

Merger creates strength –

By joining forces, Fintechs Etops and Evolute are speeding up the building of an open ecosystem in the area of wealth management

Etops AG has announced the 100 percent takeover of Evolute AG. This step combines the strengths of the service and technology provider with those of the cloud-based CRM and portfolio management software specialist in building an open ecosystem to fully support the wealth management industry. The merged company under the umbrella of Etops wants to cover the entire wealth management value chain with an end-to-end solution and thereby secure a unique market position.

Altendorf and Zurich | 9 December 2020. As an established service and technology company, Etops brings its proven expertise in the areas of data aggregation and integration, operations outsourcing, as well as reporting and data visualisation. Evolute is one of the leading providers of cloud-based CRM and portfolio management software, particularly in the areas of «know your customer», prevention of money laundering, order management and regulatory compliance. Its recently launched virtual marketplace for financial products and services as well as offerings from other partners from the wealth management ecosystem give this innovative offering additional impetus. This benefits clients and partners.

«New regulatory requirements such as MiFID II and FIDLEG demand integrated solutions and services in wealth management and are speeding up digitisation in this area exponentially. An open ecosystem that links together all partners involved in the value chain promises improved efficiency, creates lasting competitive advantages and thereby increases the sales potential of all those involved», explains Pius Stucki, CEO of Etops AG, stressing: «The takeover of Evolute takes us a big step closer to this and reinforces our strategic direction.»

Myriam Reinle, CEO of Evolute, confirms the significance of the deal: «By combining the performance capability and core competencies of both our companies, our resources will be able to display their full competitiveness. Our shared goal of an open ecosystem with an integrated intelligent marketplace and one-stop solutions makes us ideal partners.»

Following the takeover of Evolute, Etops will have a total of more than 85 employees at locations in Switzerland, Slovakia and Ukraine. Evolute CEO Myriam Reinle will be responsible for the integration of business activities at Etops and take over marketing, sales and business development. After integration, the merged company – general management of which will be taken on by Etops CEO Pius Stucki – will enter the market under the single name of Etops. Etops will then serve more than 80 clients with total assets under management of over CHF 50 billion – including Bellevue Asset Management, Entrepreneur Partners, Finaport, Globalance Bank, VT Wealth and marketplace partners such as Allianz, BDO, Leonteq, Société Générale and Bitcoin Suisse.

About Etops | Central to the offering of Etops AG, founded in 2010, are data aggregation based on artificial intelligence (AI), comprehensive back and middle-office services and data visualisation in reports, factsheets, customised client magazines and interactive dashboards, as well as mobile apps. The independent service and technology provider configures, implements and operates various software solutions on which managed services are based. Its clients manage assets of more than CHF 42 billion. The Etops team has over 50 employees at its locations in Altendorf, Switzerland and Bratislava, Slovakia. www.etops.ch

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About Evolute | The innovative Swiss fintech company specialises in Software as a Service (SaaS) for the digitisation of wealth management processes. The cloud-based digital marketplace brings independent asset managers and multi-family offices together with providers of financial products and services as well as partners from the areas of audit, trusts, insurance, tax and research. The open marketplace is based on Evolute's CRM and portfolio management software, which digitises and automates the essential parts of pre- and post-trade transparency and thereby increases the efficiency of independent asset managers and family offices. Evolute's asset management clients encompass around 3,300 (U)HNWI clients with total assets (AuM) of over CHF 9 billion. The company, founded in 2016, has 38 employees in Zurich and Lviv/Ukraine. www.evolute.com

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