



## Case Study

# Leonteq investing in growth and flexibility with Fusion Sophis

Leading investment solutions provider Leonteq gears up for new market regulations and drives growth with Finastra.





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Jad Bridi  
Head of Projects,  
Leonteq

## About Leonteq



CHF 13.5 billion outstanding on Leonteq's platform



40,000 products issued per year



1,000 clients serviced each year

Leonteq is a Swiss fintech company and a leader in the marketplace for structured investment solutions. Based on proprietary modern technology, the company offers derivative investment products and services, covering capital protection, yield enhancement as well as participation product classes. Leonteq acts as both a direct issuer of its own products and as a partner to other financial institutions. Leonteq enables life insurance companies and banks to produce capital-efficient, unit-linked pension products with guarantees. The company has offices and subsidiaries in 13 countries, through which it serves over 50 markets. Leonteq AG is listed on the SIX Swiss Exchange (SIX: LEON).

[www.leonteq.com](http://www.leonteq.com)

## Highlighted solutions

- Fusion Sophis

## Key benefits

- Replicable and scalable processes for subsequent upgrades
- Reduced total cost of ownership
- Greater operational efficiency and decreased business disruption

## The challenge

### Adapting to a fast-changing market

With the London Interbank Offered Rate (LIBOR) set to be retired in 2022, Leonteq took proactive steps to prepare for the switch to Alternative Reference Rates (ARR) and ensure business continuity.

Recognized around the world as a leader in structured investment products, Leonteq is on a mission to grow its operations by launching innovative products and expanding into new regions.

Jad Bridi, Head of Projects at Leonteq, explains: “To maintain our leading market position, we’re always looking for ways to develop our operations and help our partners and clients extract maximum value from our structured investment products. As markets and regulatory changes are constantly evolving, it’s absolutely key to our success to ensure that the systems supporting our trading operations are sufficiently robust and flexible.”

With LIBOR soon to be replaced with ARR, Leonteq wanted to ensure that it was prepared for the switchover and looked to upgrade the trading platform supporting its operations.

Bridi adds: “LIBOR plays a huge role in the calculation of interest rates on our products and services, so being ready for ARR when it comes into effect is a top priority. We’ve used Fusion Sophis to support trading for many years, and we knew that the latest version would equip us with the tools we need to move away from LIBOR.”

In the past, Leonteq’s policy was to wait to upgrade to the latest version of Fusion Sophis. However, this approach generated additional costs and notable time commitments which also impacted other ongoing projects during the upgrade period. What’s more, it meant that Leonteq had to wait a long time before it could leverage the latest Fusion Sophis features—impeding the company’s ability to innovate and respond to new requirements.



## The solution

# Embracing continuous delivery, for current and future project upgrades

To drive innovation, Leonteq decided to adopt a continuous delivery model for Fusion Sophis—empowering the company to use the latest features as soon as they are released.

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**Jad Bridi**

Head of Projects,  
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By adopting a continuous delivery model for Fusion Sophis upgrades, Leonteq recognized that it could achieve significant cost savings while also gaining fast access to new functionality.

"We initially selected Fusion Sophis as our trading platform because it is an industry-leading solution for structured financial products," says Bridi. "For over a decade we've seen first-hand just how powerful and reliable the solution is, so upgrading to the latest version was a clear choice. What's more, we value the flexibility of Fusion Sophis. The ability to customize it to our unique business needs is crucial for us, especially as we constantly create new products and enhancements."



## Delivery journey

### Collaborating for success

Leonteq worked closely with Finastra to achieve a rapid deployment of Fusion Sophis and support the transition to continuous delivery.

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To smooth the transition to a continuous delivery model, Finastra held regular meetings with the Leonteq project team to provide support and guidance.

Bridi says: "We've partnered with Finastra for many years. We know their consultants well, and they have a very deep understanding of our business. We found this close relationship incredibly valuable when upgrading to the latest version of Fusion Sophis. Support from Finastra consultants helped us to keep our project running smoothly and hit our go-live target."

As Leonteq added a significant amount of customization to Fusion Sophis, the company decided to automate the testing of new features and products in-house.

"Key enablers such as automating our testing activities has been a real game-changer for us," comments Bridi. "It means that our teams have more time to focus on developing new products and services, while also ensuring excellent quality control across the board. We're pleased to share our automation journey with Finastra and help them to explore new ways for their own teams to run automated testing for Fusion Sophis."



## The result

# Ready for tomorrow: the next two system updates are already in the pipeline

With the latest version of Fusion Sophis powering its trading activities, Leonteq is well equipped to transition from LIBOR to ARR and has unlocked huge efficiency savings

Shifting from periodic upgrades to a continuous delivery model for Fusion Sophis has enabled Leonteq to maintain its other ongoing projects while delivering cost savings and unlocking new functionality much faster than before.

“With continuous delivery for Fusion Sophis, we’ve eliminated the need to run large-scale upgrade projects and greatly reduced the total cost of ownership.” comments Bridi. “What’s more, we now have access to the latest enhancements to the solution from Finastra as soon as they become available—helping to accelerate innovation and keep pace with fast-moving changes in the industry as technology advances.”

With the latest version of Fusion Sophis designed to support ARR, Leonteq is ready for when LIBOR is fully retired across all major currencies, and to further strengthen its relationship with Finastra.

Bridi concludes: “Today, we’re constantly in contact with Finastra about the latest features, and we’re able to suggest additional functionality that we would like to see in the solution. Ultimately, this enables us to play a bigger role in the development of Fusion Sophis to ensure that we’ll always have the tools we need to drive innovation and fuel expansion.”



## Contact us

### About Finastra

Finastra is a global provider of financial software applications and marketplaces, and launched the leading open platform for innovation, FusionFabric.cloud, in 2017. It serves institutions of all sizes, providing award-winning solutions and services across Lending, Payments, Treasury & Capital Markets and Universal Banking (digital, retail and commercial banking) for banks to support direct banking relationships and grow through indirect channels, such as embedded finance and Banking as a Service. Its pioneering approach and commitment to open finance and collaboration is why it is trusted by ~8,600 institutions, including 90 of the world's top 100 banks. For more information, [finastra.com](https://finastra.com)

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