

# **BITS&ENERGY**

Genova, 9 Novembre 2018

# ENVENT CAPITAL MARKETS

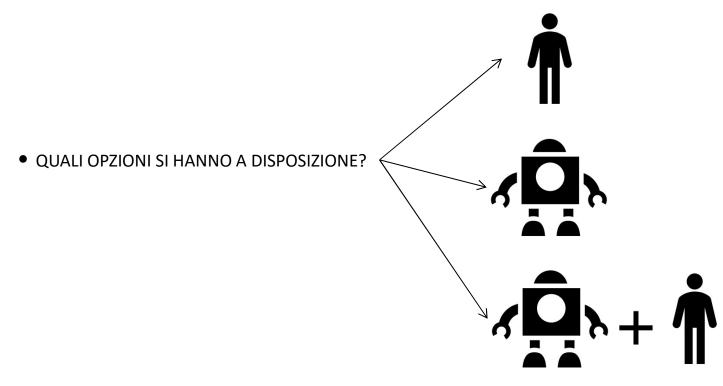
THE DISTINCTIVE INVESTMENT BANKING FIRM

**Paolo Verna** 

Partner, EnVent Capital Markets Ltd.

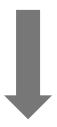
# Digital transformation and I tech robo-advisor Che opzioni esistono oggi?

- QUANTE VOLTE AVETE CHIESTO COSIGLI SU COME INVESTIRE SUI MERCATI DEI CAPITALI AD UN FAMILIARE, AD UN AMICO O AD UN COLLEGA O A QUALCUNO DI CUI VI FIDATE?
- MOLTE PERSONE HANNO PERSO FORTUNE O SEMPLICEMENTE I LORO RISPARMI ED ORA LE GENERAZIONI PIU'
   GIOVANI SONO MOLTO PRUDENTI NEL GESTIRE I LORO SEMPRE PIU' RIDOTTI RISPARMI.



Fonte: Il Sole 24 Ore, Italia e Germania senza rivali nella leadership dell'industria, 21/01/2015

- OGGI IL COSTO DELLA CONSULENZA TRADIZIONALE SI MUOVE IN UN RANGE TRA L'1% E IL 2% DEGLI ASSET GESTITI E NORMALMENTE RICHIEDE IMPORTANTI PATRIMONI PER AVERE UN SERVIZIO TAILORMADE.
- L'ALTERNATIVA DI GESTIRE IN AUTONOMIA I RISPARMI RICHIEDE:
  - TEMPO
  - ENERGIA
  - PREPARAZIONE E ACCESSO AD INFORMAZIONI DI QUALITA'
  - ESPERIENZA



- L'EFFETTO PIU' COMUNE? PERDERE I PROPRI SOLDI A CAUSA:
  - OVERTRADING
  - PANIC SELLING DURANTE I BULL MARKETS
  - TIMING DI INGRESSO SUI MERCATI SBAGLIATO





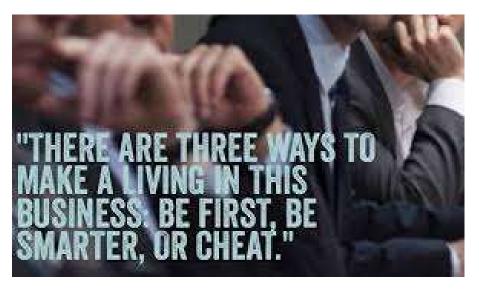


# Digital transformation and I tech robo-advisor Non basta aver visto qualche film sulla finanza







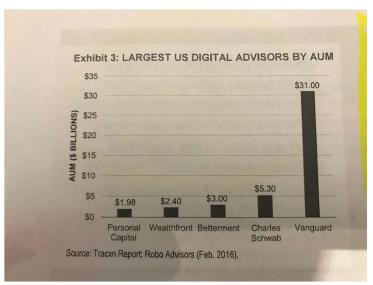


- L'ACCESSO ALLE INFORMAZIONI DI QUALITA', NEL TEMPO GIUSTO E CON LA CORRETTA CAPACITA' DI ELABORAZIONE
- IL PROBLEMA E' CHE POCHI HANNO ACCESSO ALLE INFORMAZIONI DI QUALITA', CON IL GIUSTO TIMING E CON LA CONOSCENZA ADEGUATA PER ELABORARE CORRETTAMENTE LE INFORMAZIONI

