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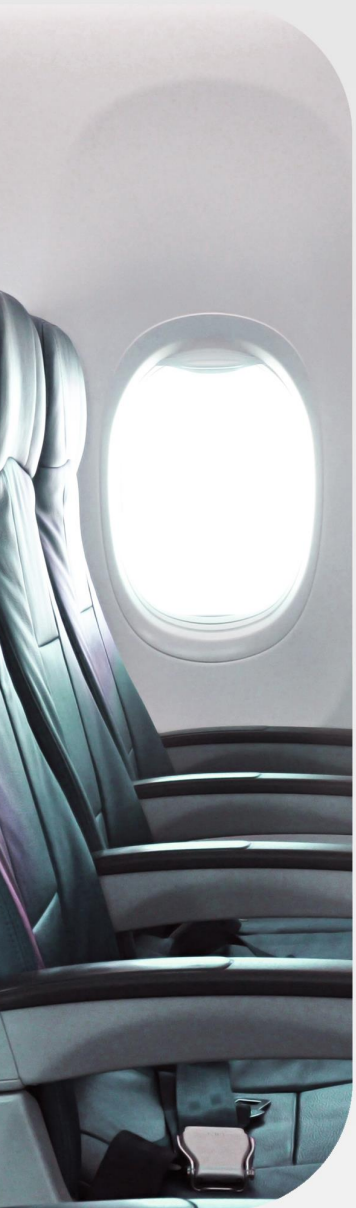
Giving Your Platform Wings

Ben Hammond - Senior Consultant

Altus

BUSINESS SYSTEMS & CONSULTING
FOR FINANCIAL SERVICES





The cup of

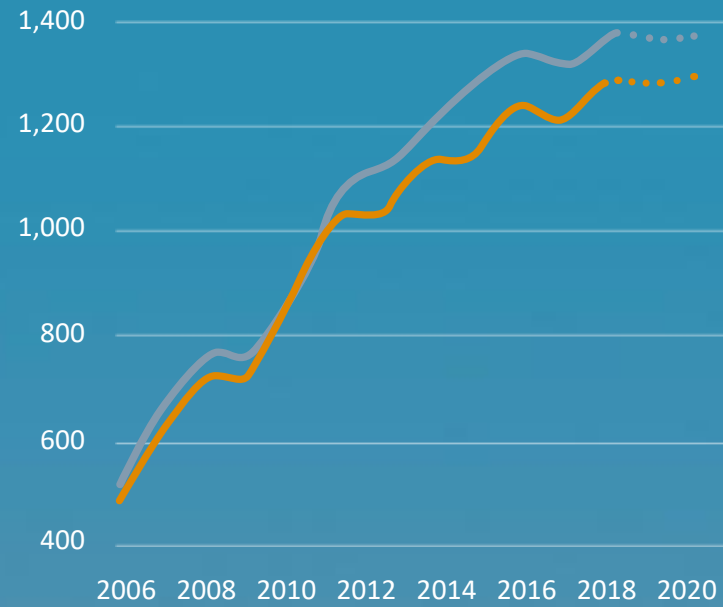
COST

— Typical Platform Capability Cost View —



Platform Industry Profitability

(£ Million)



