

WealthTech Views Report: **DLT & Blockchain** 2022

A collection of industry viewpoints focused on DLT & Blockchain
and how they are shaping the future of wealth & asset management

Featuring contributions from Aave, ALT-AVE, Arab Bank Switzerland,
Copper.co, CryptoIndexSeries, DeFi Technologies, FiCAS, FundsDLT,
Global Digital Finance (GDF), Metaco and PwC.

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In partnership with

Efi Pylarinou.
Fintech & Blockchain Advisor

Introducing Arab Bank Switzerland



Founded in Zug in 1962, **Arab Bank Switzerland** is a recognized and solid Swiss bank. For 60 years, the bank has become a trusted partner for high-net-worth individuals, including business leaders and family entrepreneurs. It is the sister company of Arab Bank Plc, one of the biggest banks in the Middle East. With a particularly solid balance sheet and a history of stable earnings, even in times of economic turbulence, we are proud of our bank's resilience and financial record.

Arab Bank Switzerland is a bridge between the Arab and Western world, between tradition and modernity. Arab Bank Switzerland is unique because it offers the full spectrum of wealth management, commodity trade finance and, since 2019, Digital Assets.

Indeed, starting from September 2019, Arab Bank Switzerland offers institutional-grade Digital Assets custody and trading solutions to both high-net-worth individuals and institutional clients. Clients now benefit from the security and the safety of a well-capitalized, regulated Swiss bank with more than 60 years of history.

Founded
1962

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Company Size
51-200 employees

Website
www.arabbank.ch

Presence
Eastern Europe, Middle East, Western Europe

Target Wealth Management Firms
Asset Managers, Bank Wealth Managers,
Digital Wealth Managers, End Private Clients,
Foundations & Trusts, Financial Advisors

Featured Thought Leader



Rani Jabban
Managing Director
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Rani Jabban is a member of the Executive Committee in charge of Treasury, Trading, Financial Institutions and Digital Assets Services. His 27-year experience in Banking and in particular, Treasury and Trading was essential in one of the most exciting projects the bank has ever known: Digital Assets Services. The project was initiated in 2019 starting with a solid institutional-grade custody solution and completing the offering continuously with new services and products. Even though not a Bitcoin enthusiast at the beginning, he quickly saw the potential of the DLT and its disruption capabilities.

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Success is a Journey is our motto, and what a journey it was since 2019. Being a pioneer in Digital Assets is a relentless drive to innovate and be on top of all major changes in the Digital Assets world.

In conversation with Rani Jabban, MD



Q&A

What is your view on the impact that DLT and Blockchain is having in reshaping asset and wealth management? What is the current state of the space and how do you foresee it moving forward?

It is a major change that cannot be ignored, and it will affect every segment of the financial industry and our everyday lives. It will affect payments, decentralized finance, tokenization of real assets, archiving, real estate transactions, international trade, copyright management, etc.

For wealth management in particular it will enable democratization of illiquid products that were difficult to access e.g.: private equity, real estate, luxury collectables, art, etc.

Indeed, cryptocurrencies are a mere tip of the iceberg if you consider the potential of tokenization of real estate and the capital of SMEs. Therefore, we need to see national laws being adapted to recognize the validity of a token as a proof of property, institutional custody solutions and marketplaces where the tokens can be sold and bought. In Switzerland, the legal framework already exists, tokenization is converging towards standardization (CMTA) and regulated marketplaces have been created.

Thanks to our strategic partnership with Taurus, we have developed this value chain from tokenization to custody to marketplace.

Another major disruptor is Decentralized Finance, where the democratization of financial products in terms of access and costs is taken to another level. However, for institutionals and HNWI, a major block is the lack of regulations (mainly AML). We are exploring permissioned pools, but we can imagine in the future an AI-driven AML tool incorporated in the protocol.

Our vision is that digital and legacy finance will converge strongly, and we will have strong interconnection

between real and Digital Assets. An accelerator would be a regulated stablecoin or a major central bank digital currency, that would allow seamless transactions on the Blockchain, bridging the two worlds.

What solutions does your company offer that asset and wealth management firms should consider?

The cornerstone of our offering is in the custodial service we provide, as a bank this is the normal place for us to start with. We have created a seamless experience for our clients. They don't need to worry about the intrinsic complexities behind the Blockchain technology being used as all their investments are consolidated into the core banking system. Once we started with custody we were able to get into the brokerage and trading, and now an asset management offering.

Today we offer the following services:

- Custody of BTC, ETH and all ERC20 tokens, Tezos, Polkadot.
- Trading of BTC, ETH, Link, Matic, Aave, Uniswap, Curve, Compound, GRT, Synthetix, Yearn Finance, Tezos, Polkadot, Fantom.
- Staking: Tezos.
- Lending against BTC and ETH.
- Tokenization and access to TDX (marketplace).
- Bespoke discretionary management mandate.
- Active blog and newsletter combining on-chain analytics and technical analysis and education material.

Work in progress:

- OTC BTC secured lending of USD or USDC.
- Permissioned pool DeFi.
- Custody Fantom (native token), Solana.
- Staking of Polkadot, Fantom, Solana, some ERC20 tokens.
- AMC on cryptos including staking and yield products.