



Murex once again secures the top ranking in the IBS Intelligence Sales League Table 2020 under the Wholesale Banking | Treasury & Capital Market category

Based on the 2019 global sales figures, this ranking aims to demonstrate the global success of financial software vendors. The 2020 Sales League Table saw an increase in the total number of deals categorized in the wholesale banking and treasury space, with Murex taking the lead after acquiring the highest number of new client signatures.

Murex was also placed second in the Risk Management category for its MX.3 for Enterprise Risk Management (ERM).

Philippe Helou, Co-founder and Managing Partner, Murex commented, "To maintain our number one position in the IBS Intelligence League table is testament to the success and commitment of our people at Murex, who continue to deliver for our 50,000 daily users in 60 markets." He continues, "With all the current challenges in a highly volatile market, an ever-increasing number of financial institutions are accelerating digital transformation and updating legacy software. We are proud that MX.3 is the top choice for technology replatforming in the capital markets and treasury industry worldwide."

Speaking on this success also, Mr. V. Ramkumar, Sr Partner at IBS Intelligence and chair of SLT Panel, said "A leadership position in the IBSI SLT is not only a recognition of sales performance, but also a reflection of being the most preferred supplier of choice. We are pleased to congratulate Murex MX.3 for retaining its #1 rank in the category of Wholesale Banking – Treasury and Capital Markets in SLT 2020, for the second consecutive year".



Discover more at murex.com



murex



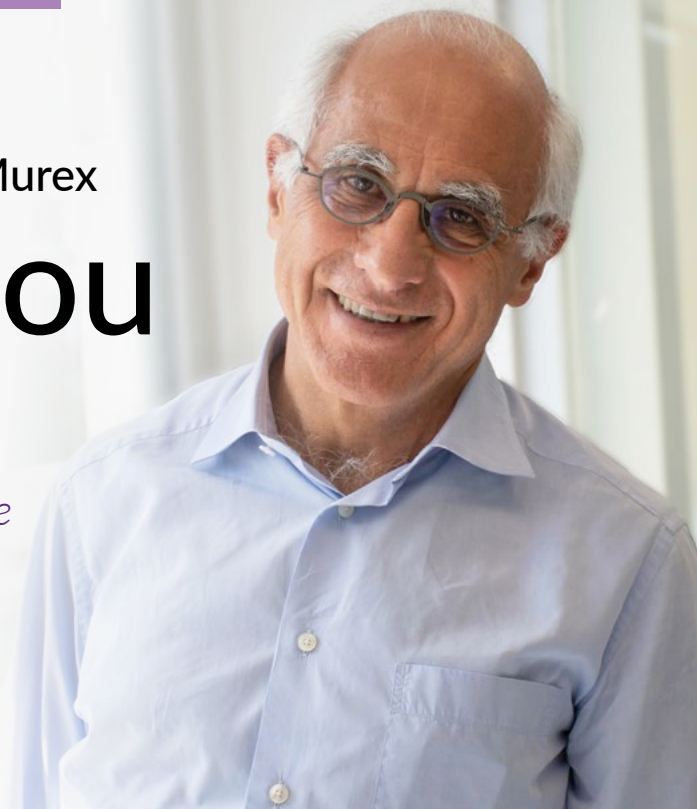
@murex_group



info@murex.com

Co-Founder and Managing Partner, Murex

Philippe Helou



Murex and MX.3

Murex takes its place in the IBSI Sales League Table 2020 Leadership Club thanks to the successes of its MX.3 platform

IBS Intelligence

In the wake of a successful 2019, as marked by the company's membership of the SLT 2020 Leadership Club, Philippe Helou, Co-Founder and Managing Partner, Murex offered his insights into the company's success and track record: "In 1986, Murex founders developed a new software that gave capital markets institutions a competitive advantage in bonds, futures and options trading. Since then, Murex's multi-awarded MX.3 core platform has been providing smart technology to more than 300 capital markets participants—sell-side, buy-side, market infrastructure, commodity houses—across trading, processing and risk-management functions."

Are there any recent special milestones in the company history?

"A recent important milestone at Murex is the continuous enhancement of our MX.3 platform for IaaS, PaaS and SaaS, with full or hybrid cloud deployment patterns. The first milestone on the Murex cloud journey started in 2017. Three years later, Murex is still investing in cloud to provide a market-leading user experience, to help our customers increase their business agility and to better control their TCO.

"Another important achievement is Murex's latest client-focused innovation and its solution for the IBOR transition. Having recognised the implications of regulatory changes facing capital markets players early on, Murex developed a comprehensive IBOR transition solution that addresses challenges across business functions and geographies. The solution includes a powerful impact analysis tool. This tool provides visibility on the full business impact of adopting new Risk-Free Rates and is accompanied by automated transition mechanisms.