— Revenue — Cost

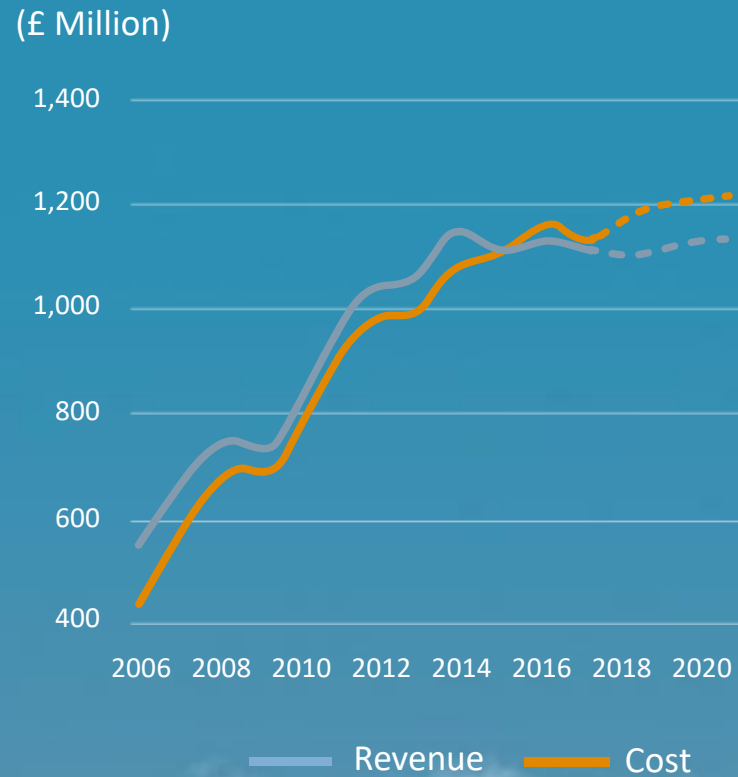




HARGREAVES
LANSDOWN



Platform Industry Profitability Ex. HL



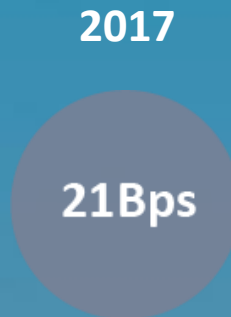
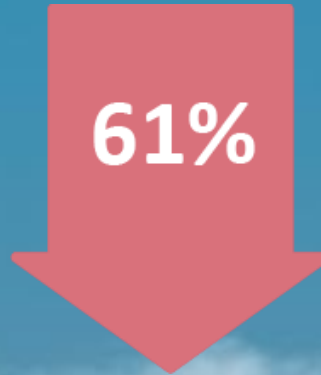
AUA
230%



Total Revenue

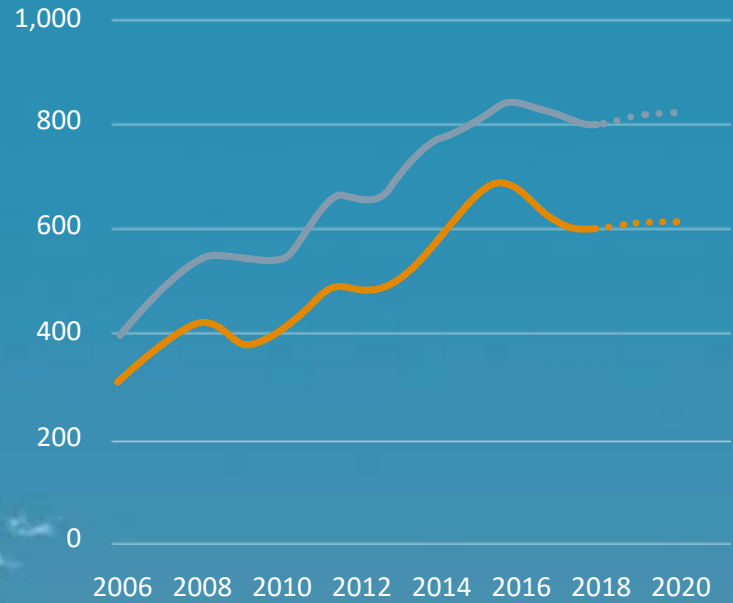


Revenue in Bps



'Pure' Platforms

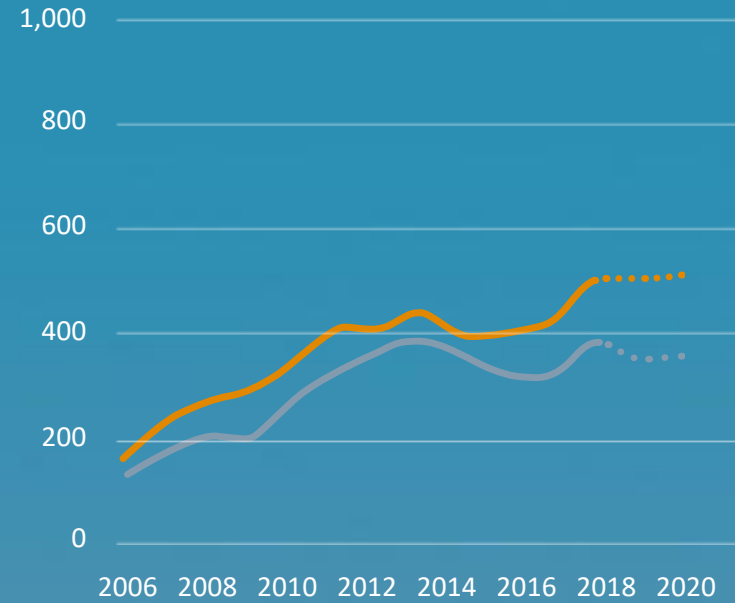
(£ Millions)



Revenue Cost

Group Owned Platforms

(£ Millions)