# IL ROBO ADVISOR COME SOLUZIONE PER GESTIRE LA COMPLESSITA' DEL PROCESSO DECISIONALE

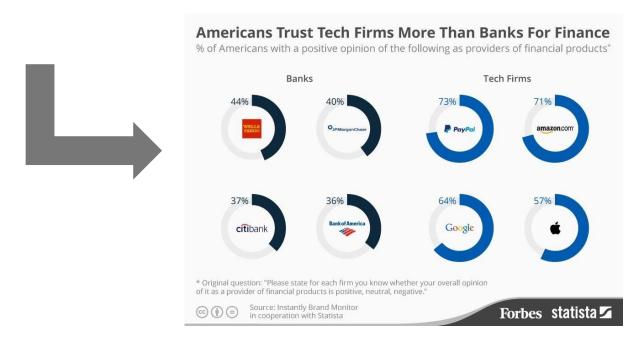
- IL CONCETTO DI ROBO ADVISORS E' STATO INTRODOTTO NEL 2008 IN AMERICA DA PLAYER COME BETTERMENT AND WEALTHFRONT.
- OGGI ESISTONO CIRCA 100 ROBO ADVISOR PLATFORM E SEMPRE PIU' PLAYER INVESTONO SU PIATTAFORME INNOVATIVE. ASSET UNDER MANAGEMENT CIRCA 400 MIL. NEL 2018
- IL PATRIMONIO GESTITO PER UTENTE DA UN ROBO ADVISOR E' PARI A CIRCA \$15 MILA

- SI TRATTA DI PIATTAFORME AUTOMATIZZATE CHE UTILIZZANO ALGORITMI MATEMATICI DI SUPPORTO ALLE DECISIONI DI INVESTIMENTO PER LA CREAZIONE DI PORTAFOGLI FINANZIARI DIVERSIFICATI. SI TRATTA DI WEALTH MANAGEMENT SERVICE BASATI SU ALGORITMI CAPACI DI ELABORARE BIG DATA SENZA O CON UN MINIMO INTERVENTO UMANO
- I ROBO ADVISOR CREANO VALORE IN DUE MODI:
  - DANNO ACCESSO AGLI INVESTIMENTI A COSTI MOLTO INFERIORI RISPETTO AI SISTEMI TRADIZIONALI
  - L'ASSET ALLOCATION AGISCE COME UN PERSONAL FINANCIAL ADVISOR...FIGURA CHE FINO AD OGGI E' ACCESSIBILE SOLO
    PER GLI HIGH NETWORK INDIVIDUAL
- GLI ANALISTI PREVEDONO CHE PER IL 2020 SERVIZI DI ROBO-ADVISOR GESTIRANNO \$3,7 TRILIONI DI ASSET. ENTRO IL 2025 CIRCA \$25 TRILIONI.
- OGGI IL ROBO ADVISOR E' GIA' PARTE INTEGRANTE DELL'OFFERTA DI MOLTE CASE DI GESTIONE COME VANGUARD, SCHWAB E FIDELITY. NEL 2015 BLACKROCK HA ANNUNCIATO L'ACQUISIZIONEDI FUTUREADVISOR.



### IL Robot advisor sarà esclusiva delle banche?

- UNA RECENTE RICERCA DI PWC HA CLASSIFICATO I ROBOADVISOR IN 4 TIPOLOGIE:
  - INDEPENDENT ROBO ADVISOR: I CONTI CORRENTI VENGONO APERTI PRESSO LA BANCA DEL CLIENTE O RPESSO UNA BANCA SUGGERITA DAL ROBOT. LA PROFILAZIONE E LA COSTRZIONE DEL PORTAFOGLIO VIENE SVOLTA DAL ROBOT
  - SEGREGATED ROBO ADVISOR: LE BANCHE OPERANO CON I CANALI TRADIZIONALI PER FORMIRE CONSULENZA ED ESECUZIONE DI ORDINI SULLA BASE DELLE INDICAZIONE DEL ROBO ADVISOR
  - INTEGRATED ROBO ADVISOR: SISTEMA TOTALMENTE CONNESSO ALLA BANCA.
  - ROBO 4 ADVISE: SI TRATTA DI UNA PIATTAFORMA CON UN CONSULENTE UMANO CHE FORNISCE I CONSIGLI. IL
    CONSULENTE E' L'UOMO E NON LA PIATTAFORMA.





