy Group Ltd
Zebra Technologies Corp

Recognize

Generate baskets >

- AIR LIQUIDE SA
- ANGLO AMERICAN PLC
- BHP GROUP LTD-DI
- BLACKSTONE INC
- BROADCOM INC
- CATERPILLAR INC
- COMMONWEALTH BANK OF AUSTRAL
- CREDIT AGRICOLE SA
- CSL LTD
- DASSAULT SYSTEMES SE

Multi basket pricing

Select... Save Load Delete

Themes Tenor grid Strike/Barrier grid + stock - stock

Coupon: 1% - 30% Save Terms Excel Price all (300)

Stock 1	Stock 2	Stock 3	Popularity	Strike, no barrier			Barrier (vs strike: 100.00%)		
				50.00%	60.00%	70.00%	60.00%	70.00%	80.00%
DSY FP	DAL US	EQT US	-0.67%	16.99%	19.57%	21.69%	23.97%	25.11%	25.80%
SLB US	SCCO US	UAL US	-1.33%	16.56%	19.04%	21.03%	23.27%	24.38%	25.03%
TTE FP	UAL US	URI US	-2.00%	15.05%	17.37%	19.39%	21.17%	22.56%	23.27%
EQT US	FCX US	GIVN SW	-5.67%	14.86%	17.37%	19.62%	21.25%	23.15%	24.15%
CSL AU	EQT US	RACE IM	-0.33%	14.45%	16.92%	19.04%	20.98%	22.38%	23.09%
SIKA SW	SNPS US	UAL US	-1.33%	13.63%	15.72%	17.62%	19.21%	20.45%	21.33%
URI US	BHP LN	CSL AU	-1.00%	13.08%	15.50%	17.66%	19.51%	20.99%	21.93%
URI US	WDS AU	AAL LN	-0.67%	12.53%	15.17%	17.46%	19.57%	21.07%	22.03%
CAT US	CSL AU	DAL US	-0.67%	12.33%	14.51%	16.46%	18.21%	19.57%	20.29%
EL FP	RACE IM	FCX US	-3.00%	11.98%	14.10%	15.93%	17.46%	18.86%	19.74%
SNPS US	URI US	AI FP	-0.33%	11.82%	13.75%	15.40%	16.92%	18.01%	18.74%
SCHP SW	SLB US	SIKA SW	-5.33%	11.51%	13.75%	15.86%	17.27%	18.92%	19.98%
SCHP SW	SLHN SW	UAL US	-5.33%	11.49%	13.57%	15.38%	16.82%	18.19%	19.21%
NAB AU	STO AU	SLB US	-0.67%	11.29%	13.80%	16.09%	17.62%	19.60%	20.68%

IVMs product analytics across 6 investor risk tolerance levels: If stocks drop by 41%. Would you prefer to lose only 1% of your investment or be willing to accept a loss of 41% at that point?

working with various companies presented. We are showing our API

IVM AI/ OPTIMISER FINDS 5 UNIQUE BASKETS FOR EACH PRODUCT. OPTIMISE AUTOCALL STEPDOWN FOR BASKET 5 TO INCREASE COUPON



Stock 1	Stock 2	Stock 3	Popularity	Strike, no barrier			Barrier (vs strike: 100.00%)		
				50.00%	60.00%	70.00%	60.00%	70.00%	
DSY FP	DAL US	EQT US	-0.67 %	16.99 %	19.57 %	21.69 %	23.97 %	25.11 %	
SLB US	SCCO US	UAL US	-1.33 %	16.56 %	19.04 %	21.03 %	23.27 %	24.38 %	
URI US	WDS AU	AAL LN	-0.67 %	12.53 %	15.17 %	17.46 %	19.57 %	21.07 %	
EL FP	RACE IM	FCX US	-3.00 %	11.98 %	14.10 %	15.93 %	17.46 %	18.86 %	
NEM US	RIO LN	STO AU	-1.33 %	9.71 %	12.51 %	14.98 %	16.74 %	18.86 %	

Autocall Frequency	First call in month X	No stepdown	Stepdown -3.00%	Stepdown -5.00%	Stepdown -10.00%
Monthly	31-Jul-23	First level 100.00%	First level 100.00%	First level 100.00%	First level 100.00%
	30-Aug-23	12.16 %	704 %	3.34 %	no solution
	02-Oct-23	12.08 %	775 %	4.58 %	1.58 %
	03-Jan-24	11.90 %	8.99 %	7.04 %	4.58 %
	01-Apr-24	11.86 %	9.87 %	8.28 %	6.34 %
	01-Jul-24	11.80 %	10.39 %	9.18 %	7.75 %
Quarterly	02-Oct-23	12.51 %	12.35 %	11.29 %	8.10 %
	03-Jan-24	12.43 %	12.53 %	11.70 %	9.52 %
	01-Apr-24	12.33 %	12.51 %	12.10 %	10.41 %
	01-Jul-24	12.21 %	12.35 %	12.16 %	10.92 %
Semi-annual	03-Jan-24	12.86 %	12.94 %	12.94 %	12.21 %
	01-Jul-24	12.69 %	12.78 %	12.80 %	12.70 %
Annual	01-Jul-24	13.61 %	13.65 %	13.67 %	13.75 %



Final step:
connectivity
with your
trading platform

Note: In this slide IVM doesn't represent that we are or we are not working with various companies presented. We are showing our API capabilities

DOES YOUR PORTFOLIO SYSTEM PROVIDE TRANSPARENCY INTO ISSUER FEES AND ALLOW BROKERS TO NEGOTIATE HIGHER COUPONS?



