

Novia Global expands investment universe adding multi-currency ETFs to the platform

1st August 2016 – Novia Global, the online wealth management service is pleased to announce the availability of multi-currency Exchange Traded Funds (including Sterling, US dollar and Euro). Provided in conjunction with Winterflood Business Services, Novia Global are now able to offer over 100 ETFs, including physically backed and synthetically replicated investments from nine leading providers. Additional providers will be added in response to demand. The suite of ETFs will include those listed on both the UK and European exchanges, and with the trading being aggregated the cost is minimised by sharing the trading fees with those transacting that day.

Dave Field, Head of Customer Service at Novia Global said: “We have seen an enormous and rising demand for ETFs from both within our European jurisdictions and from further afield where ETFs are more common place than they are in the UK. This demand is driven not only by our international intermediaries looking to provide their clients and investors with the precision investment, granularity and traditionally low cost alternatives that ETFs can offer; but also from DFMs who are increasingly using these instruments in their model portfolio building for accurate asset allocation.”

Field continued: “Novia Global recently launched a new Discretionary Management service with strategic partnerships in place now with Marlborough, Smith & Williamson, MitonOptimal, Tavistock Investments and Copia Capital Management. Many of these managers are embracing ETFs and the ability for the platform to provide seamless access to these investments and fully integrate them into the portfolio construction tools such as our market leading Moderl Portfolio Manager service, can provide substantial time and cost efficiencies for both the intermediary and the DFM.”

Alex Kerry, Head of Winterflood Business Services said: “Through our partnership with Novia, we continue to support one of the UK's leading wealth management platforms to innovate and deliver more efficient and cost-effective solutions to advisers and end investors. By now supporting its International Wealth Management Platform, this partnership will enable more advisers to access cutting-edge technology, providing a broader range of investment options and asset classes to international clients.”

Access to ETFs on the Novia Global platform are fully integrated into the wealth management service and will be available across relevant wrappers. The trading charge is set at five basis points per order for UK Instruments (subject to a minimum of £5 per trade) and eight basis points per order for International instruments (subject to a minimum of £10, \$14, or €12.50 per trade depending on the jurisdiction the ETF is listed in). There will also be a settlement fee which will vary according to jurisdiction.

Novia Global is available to advisers dealing in the international market, private banks, Trust companies and their clients as well as certain other professional investors. It currently supports advisers and trust companies based in a variety of jurisdictions including the Channel Islands, Isle of Man, Gibraltar , Switzerland, the Cayman Islands, Europe and Hong Kong. Further geographical jurisdictions are currently in the works with the intention of quickly further extending platform presence.

About Winterflood Business Services

Winterflood Business Services (WBS) is a specialist business-to-business platform provider, delivering a range of leading solutions to institutions, wealth managers and brokerage clients. WBS is a leader in providing dealing, settlement and custody with technology, integration and connectivity at the core of the business. WBS aims to provide clients with wider access to asset classes, greater access to management reporting and a reduction in costs. The financial industry is ever-changing; WBS enables businesses to change and adapt to both regulatory challenges and industry trends, while driving down cost.

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Notes to editors

Novia Global Limited launched in 2015 to provide a comprehensive wealth management service or 'full wrap platform' for investment advisers and their clients in the international market. Novia Global provides a transparent pricing structure as well as access to a wide range of investment products each with their own Cash Facility, an extensive suite of portfolio management tools, and access to an extensive range of investment classes including shares, bonds, traditional authorised funds, ETFs and alternative investments.

The core operating system is provided by Australian based GBST who have been developing software solutions for fund administration and financial services since 1996, and for wrap solutions since 1999, amassing \$186bn (AU) in assets under management on their systems. The comprehensive suite of portfolio management tools is powered by Financial Express.

The Novia team, based in Bath, is led by Bill Vasilieff ex Sales and Marketing director and joint cofounder of Selestia. Novia as an independent proposition has substantial financial backing from a combination of private individuals and corporate organisations. The board is chaired by John Beaumont, who has held a number of non-executive roles in major public organisations and several technology start-ups and Donald MacKinnon as non-executive, ex sales director of Matrix Securities.