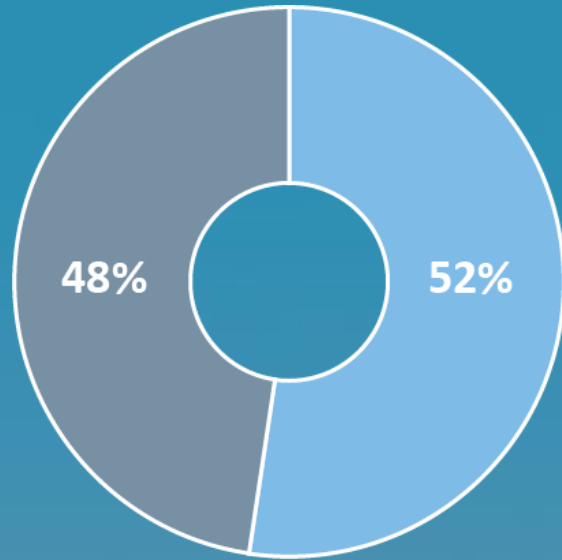


Revenue Cost

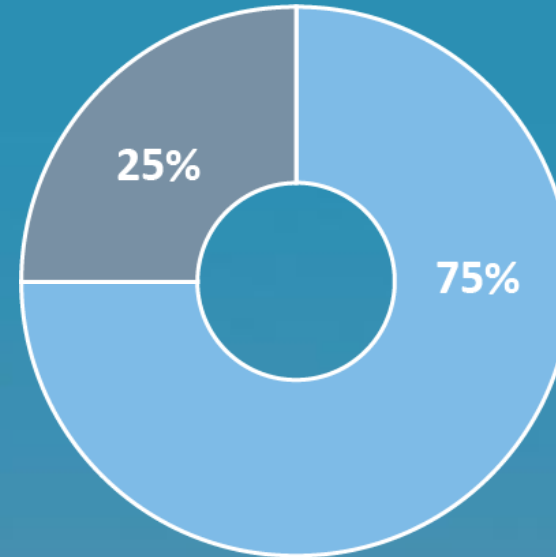


Percentage of Platforms in Profit

'Pure' Platforms



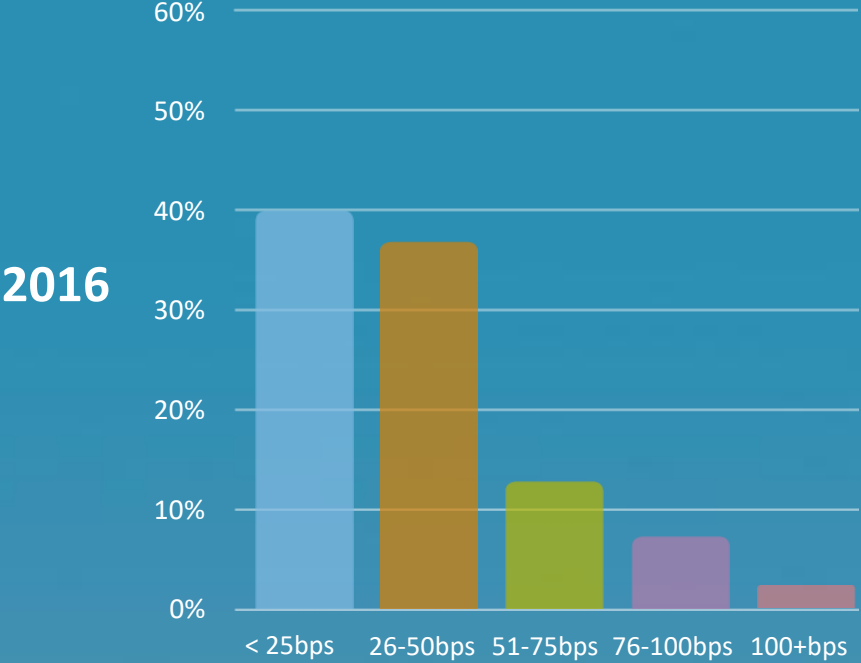