Volodymyr Gubskiy · You

Co-Founder & Product Lead at IVM Markets - a SaaS product to democratise...
1w · 🗨️

Higher fees: Structured notes cost more to launch and build than other financial products. As a result, you may pay higher embedded fees. -> does software provide transparency into these fees and help brokers to negotiate better fees?

Endorsed by



Sidharth Dubey · 1st

Head of Financial Markets Structured Solutions
at Ahli United Bank



Michael Boboshko · 1st

Managing Director at Eurasia Alternative
Investments Club



Vasily Smekalov · 1st

Executive Director at J.P. Morgan



James Thornton-Dewhirst · 1st

CEO at Investment Management Partners



Volodymyr Gubskiy · You

Co-Founder & CEO at IVM Markets - a SaaS solution to ...
1mo · Edited · 🗨️

Structured Retail Products: Total costs were largely attributable to entry costs and varied substantially by country and by pay-off type. Costs of products issued in 2021 !INCREASED! for a majority of payoff types and issuers compared to products issued in the previous three years. <https://lnkd.in/eMXSdWst>
IVM empowers distributors with a data driven approach to negotiating better prices for #structuredproducts demo with

Endorsed by



Nadia Kozyreva · 1st

Director



Stefan Wagner · 1st

Head of Business Development at vestr

Note: Endorsement means in relation to IVMs posts about the IVM vision - "likes", positive comments, relevant survey replies and other similar

IF YOU DO KEEP SELLING THE SAME BASKET AND PRODUCT OVER AND OVER – AT LEAST NEGOTIATE. OUR CLIENTS SAVE MILLIONS!



RESELLER SCENARIO:

IVM user receives the best quote in an auction, but is about to lose the deal to competition. Worry not. The user can use their own past traded data to negotiate a higher coupon from the issuer.

IVM SOLUTION:

IVM's pricing engine converts your own trades into actionable big data of issuer's "markups from offer". IVM portfolio allows to use this past data to negotiate higher coupons on your future deals.

- 1 Input your best quote into the IVM software
- 2 See the issuer margin (net running)
- 3 Review how this margin compares to past trades – did they give you a good price today v.s. yesterday?
- 4 Increase coupon rate in IVM software until bank margin matches past bank margins. Use this to go and push for a higher coupon rate with issuer.

Product

Equities *: Add equity

Trade Date *:

Memory Coupon

Memory Coupon Trigger Type *:

Memory Coupon Rate pa *:

Memory Yes No *:

Autocall

Autocall Trigger Type *:

Maturity Client Sell Option

Option Type *:

Option Price Type *:

Option Strike *:

Maturity KI Client Sell Option

Knockin Price Type *:

Knockin Direction *:

Knockin Level *:

Personalize to investor's needs

Generate PnL Workspace

Use this workspace to

(1) Find the best possible product to express client's view. Price 30 products from 1 screen in 5 minutes. Generate an indicative upfront fee range for each of them, close to an auction range from actual issuers.

(2) Negotiate price with issuers. Enter live winning issuer UF Fee below - see their PnL today - compare Vs their PnL on past similar deals from Saved Trade - haggle - do the deal - SAVE

Select your reoffer / fee upfront		
Upfront fee for you:	-2 %	\$ -1,000,000
Re-offer for you:	98%	\$ 49,000,000
See the issuer's markup		
Net running:	0.4%	198,537

Product

Equities *: Add equity

Trade Date *:

Memory Coupon

Memory Coupon Trigger Type *:

Memory Coupon Rate pa *:

Memory Yes No *:

Autocall

Autocall Trigger Type *:

Maturity Client Sell Option

Option Type *:

Option Price Type *:

Option Strike *:

Maturity KI Client Sell Option

Knockin Price Type *:

Knockin Direction *:

Knockin Level *:

Personalize to investor's needs

Generate PnL Workspace

Use this workspace to

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Select your reoffer / fee upfront		
Upfront fee for you:	-2 %	\$ -1,000,000
Re-offer for you:	98%	\$ 49,000,000
See the issuer's markup		
Net running:	0.14%	68,909

Equities	T.Mc.	T.Memor.	T.Me.	T.Guar.	T.Auto.	T.Opti.	T.I.Co.	T.Fin.	T.Knock.	T.Created	T.Tr.	T.Coupon	T.Currency	
"SPX"	8.50 %	70.00 %	No	Worst	100.00 %	100.00 %	Worst	70.00...	Worst	13 Oct 2022	13 Oct.	61 months	USD	
										Created	National	Re-offer	Net upfront	Net running
										13 Oct 2022 14:52	50,000,000	98.00 %	199 %	0.40 %
"SPX BTK IND"	8.50 %	60.00 %	No	Worst	100.00 %	100.00 %	Worst	60.00...	Worst	12 Oct 2022	06 Oct.	48 months	USD	
"IND BTK SPX"	8.50 %	60.00 %	Yes	Worst	100.00 %	100.00 %	Worst	60.00...	Worst	11 Oct 2022	11 Oct.	36 months	USD	
"SPX"	7.50 %	70.00 %	No	Worst	100.00 %	100.00 %	Worst	70.00...	Worst	19 Sep 2022	08 S.	61 months	USD	
										Created	National	Re-offer	Net upfront	Net running
										19 Sep 2022 09:08	50,000,000	98.00 %	108 %	0.22 %
"SPX"	6.99 %	0.00 %	Yes	Worst	999.00 %	100.00 %	Worst	75.00...	Worst	19 Sep 2022	08 S.	12 months	USD	
										Created	National	Re-offer	Net upfront	Net running
										19 Sep 2022 08:55	50,000,000	99.00 %	0.26 %	0.25 %

“What sets IVM apart from other pricers is that it simply works. No fiddly market inputs – just consistent results. It helps that there is a stellar team behind the scenes too.”

Broker, UK



Justin Sangster
Commercial Director



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