 I MILLENIANS (I nati tra il 1980 e i primi anni del 2000s) SONO I MAGGIORI UTILIZZATORI DEI SERVIZI DI ROBO ADVISORY



• IL PUNTO NODALE PER LO SVILUPPO DEI ROBOT ADVISOR SARA' LA CAPACITA' DI INTERCETTARE GLI OVER 50% CHE DETENGONO OLTRE L'80% DEGLI ASSET INVESTIBILI.

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# SELFIEWEALTH

SELFIEWEALTH

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SelfieWealth is mainly a **pure robo-advisor** that has a proprietary engine for asset allocation capable of ranging analysis of about **200,000** titles or different funds on all global exchanges, updated daily and historicized for a decade.

Everyday the robo (Al algorithm) produces **forecasts** about 40 stock markets.

SelfieWealth is also an Independent Financial Advisor and a producer of original research reports.

On top, SelfieWealth's **daily production** of financial content and personalized **news**, makes this robo a unique and distinctive product in the landscape of the automated advisory.

Answering few questions every investor can receive a real-time response on the most **optimal portfolio** diversification given the risk/performance ratio that characterizes it. Other distinctive features are: measuring of the correlations between each asset class; risk management and continuous monitoring of the portfolio; portfolios optimization.



# **Forecast**

Get updated everyday with SelfieWealth's forecasts about stock markets, funds, bond, etf and more.

The accuracy of the forecasts and risk measures is constantly monitored and our team will intervene in case of market anomalies or structural changes.



40 Stock Market 60.000 securities analyzes 5 Main asset class:

- Stocks
- Bonds
- ETFs
- Mutual Funds
- **Cryptocurrencies**







# Portfolio generation

Premium users can generate virtual portfolios and get updated about titles and market trends.

The Al adapts your portfolio automatically in real time to market changes and cycles in producing trend analysis, forecasts and recommendations.



From April 2016 to October 2018: our team asks the Al platform to create new simulated portfolios to increase the number of publicly available Robo-portfolios.

 nowadays, the total number of simulated portfolios is 264, differentiated on more than 30 stock exchanges worldwide



Robo in gain 76.52% 202/264 of total Robo-Portfolio BOND 47%

Bond: 47.05%

ETF 0%

MUTUALFUND 21.9%

STOCK 31%





## **News**

Our financial experts produce daily news based on the latest forecasts and analysis of the Robot.

Registered users can follow our news service for free\* and acquire timely and accurate analysis and unbiased information to operate in a fully informed way in the financial environment.



From April 2016 to October 2018:

- +1000 news published
- 700K newsletter sent (40% of opened) in 3 languages: IT, EN, DE



17 Mar 2018

### The best pick of SelfieWealth last week in London

SkinBioTherapeutics suggested by the Robot has gained 10.78% in one week

















SelfieWealth Artificial Intelligence platform last week has suggested interesting and winning picks at the London Stock Exchange. Below the list of the best shares picked by our Robot ranked by weekly performance:

- SKINBIOTHERAPEUTICS(SBTX\_GBR), weekly gain 10.78%; best position in Robot's rank; 9 on 2018-03-16; oncein premium list last week;
- DRIVER GROUP(DRV\_GBR), weekly gain 7.75%; best position in Robot's rank: 9 on 2018-03-12: twice in premium list last week



<sup>\*[</sup>Reuters Institute Digital News Report 2017] non-payers users remain reluctant to pay services because of the widespread availability of free content (54%), and the fact that a 'favourite brand' doesn't currently charge (29%)