Group Owned



○ Profit ○ Loss



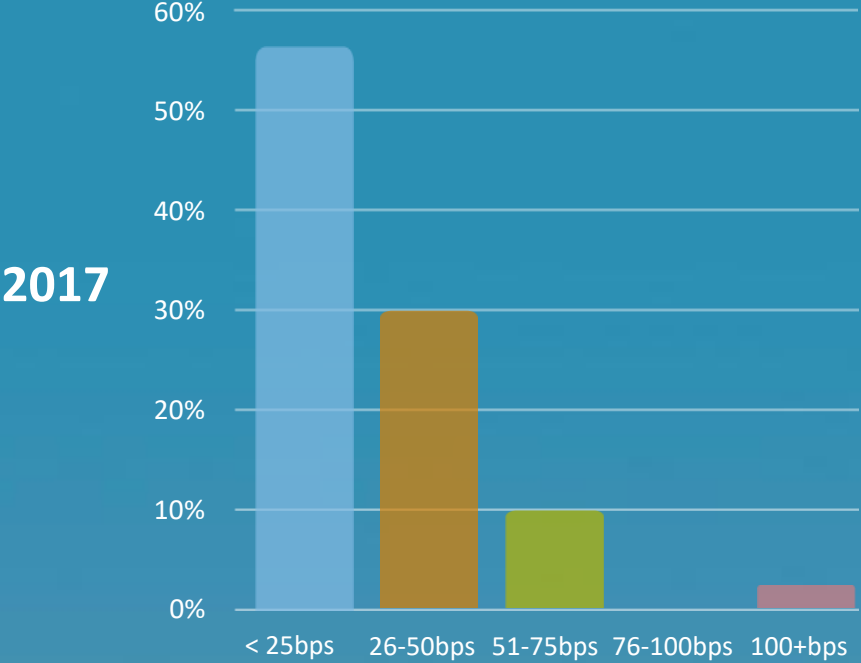
Platform Run Costs



Platform firm run costs in bps across a range of cost bands

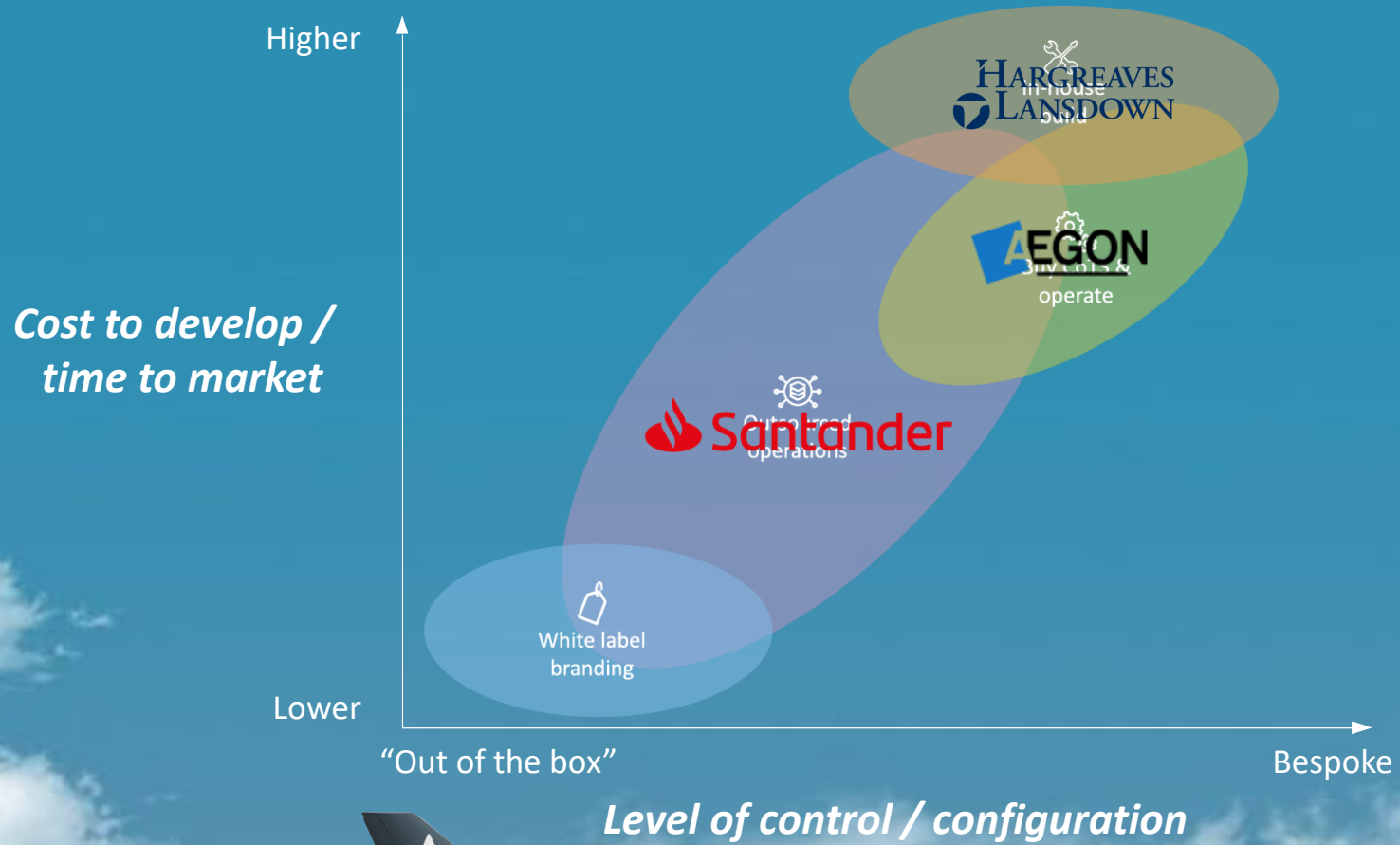


