

press release

Standard Chartered launches first-in-market online simulators for Wealth Lending to help clients better assess the resiliency of their portfolio

The client co-created simulators allow clients to visualise how market factors could influence the performance of their Wealth Lending portfolio and show the potential returns and associated risks of leveraging quality assets.

4 August 2020, Singapore – Standard Chartered Bank Singapore (“the Bank”) has taken its [Wealth Lending](#) overdraft facility online with the introduction of three brand-new digital simulators. The Wealth Lending simulators are particularly useful during stressful market environments when clients need practical and simple solutions to help them streamline their investment decision process.

The first-in-Singapore scenario-based simulators were designed to help clients visualise how factors, such as market movements and FX volatility, could influence the performance of their Wealth Lending portfolio and show clients the potential returns and associated risks of leveraging quality assets in their portfolio. Clients can then calibrate their Wealth Lending portfolio based on their current financial circumstances, investment goals and protection needs, and decide how they can best use Wealth Lending to meet their financial goals and aspirations. The transparency enabled by these tools and the emphasis placed on both risk and returns also help relationship managers better educate clients on the benefits and risks of Wealth Lending.

The Wealth Lending simulators were co-created with clients, a first-in-market Bank-client developed solution. This came on the back of an in-depth qualitative study with 30 clients on investment experiences. Responses showed that investors’ top-of-mind concerns include the resiliency of their Wealth Lending portfolio in face of market stress events, portfolio performance and margin calls.

Aligning to one of the Bank’s key priorities to consistently improve on client journeys, a project team was quickly assembled to start addressing these client pain points and develop solutions for them.

After rigorous testing and incorporating feedback from clients over a period of three months, the Wealth Lending simulators were launched and are accessible by all via [the Bank's website](#).

Product	Investment Simulator	Simulates the rate of returns on clients' investments, including variations based on leveraged and non-leveraged options. This offers clients full flexibility to see the impact of currency switches as well as potential margin call implications.
	Bancassurance Simulator	Simulates the rate of returns on clients' bancassurance assets, including variations based on financing and non-financing options. This offers clients full flexibility to see the impact of currency switches as well as potential margin call implications.
Portfolio	Portfolio Simulator	Simulates clients' overall Wealth Lending investment portfolio. Clients can review and understand their current portfolio's health and simulate the impact of potential margin call implications.

Sumeet Bhambri, Regional Head of Wealth Management, ASEAN and South Asia and Head of Wealth Management Singapore, Standard Chartered Bank, said:

“Our clients are always at the centre for every innovation at the Bank. The development of the Wealth Lending simulators takes it a step further with client co-creation – we call this *partnership reimagined*. Since the soft launch, clients have provided feedback that they have better knowledge of what the facility provides and greater confidence in using it when investing. This has resulted in a stronger take up of the facility.”

Standard Chartered remains focused in delivering and enhancing its digital capabilities to provide clients with more convenience in the way they manage their investments. With Wealth Lending going online, the Bank now has a [comprehensive suite of “self-serve” digital platforms](#), including [Online Unit Trust](#), [Online Trading](#) and [LiveFX](#), with more digital offerings to come.

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For more information, please contact:

Carol Alisha Chan
Corporate Affairs
Tel: +65 8611 5190

Email: Carol-HY.Chan@sc.com

Amanda Lee
Corporate Affairs
Tel: +65 9183 5792

Email: Amanda.Lee1@sc.com

About Standard Chartered

Standard Chartered Bank in Singapore is part of an international banking group, with more than 150 years of history in some of the world's most dynamic markets. Our purpose is to drive commerce and prosperity through our unique diversity, and our heritage and values are expressed in our brand promise, Here for good.

The Bank has a history of 160 years in Singapore, where we opened our first branch in 1859. In October 1999, we were among the first international banks to receive a Qualifying Full Bank (QFB) licence, an endorsement of the Group's long-standing commitment to our business in the country.

Singapore is home to the majority of our global business leadership, our technology operations, as well as SC Ventures, our innovation hub. In 2013, the Bank transferred our Singapore Retail and SME businesses to a locally incorporated subsidiary, Standard Chartered Bank (Singapore) Limited ("SCBSL"). And in May 2019, we fully consolidated our business operations in Singapore through the transfer of our Commercial Banking, Corporate & Institutional Banking and Private Banking businesses to SCBSL. SCBSL is one of the highest-rated banks globally: A1/Stable by Moody's Investor Services, A/Stable by Standard & Poor's and A/Stable by Fitch Ratings.

In Singapore, we support both individual and corporate needs to build wealth and drive commerce at every step of their journey. We do this by offering an entire range of financial services across personal, priority and private banking as well as our business, commercial and corporate banking teams. The Bank has a network of 16 branches, 5 Priority Banking centres, 1 International Banking and Priority Private Centre and 27 ATMs. For more information please visit www.sc.com/sg.