

Over 100 client banks choose Vontobel for securities business

Vontobel connected the hundredth bank to its Transaction Banking platform in February, providing it with global securities trading and custody services. One of the ways banks are responding to the most urgent challenges presented by the current market environment is by cooperating with each other. The trend towards specializing and focusing is gaining traction, and this is causing demand for Vontobel's global execution and custody solutions to grow strongly.

Vontobel offers a cutting-edge infrastructure for global securities trading and custody, developed and operated entirely in Switzerland. It allows cantonal, regional and private banks in Switzerland as well as international brokers to benefit from its strong position in the Swiss marketplace and its technological capability to provide access to international markets. Growing demand for Vontobel's security services resulted in a 70% increase in the overall trading volume between 2013 and 2017, compared with just 34% for the SIX Swiss Exchange. Peter Camenzind, Head of Vontobel Transaction Banking: "We are delighted by this outstanding response to our service offering, which vindicates our strategy of continually improving it through innovation, reliability and competitive pricing. Our clear commitment to Switzerland as a production location and to Swiss financial market infrastructure sets us apart and has evidently struck a chord in the domestic marketplace."

Thanks to European market liberalization, large-cap stocks are now traded on more than 40 exchanges and other trading venues. Domestic exchanges' market shares throughout Europe have fallen well below 50% on average. In this fragmented environment, guaranteeing clients the highest possible standard of service, unrestricted access to liquidity and best execution requires efficient infrastructure, specialized staff and professional processes. Banks can add value by investing in their core competencies and buying in commoditized services from specialist providers. This can be a much more attractive proposition than a direct investment, which entails high operating costs.

Vontobel Investment Banking

creates specialized investment solutions for private and institutional clients. We follow a customer-centered digital business model, manage risks carefully, and build compelling service packages to get our clients ahead. We emphasize on truly understanding our clients' needs. We use our expertise to anticipate trend reversals, risks as well as opportunities, in order to successfully exploit them for you. We only do, what we master and develop solutions we believe in. We take clear decisions and act with determination. We are proud of our specialized offering, which includes structured products, transaction banking, corporate finance, brokerage, as well as solutions for External Investment Advisors, and digital platforms. For our competence in Research, we regularly get awarded. This is how we create added value for you.

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