Platform Run Costs



Platform firm run costs in bps across a range of cost bands

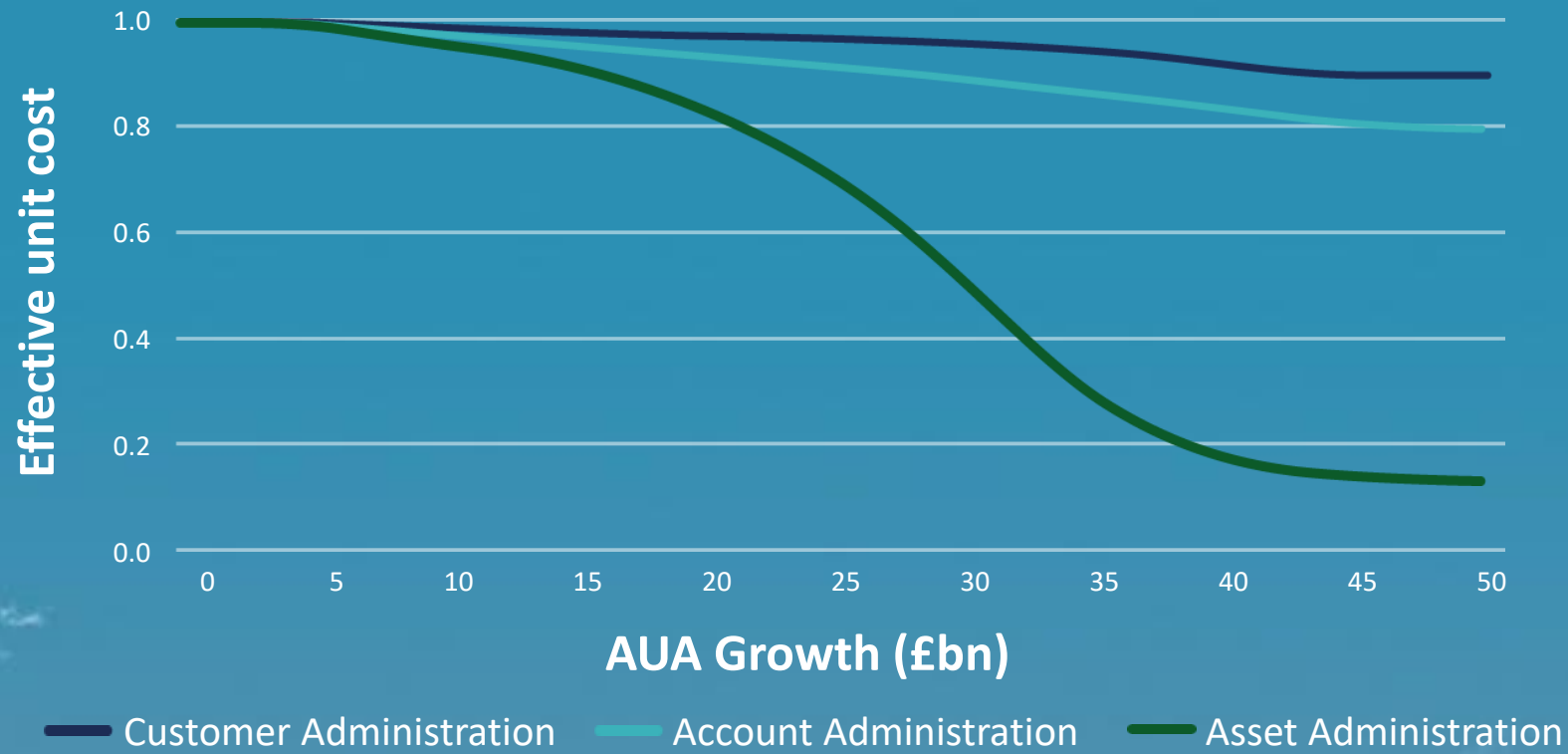


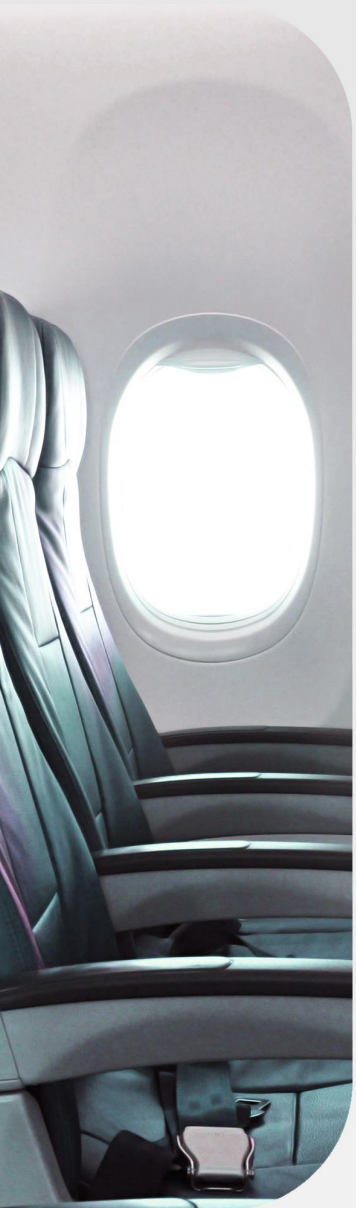


AUA

?