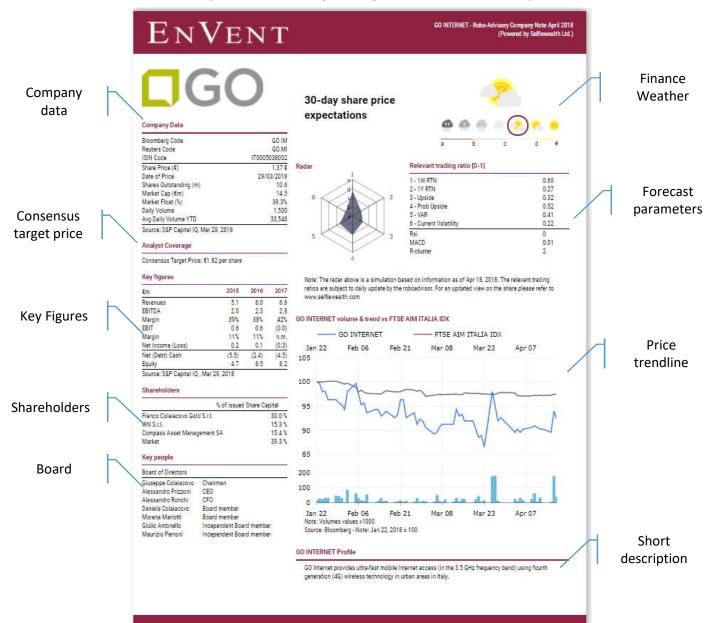
# Research Report example

**EnVent Capital Markets** is a distinctive investment banking firm dedicated to mid-market clients providing Equity and Debt Capital Markets services,

EnVent in collaboration with Selfiewealth automatically produces research reports on a monthly base.

Each report contains updated information about the company performances and forecasts.

The forecasts are elaborated by the artificial intelligence algorithms for the next 30 days.



**STOCK INTELLIGENCE:** Advanced searchs among 200K stocks, bonds, funds, ETFs, currencies and more. Discover trends, suggestions and financial forecast starting from a simple search query

**CUSTOM ASSET ALLOCATION:** Real-time portfolios and asset allocation generation. The system is able to calculate the best curve risk/yield for each users. The users can obtain their custom asset allocation simply answering few questions about their wealth preferences. The roboadvisor updates everyday all the portfolios of the users giving highligths and suggestions in order to work best on the market (e.g. Prob of upside, one week/year returns, volatility, var, etc.)

**PREMIUM STOCK LIST WORLDWIDE:** The Roboadvisor Al processes several informations about financial products related to about 30 exchanges worldwide. The robot marks as premium the stocks with the highest growth probabilities in the next 30 days.

**STOCK AND PORTFOLIOS COMPARISONS:** Users can compare portfolios or stocks to measure the return of your asset allocation to decide theirs best financial strategy. Comparison is made simple by a SelfieWealth custom radar chart synthetic representation.

**ASSET ALLOCATION OPTIMIZATION AND BACKTEST:** SelfieWealth's robot automatically checks if the porfolios allocation is always updated to be the most efficient compared to the risk/reward ration desidered by the user. It also allows, portofolio historical analysis.

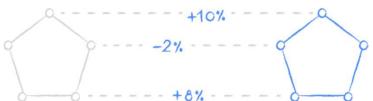
**STOCKS CORRELATIONS:** The robot analyzes trends of prices about all the exchanged stocks in order to discover trendline similarities and stocks correlations.

**NEWS:** The robot produces daily analitical reports that are sent to users as news, articles, analysis or simple updates.



Services

List



# White label



SelfieWealth offers already several additional services, which can be customized and modularly added.

During the planning phase we'll analyse the possibility of further additional functions, in order to need customer's needs and requirements.

The design of the solution will be customized with your own brand, logo and identity. In this way, customers of the white label solution can associate the product with your brand.

# **Custom** features



Investors con use the white-label solution among different devices, since it is a fully responsive product which is optimised for different screen sizes.

The example in the photo is about *Tickerinvest*, a Russian company offering exchange consulting and investment services, was looking for an white label investment tool for their customers.



# ENVENT

TERNIENERGIA - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



TerniEnergia S.p.A. develops and provides solutions and products based on digital and industrial technologies for the energy sector.

#### **Company Data**

Reuters Code	TRNI.MI
ISIN Code	IT0004359037
Share Price (€)	0.34 €
Date of Price	30/10/2018
Sector	Semiconductor Equipment
Expectation	

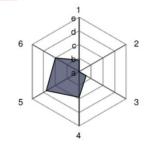
Source: Envent on public data, Oct 30, 2018

#### Share price Robo Advisor expectation

DAYS	TARGET PRICE	UPSIDE
15 days	0.33 €	-2.83%
30 days	0.33 €	-3.56%
60 days	0.32 €	-6.22%

Source: Selfiewealth, Oct 30, 2018

#### Radar



#### Relevant trading ratio [0-1]

1 - 1W RTN	0.21
2 - 1Y RTN	0.00
3 - Upside	0.15
4 - Prob Upside	0.47
5 - VAR	0.70
6 - Current Volatility	0.51
Rsi	0
MACD	0
R-cluster	2

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT

DBA Group - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



DBA Group S.r.I., a technology consulting company, provides network connectivity and infrastructure lifecycle support solutions.

