

# SINGER CAPITAL MARKETS

## Case Study

“

Torstone's post-trade platform enables us to get total control of our business, driving greater operational efficiency and revenue growth. ”

CEO, SINGER CAPITAL MARKETS



Singer Capital Markets is a leading stockbroker dedicated to serving the small and mid-cap sectors in the UK. As one of the leading independent institutional stockbrokers and corporate advisers to UK growth companies, with approximately 100 corporate clients, Singer Capital Markets provides expert advice and capital-raising services to growth companies and investment funds.

Singer Capital Markets found itself using multiple systems and reporting structures to manage its post-trade process. With Torstone's post-trade platform, they were able to streamline processes, which allowed them to quickly react to market conditions and provide better service to their clients.

### The Challenge

Before Torstone's post-trade platform, Singer Capital Markets operated under a Model-A clearing agreement with a leading Securities Services company, using a system provided by the outsourced provider to review back-office trades, settlement statuses, cash and stock balances, and individual stock and cash transactions relating to trade activity.

The challenge with this system was two-fold: data wasn't available in real-time, and Singer Capital Markets relied heavily on staff at the outsourced provider to give them the data and reports they needed. This led to a host of issues:

- Real-time stock and cash ladders, as well as exposure reporting, were not readily accessible
- Satisfying a basic query from the CEO or CFO was not possible in real-time: It required a call to the outsourced provider, resulting in possibly many days before a report would be delivered
- Inventory management was complex and time-consuming, requiring yet another call to the outsourced provider to arrange for Crest instruction splitting (and then waiting for them to process the instruction)

Singer Capital Markets wanted to mitigate the risk of an outsourcing provider as they required real-time data, ad-hoc reporting, and simple inventory management. They wanted control over their data and their business. But they also wanted a solution that was cost-effective.

# FAST. FLEXIBLE. FUTURE-PROOF.



We have a longstanding relationship with Torstone Technology having used Torstone's post-trade platform for many years. The modular platform provides us with a fast, flexible, easily scalable solution that enables us to grow our business and respond to evolving markets effectively. Torstone's MiFIR transaction reporting service helped us to meet the regulatory requirements promptly and allowed us to stay ahead of the competition.

**HEAD OF OPERATIONS,  
SINGER CAPITAL  
MARKETS**



IN SUMMARY:  
TORSTONE'S AGILE  
DELIVERY MODEL AND  
TORSTONE'S POST-TRADE  
PLATFORM FLEXIBILITY  
ENABLE SINGER CAPITAL  
MARKETS TO BE MORE  
PROACTIVE WITH THEIR  
CLIENTS TO PROVIDE THEM  
WITH THE BEST POSSIBLE  
SERVICE.

## The Solution

The most important goals for Singer Capital Markets were:

- Real-time personalised data for quick decision making real-time
- Advanced reporting to quickly react to market conditions
- Greater flexibility and control to drive operational efficiency
- Improved risk and inventory management
- Controlling back-office costs

Torstone's post-trade platform provided all these features and more.

Since Torstone's post-trade platform is a real-time platform, all stock balances, stock ladders, and fails update in real-time. Transactions from multiple front office systems and locations can be captured and enriched by Torstone's post-trade platform, ensuring all transactions, regardless of asset class, are consolidated onto a single platform at the earliest opportunity within the processing lifecycle.

Torstone's post-trade platform calculates trial balances in real-time, with the ability to look both backward and to a specific point in time, as well as forward to project cash funding requirements. That ability is fundamental, because historically with end-of-day reports, you are trying to justify differences. With Torstone's post-trade platform, you can fix a problem (settle a trade, input a journal into the correct accounting period) and re-run a report immediately.

Stock priority can also be managed within the Torstone's post-trade platform platform, for example, to ensure LCH trades settle on a priority basis to avoid fines and buy-ins, and all trades can be easily split within Torstone's post-trade platform and fed automatically to Crest in real time

Furthermore, being able to produce granular reporting for export to many formats right from Torstone's post-trade platform, means users can quickly react to market conditions and thereby provide better service to their clients.

Finally, Torstone's post-trade platform modular architecture and regular monthly upgrades ensure that the system remains sleek, modern, and future-proof, with a low total cost of ownership (TCO). Torstone's post-trade platform can quickly react and adapt to new regulations, and scale to fit organisations of any size or complexity.

## The Results

Singer Capital Markets found that the Torstone's post-trade platform platform:

- Drove efficiencies through a 'single integrated' platform
- Gave them greater control to empower business decision-making
- Kept business costs low with no additional headcount
- Gave them more time to focus on growing business rather than manual processing

Rather than spending time on basic daily tasks and managing the issues with the outsourced provider, Singer Capital Markets 's Operations and Finance teams found that with Torstone's post-trade platform, they had the time to provide better service to their clients and to more effectively monitor risk across the business.

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**About Torstone Technology**

Torstone Technology is a leading global SaaS platform for post-trade securities and derivatives processing and risk management. We simplify the complexities of operational and risk workflows by connecting global financial industry expertise with technology innovation to provide comprehensive functionality, business process automation, and world-class client service to financial institutions across the globe.

Combining many decades of investment banking expertise with in-depth global financial market and technology industry knowledge, we offer agile, secure, scalable, and cost-effective solutions. Torstone's Cloud-based, award-winning technology enables global financial firms to reduce costs, achieve greater operational efficiency, drive revenue growth, and minimize risk.

We are a fast-growing company headquartered in London, with offices in New York, Toronto, Hong Kong, Singapore, and Tokyo.

**Get in touch with our specialists today at [enquiries@torstonetech.com](mailto:enquiries@torstonetech.com) to learn how Torstone can work for you.**

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