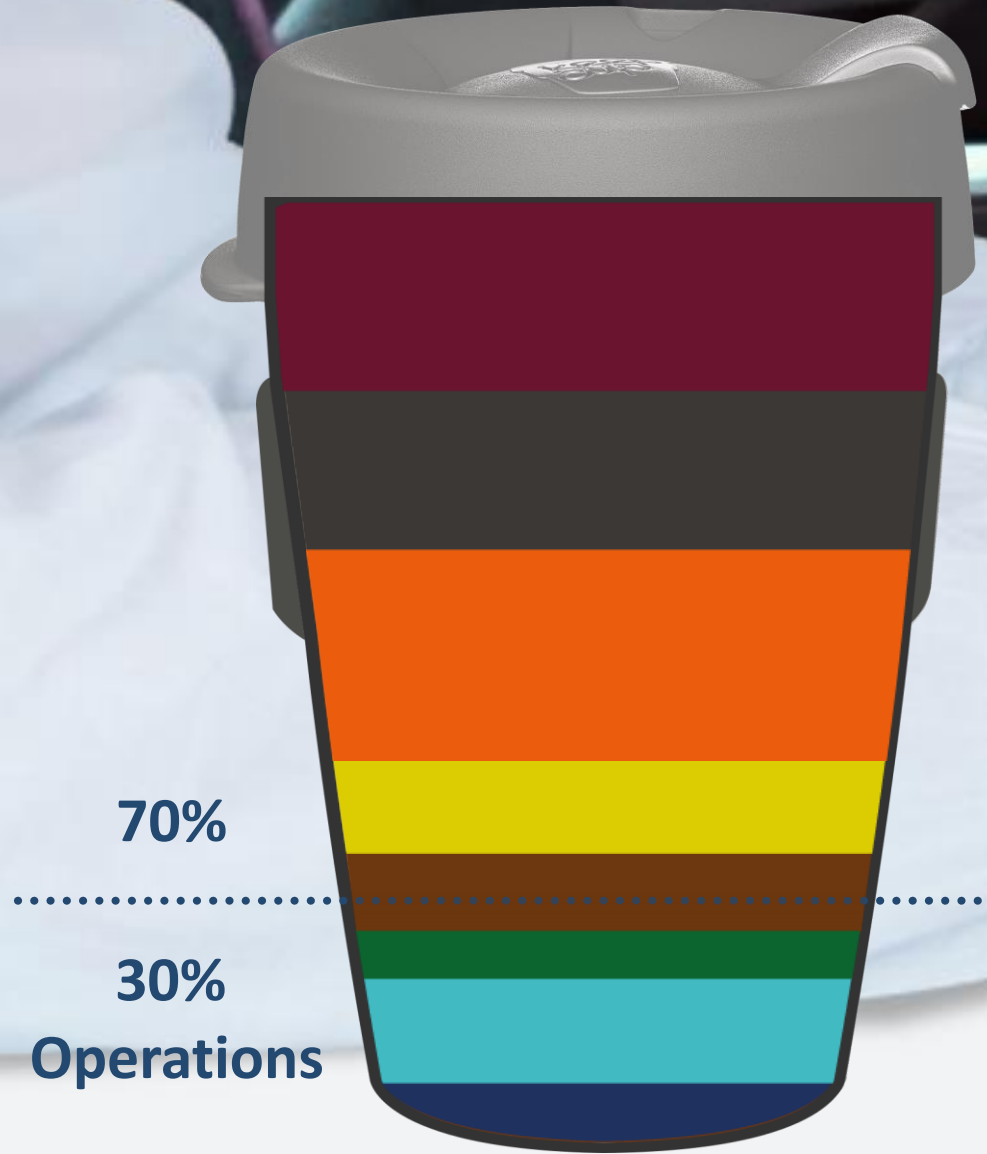




The cup of

COST

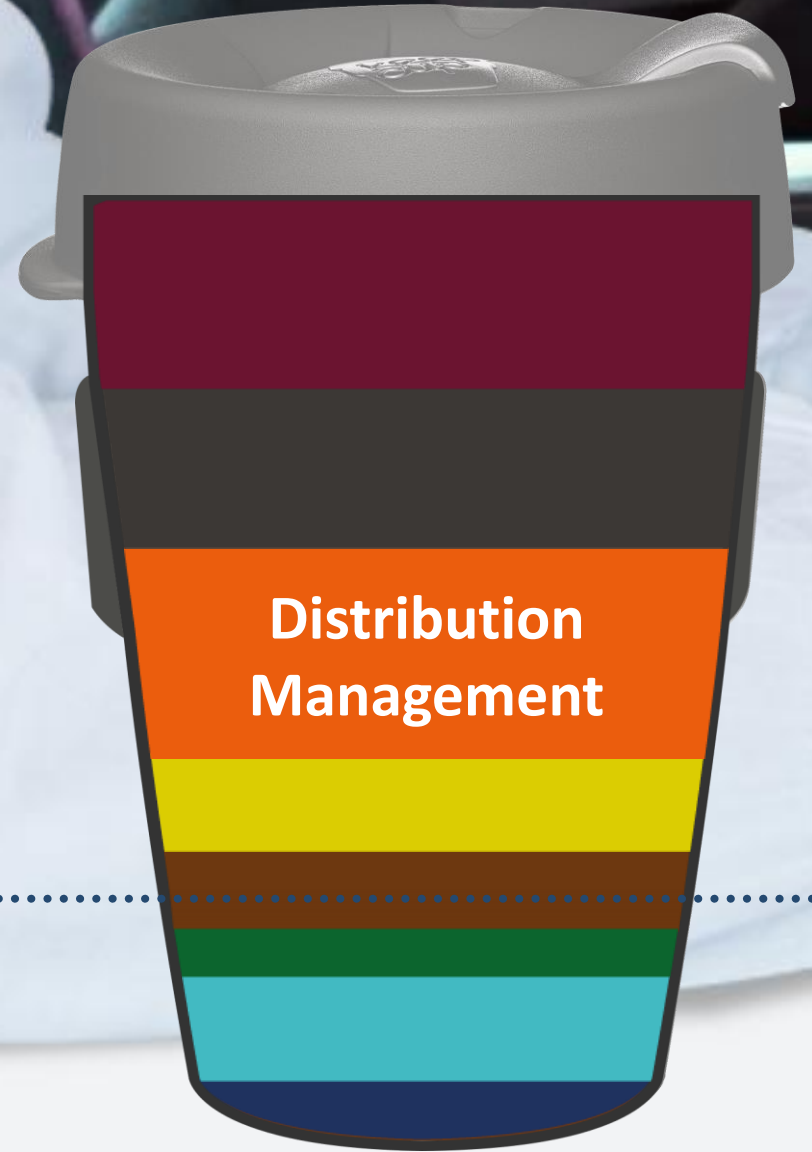
— Typical Platform Capability Cost View —