#### **Company Data**

Reuters Code	DBA.MI
ISIN Code	IT0005285942
Share Price (€)	2.9 €
Date of Price	30/10/2018
Sector	IT Consulting and Other Services
Expectation	

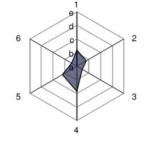
Source: Envent on public data, Oct 30, 2018

#### **Share price Robo Advisor expectation**

Source: Selfiewealth, Oct 30, 2018

DAYS	TARGET PRICE	UPSIDE
15 days	2.8 €	-3.37%
30 days	2.81 €	-3.14%
60 days	2.82 €	-2.8%

Radar



#### Relevant trading ratio [0-1]

1 - 1W RTN	0.30
2 - 1Y RTN	0.20
3 - Upside	0.11
4 - Prob Upside	0.47
5 - VAR	0.31
6 - Current Volatility	0.11
Rsi	0
MACD	-0.02
R-cluster	1

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT

REPLY - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



Reply S.p.A. provides consulting, system integration, application management, and business process outsourcing services in Italy and internationally.

#### **Company Data**

Reuters Code ISIN Code	REY.MI IT0001499679
Share Price (€)	49.04 €
Date of Price	30/10/2018
Sector	IT Consulting and Other Services
Expectation	

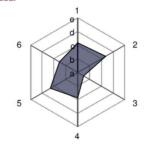
Source: Envent on public data, Oct 30, 2018

#### Share price Robo Advisor expectation

DAYS	TARGET PRICE	UPSIDE
15 days	47.21 €	-3.73%
30 days	47.43 €	-3.28%
60 days	46.69 €	-4.59%

Source: Selfiewealth, Oct 30, 2018

#### Radar



#### Relevant trading ratio [0-1]

1 - 1W RTN	0.55
2 - 1Y RTN	0.59
3 - Upside	0.13
4 - Prob Upside	0.47
5 - VAR	0.58
6 - Current Volatility	0.39
Rsi	0
MACD	-0.08
R-cluster	2

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT

ASSYSTEM - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



Assystem S.A. operates as an infrastructure engineering and consultancy company worldwide. It operates through two divisions, Energy & Infrastructure, and Staffing.

#### **Company Data**

Reuters Code	ASY.PA
ISIN Code	FR0000074148
Share Price (€)	25.35 €
Date of Price	30/10/2018
Sector	Research and Consulting Services
Expectation	

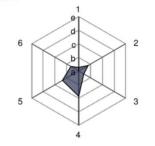
Source: Envent on public data, Oct 30, 2018

#### Share price Robo Advisor expectation

DAYS	TARGET PRICE	UPSIDE
15 days	24.62 €	-2.89%
30 days	24.57 €	-3.07%
60 days	24.43 €	-3.51%

Source: Selfiewealth, Oct 30, 2018

#### Radar



#### Relevant trading ratio [0-1]

1 - 1W RTN	0.07
2 - 1Y RTN	0.20
3 - Upside	0.11
4 - Prob Upside	0.47
5 - VAR	0.35
6 - Current Volatility	0.17
Rsi	0
MACD	-0.22
R-cluster	1

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT

ALTRAN TECHNOLOGIES - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



Altran Technologies S.A. offers engineering consulting services in France and internationally.