"As we strive to provide solutions to the evolving capital markets landscape, Murex also recently launched a solution to help clients meet the heavy calculation demands of the Fundamental Review of the Trading Book (FRTB) requirements."

What's the technology under the hood?

"MX.3 is designed to provide an agile and scalable foundation for future development and change. Our solution is based on a tiered architecture for resilience, security and scalability, which provides a rich breadth and depth of functional coverage. MX.3 can embed proprietary processes and calculations, including defining new product types or adding custom analytics, while benefitting from the platform's powerful risk management and real-time position management for faster time to market and low latency.

"CPU and GPU grids combined with in-memory aggregation deliver high performance. The deployment of the solution is flexible with on premise or cloud options."

What sets you apart from the competition?

"MX.3 is uniquely positioned on the market for re-platforming IT applications across Treasury and Markets. MX.3 is the only platform with such depth in both vertical functional coverage and cross-asset analytics. The solution also offers a unique model for the convergence of front office risk and enterprise risk management, with an integration layer to ease data flow, and a full offering across market, credit and liquidity risk.

"Murex has a proven track record for customer success through the delivery of complex change programs and the provision of high-quality support services. Over time,



this has helped the company to nurture trust and the spirit of collaboration with our clients and partners.

“Our teams’ commitment to excellence and expertise is also a differentiating element of the Murex brand.”

What has been your long-term strategy to win customers?

“Murex has been systematically reinvesting profits in research and development, with over €1.1 billion invested in the last 10 years. A large part of this investment has been strategically channeled into building our ERM and front office capabilities and evolving the MX.3 architecture to benefit from cloud computing and agility at scale.

“No other financial technology company in the capital markets domain has such a constant and consistent level of investment. At Murex, there is a preference for organic growth over acquisition. Our mindset has kept the product consistent and the development teams focused. A commitment to deep investment is linked to shareholding and management stability. Our leadership has a strong long-term outlook.”

What are you developing as product / solution releases in the next six months?

“Murex teams are aiming to address all regulatory changes and ensure a smooth LIBOR transition to the existing client base. Murex will continue to invest in Cloud and SaaS solutions, which are constantly enhanced to optimize IT infrastructure in an agile and cost-effective way.”

What does it mean to be featured in the SLT?

“We are very proud—honoured, in fact—to be highlighted. The Sales League Table ranking is something we take seriously, as it aims to demonstrate the global success of financial software vendors over a one-year period. We are very pleased that our platform has maintained the top position under the Wholesale Banking | Treasury & Capital Market category for 2020. This distinction solidifies MX.3 as the top-of-mind choice for technology re-platforming in the capital markets and treasury industry worldwide.

How do you intend to make the best of the SLT?

“Digital promotion of this achievement is an external communications objective, of course. We feature the IBSI Sales League Table results on our website and showcase

this content externally across our social media platforms for clients, partners, followers and others to access.

“We are especially excited to share the news of this success internally with client-focused communities. It is a special recognition to them for securing these deals.

What are going to be the main technology drivers for you over the next period?

“Cloud, SaaS, Scaled Agile Framework, DevOps and Continuous Delivery are among the topics Murex will continue to embrace in the coming months.”

What was your smartest move?

“Murex early recognised the need for better alignment and convergence of front-office, risk management and operations. And so, we strategically decided to lead the way to an integrated front-to-back-to-risk integrated cross asset platform for the capital markets.”

What do you think will be the leading trends in the next six months?

“Capital cost, counterparty selection and regulation are now critical elements in the decision-making process and price determination. This is in addition to the move from a bilateral to a multilateral world, the rise of clearing, the digitalisation of markets and the increase in collateralisation. There has never been more pressure for investing in capital markets technology—margins are thinning and even disappearing. In this context, front office, operations, finance and risk management need to access reliable and consistent data while performing sophisticated processes required by the industry.”

Are you strategically focusing on any particular region next year?

“We do not intend to strategically focus on one region in 2021. Our three regions of emphasis continue to be EMEA, the Americas and APAC. Murex seeks to conduct business with clients and prospects in all markets, across all countries, as soon as viable opportunities arise.”

How do you feel about the opportunities opening up over the next year?

“Murex will continue to partner with financial institutions, providing them with a platform to simplify their IT ecosystem; reduce their total cost of ownership; eliminate internal reconciliation; and provide key functionality to operate end-to-end processes in compliance with regulations. It is about helping these institutions evolve into the future.