The cup of

COST

— Typical Platform Capability Cost View —



iPhone & iPad



BMW 4 Series



Office Space



Total AUA load: £100m









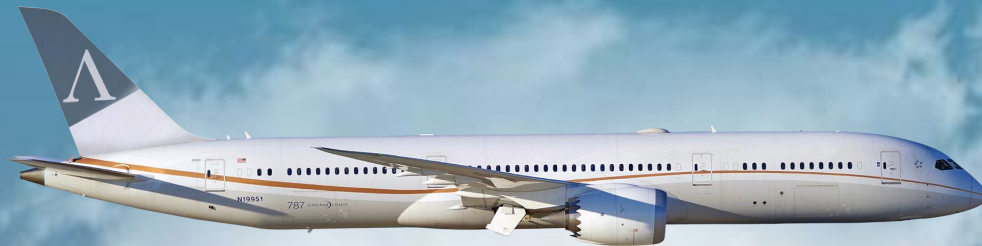
Lowest theoretical run cost for £30bn platform?

Up to 10 bps

10 – 15 bps

15 – 20 bps

Over 20 bps



Platform

5 Bps?

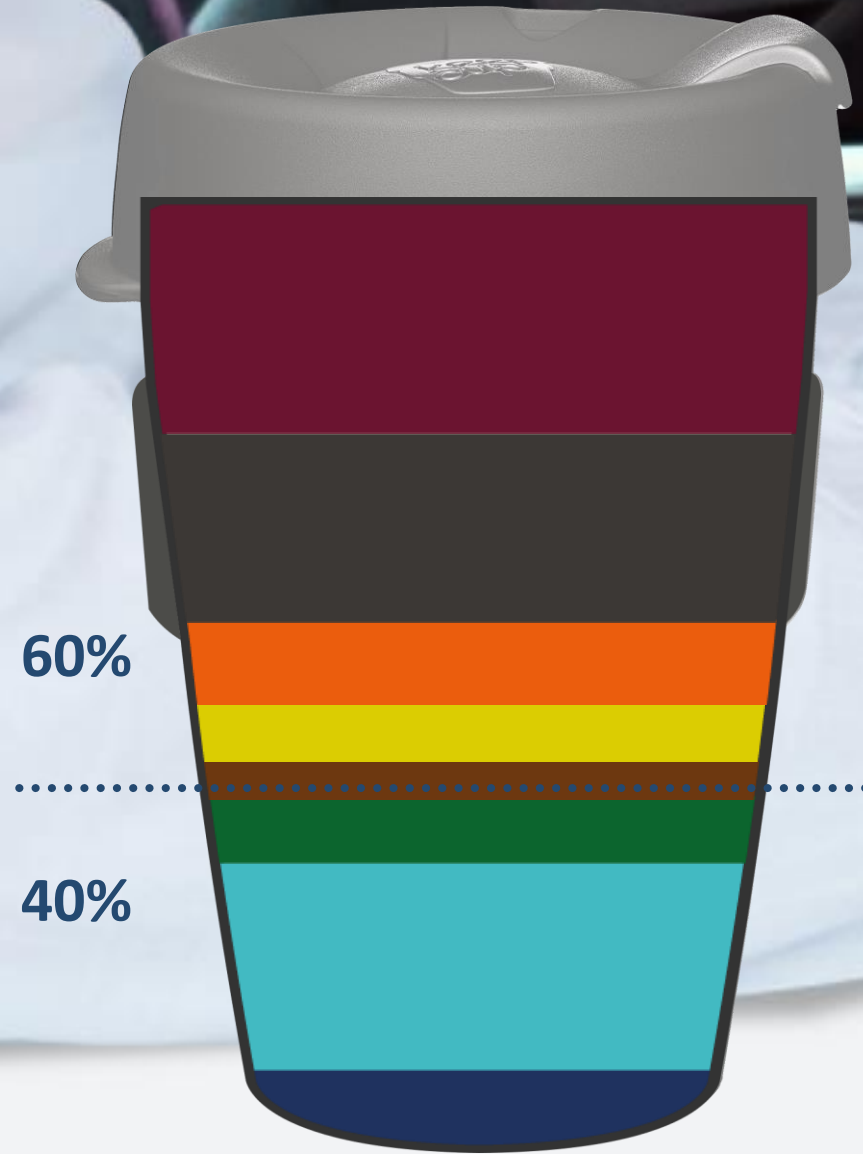
Lowest Theoretical Operating Cost

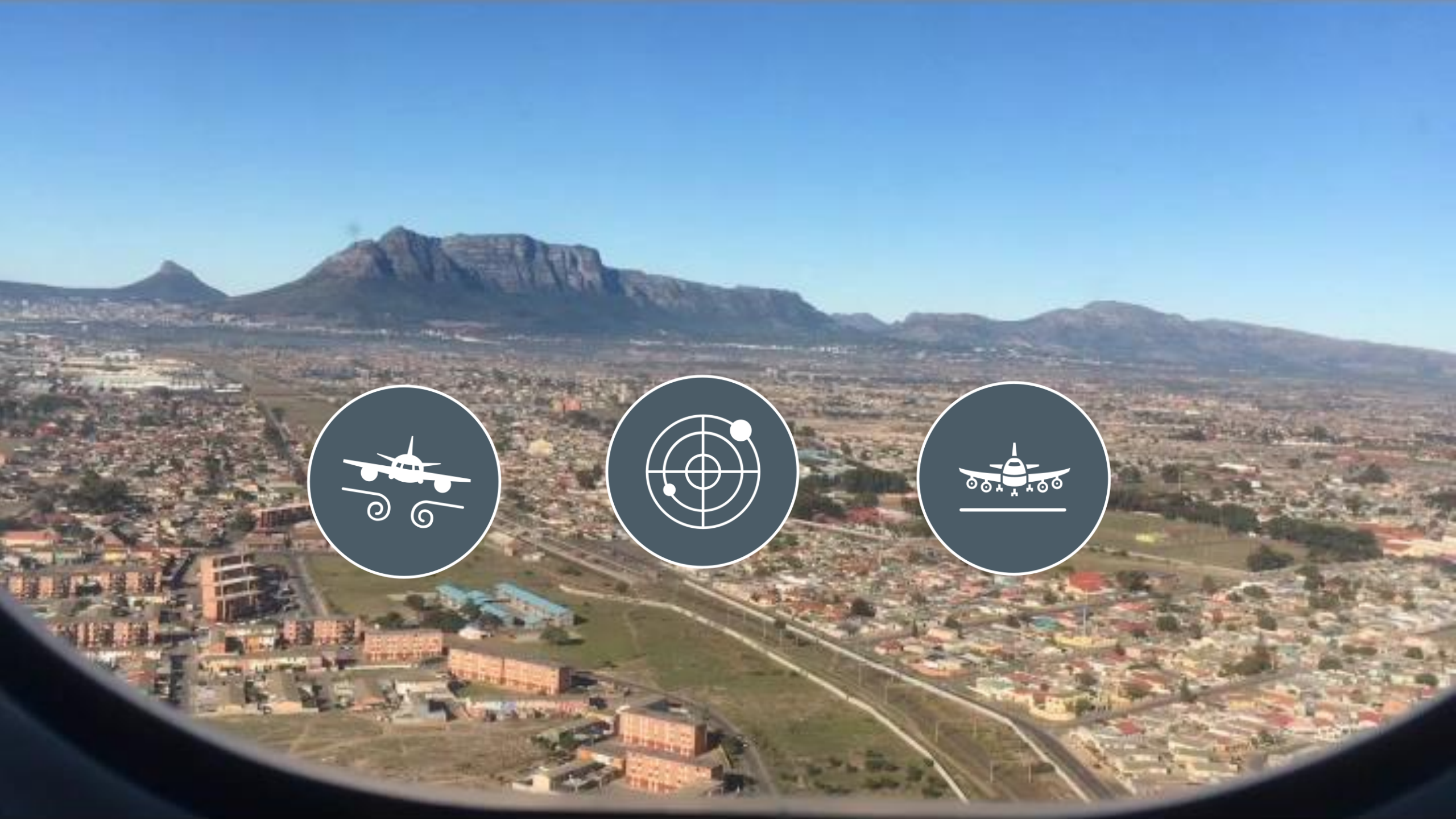


Platform

10 Bps

Lowest Theoretical Operating Cost







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September 2018 update

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