#### **Company Data**

Reuters Code ISIN Code	ALTT.PA FR0000034639
Share Price (€)	8.8 €
Date of Price	30/10/2018
Sector	IT Consulting and Other Services
Expectation	San

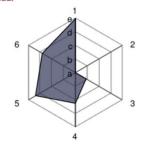
Source: Envent on public data, Oct 30, 2018

#### Share price Robo Advisor expectation

DAYS	TARGET PRICE	UPSIDE
15 days	8.84 €	0.46%
30 days	9.27 €	5.33%
60 days	9.16 €	4.15%

Source: Selfiewealth, Oct 30, 2018

#### Radar



#### Relevant trading ratio [0-1]

1 - 1W RTN	0.99
2 - 1Y RTN	0.00
3 - Upside	0.23
4 - Prob Upside	0.56
5 - VAR	0.85
6 - Current Volatility	0.70
Rsi	0
MACD	0.25
R-cluster	2

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT

COSTAIN GROUP - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



Costain Group PLC provides engineering solutions for various energy, water, and transportation infrastructures in the United Kingdom, Spain, and internationally.

#### **Company Data**

Reuters Code	COSG.L
ISIN Code	GB00B64NSP76
Share Price (GBP)	376 GBP
Date of Price	30/10/2018
Sector	Construction and Engineering
Expectation	

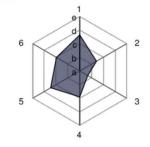
Source: Envent on public data, Oct 30, 2018

#### Share price Robo Advisor expectation

DAYS	TARGET PRICE	UPSIDE
15 days	364.73 GBP	-3%
30 days	361.52 GBP	-3.85%
60 days	357.18 GBP	-4.95%

Source: Selfiewealth, Oct 30, 2018

#### Radar



#### Relevant trading ratio [0-1]

1 - 1W RTN	0.66
2 - 1Y RTN	0.36
3 - Upside	0.17
4 - Prob Upside	0.48
5-VAR	0.62
6 - Current Volatility	0.50
Rsi	0
MACD	0.88
R-cluster	2

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT

ALTEN - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



Alten SA operates as an engineering and technology consultancy company primarily in France, North America, Germany, Scandinavia, Spain, the United Kingdom, Italy, Belgium, the Netherlands, and the Asia-Pacific. The company carries out design and research projects for the technical and information systems divisions in the industrial, telecommunications, and service sectors.

#### **Company Data**

Reuters Code	LTEN.PA
ISIN Code	FR0000071946
Share Price (€)	83.75€
Date of Price	30/10/2018
Sector	IT Consulting and Other Services
Expectation	

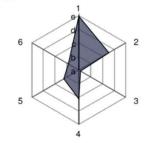
Source: Envent on public data, Oct 30, 2018

#### Share price Robo Advisor expectation

DAYS	TARGET PRICE	UPSIDE
15 days	82.19 €	-1.87%
30 days	81.59 €	-2.58%
60 days	81.81 €	-2.5%

Source: Selfiewealth, Oct 30, 2018

#### Radar



#### Relevant trading ratio [0-1]

1 - 1W RTN	0.99
2 - 1Y RTN	0.64
3 - Upside	0.04
4 - Prob Upside	0.53
5 - VAR	0.32
6 - Current Volatility	0.22
Rsi	0
MACD	0.83
R-cluster	1

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT

SWECO AB - Robo-Advisory Trading Note November 2018 (Powered by SelfieWealth Ltd.)



Sweco AB (publ) provides various services in the fields of consulting engineering, environmental technology, and architecture worldwide.

#### **Company Data**

Reuters Code ISIN Code	SWECb.ST SE0000489098
Share Price (€)	204.4 €
Date of Price	30/10/2018
Sector	Construction and Engineering
Expectation	A.

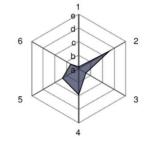
Source: Envent on public data, Oct 30, 2018

#### Share price Robo Advisor expectation

DAYS	TARGET PRICE	UPSIDE
15 days	204.08 €	-0.16%
30 days	199.36 €	-2.47%
60 days	197.82 €	-3.07%

Source: Selfiewealth, Oct 30, 2018

#### Radar



#### Relevant trading ratio [0-1]

R-cluster	1
MACD	0.17
Rsi	0
6 - Current Volatility	0.17
5 - VAR	0.34
4 - Prob Upside	0.48
3 - Upside	0.15
2 - 1Y RTN	0.64
1 - 1W RTN	0.04

Note: The radar above is a simulation based on information as of 30/10/2018. The relevant trading ratios are subject to daily update by the roboadvisor. For an updated view on the share please refer to www.selfiewealth.com

# ENVENT CAPITAL MARKETS

THE DISTINCTIVE INVESTMENT BANKING FIRM

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