



# The Banker

## TRANSACTION BANKING AWARDS 2023



**CLIENTS CAN INCREASE OPERATIONAL EFFICIENCY, SCALE THEIR OPERATIONS AND ACCESS NEW MARKETS QUICKLY AND EFFICIENTLY** *Bruno Campenon*



### SECURITIES SERVICES WINNER: BNP PARIBAS

The past 12 months were a pivotal period for BNP Paribas Securities Services, which saw it merge with parent company, BNP Paribas Group. This merger underlines the strategic importance of securities services as a key part of the bank's integrated banking model.

As a pillar of BNP Paribas' 2025 strategic plan, known as GTS (growth, technology and sustainability), securities services continues to develop profitable growth, leveraging the ongoing expansion and transformation of its operating model.

Driven by the roll-out of strategic new mandates and supported by the BNP Paribas Group's diversified model, securities services achieved a strong business drive over the past year. Revenue continued to strongly increase, reaching €655m. This is a 6.7% rise compared to the first quarter of 2022, driven by favourable impact of the interest rate environment and stability at a high level of transaction volume.

BNP Paribas has enhanced its execution-to-custody solution and it is now available beyond the US in Europe and Asia-Pacific, following the bank's acquisition of Deutsche Bank's electronic equities business.

Integrating execution and custody has enabled clients to execute and settle trades

with one single instruction. This helps them simplify and automate trade workflows, enhance straight-through processing, achieve greater operational efficiency, optimise costs through instruction netting, and reduce risk.

Bruno Campenon, head of financial institutions and corporates client line at securities services, BNP Paribas, says: "The simplicity afforded by this offering means clients can increase operational efficiency, scale their operations and access new markets quickly and efficiently. This is a powerful solution, which enables us to meet our clients' evolving needs and highlights the strength of BNP Paribas's integrated banking model."

In the US, the integrated execution-to-custody solution enables clients to be ready for a T+1 environment, thanks to automatic settlement instructions, end-to-end transaction lifecycle, faster turnaround on exception to meet regulatory timelines, eliminating the operational risk of missing the settlement deadline.

BNP Paribas is also partnering with leading fintech platforms. Its investment in AccessFintech will help the bank provide corporate and institutional banking clients with the latest technology, data and workflow tools in a context of shortening settlement cycles.

Clients will also be able to enhance operational efficiency thanks to the use of AccessFintech's Synergy data collaboration network.

#### JUDGING PANEL

**Francesco Burelli**  
Partner, Arkwright Consulting

**Liz Lumley**  
Deputy editor, *The Banker*

**Ruth Wandhöfer**  
Partner, Gauss Ventures