



## **Tellco selects additiv's platform to support the launch of their new wealth management services**

**Zurich, 23 June 2021:** Tellco AG, a specialist in pension provision and wealth management services, has selected additiv's Hybrid Wealth Manager solution to assist their move to offer comprehensive wealth management solutions.

The partnership with additiv, a leading SaaS and embedded finance provider to the wealth management industry, enables Tellco to give its clients, investment advisors and portfolio managers access to additiv's orchestration platform and extensive ecosystem. By utilizing additiv's Hybrid Wealth Manager, Tellco will offer a 'hybrid' selection of full investment services via a SaaS model, enabling clients to be advisor assisted, use self-service solutions, or a combination of the two.

Manfred Villiger, Chief Executive Officer at Tellco, said "Consumers are becoming increasingly focused on having adequate provision for their future. This goes beyond pension and asset management products. additiv's intelligent wealthtech engine brings together all that is needed to create a seamless and engaging customer journey to meet this requirement. Together with their range of front-end tools and functions, additiv is ideally suited to provide our new and existing clients with the reassurance that they need as they reach retirement. "

Michael Stemmler, Chief Executive Officer and founder at additiv, said "The 20 largest OECD countries alone have a US\$78 trillion shortfall in funding pay-as-you-go and defined benefit public pension obligations. As a result of this growing pension gap, clients are increasingly expecting the provision of mitigating financial services to be available alongside their traditional pension and life insurance services."

Michael continues "We are delighted that Tellco has chosen additiv's Hybrid Wealth Manager for their wealth management services. By embedding investment products, via our platform, alongside pension, asset management and real estate services, their clients can access regulated investment services conveniently, at their time of need. This creates a greater reach through a wider range of services available; ultimately establishing a deeper client relationship. "

Managing client assets of around CHF 7.4 billion, Tellco has grown from a provider of SME pension fund solutions to a comprehensive financial services provider within the pension, investment, and real estate sectors with its own banking license. The move supports the growing trend for embedded financial products within the wealth management sector - offering wealth management solutions as part of context-relevant user journeys, utilizing an Open API structure to connect to partners and clients within an extensive financial ecosystem.

**END**

### **About Tellco Ltd.**

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#### **Additiv AG**

Riedtlistrasse 27  
CH-8006 Zurich

+41 44 405 60 70  
www.additiv.com

# additiv

As a pension and asset specialist, we at Tellco place our holistic offerings at the center of everything we do. We offer our clients tailor-made solutions that truly meet their needs and wishes. We offer services and expertise from a single source in the three business areas of occupational pensions, private pensions, and money and assets services.

We manage client assets of around seven billion Swiss francs. As a team of around 100 employees, we serve our customers throughout Switzerland at our headquarters in Schwyz and our locations in Zurich, Baar, Liestal and Lausanne.

## **About additiv**

Established in 1998, additiv partners with leading companies across the world to help them capitalize on the possibilities of digital wealth and investment management.

additiv's DFS® omnichannel orchestration platform is a system of intelligence for wealth management. It supports wealth managers looking for best-in-class Software-as-a-Service (SaaS) to deliver better engagement at greater scale. It enables financial institutions to access new distribution channels through a Banking-as-a-Service (BaaS) model. And it allows banking and non-banking providers to embed wealth services into their proposition.

Headquartered in Switzerland, with regional offices in Singapore, UAE, Germany, and Kenya, additiv is supported by a global ecosystem of partners.

For press enquiries, please contact:

Emma Wadey, Head of Product Marketing & Communications, additiv  
([emma.wadey@additiv.com](mailto:emma.wadey@additiv.com))

Tellco AG, Media Relations, [media@tellco.ch](mailto:media@tellco.ch)

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Riedtlistrasse 27  
CH-8006 Zurich

+41 44 405 60 70  
[www.additiv.com](http://www.additiv.com)