

# Murex does it again!

## **MX.3 from Murex continues to dominate the Wholesale Banking | Treasury & Capital Markets category in the latest IBSi Sales League Table**

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For the fifth year running, Murex topped the chart in this category and, what's more, shows no sign at all of slowing down – the firm reported a record high number of 40 deals! Philippe Helou, Co-Founder and Managing Partner at Murex, explains what's behind the firm's outperformance:

“Over more than 35 years in capital markets, Murex has been consistent on investment in its product and its team. Murex fosters a culture of continuous evolution and expansion. In terms of investment, I will point to a figure we often cite—EUR 1 billion in research and development over the past decade and EUR 122 million last year. I would also highlight an active hiring campaign across business segments that has grown our global team to over 2,700 team members. This team addresses unique client needs all over the world. Our singular focus on one product—the integrating MX.3 platform—differentiates us from competition. The quality of the product is borne out in that 65 of the Top 100 banks globally use MX.3. Murex is a private company with a strong balance sheet and no debt: It is also insulated from market pressures competitors and peers face in periods of extreme turmoil. All these elements, and much more than we have space to describe in this feature, make us the leading provider of front-to-back-to-risk solutions for capital markets. We passionately nurture our culture and our client partnerships.”

### **What are your views on what happened in the banking sector earlier this year?**

“This past year has been marked by turbulence. Devastating conflict in Ukraine and increased geopolitical tension among major powers are notable, ongoing contributors to this turbulence. A persistent low-interest rate environment has given way to multiple, frequent and unexpected hikes.

“The new ‘normal’—we might say the ‘new abnormal’—has put a significant pressure on the global banking system. This dynamic has been amplified in the aftermath of bank failures earlier this year. Bank failures stem in part from outdated or archaic risk practices. Episodes like these underscore the benefits of leading technology – risk management continues to be a large part of research and development investment by Murex.

“The crypto space has seen volatility, to put it mildly. Despite this



**Philippe Helou, Co-Founder & Managing Partner, Murex**

constellation of challenging dynamics, we don't expect a banking debacle in the months to come.”

### **How has wholesale banking changed and how is that reflected in changes to MX.3?**

“The past year's events again highlighted the importance of effective risk management and careful balance sheet risk management to ensure financial market stability.

“Several new business avenues are rapidly gaining momentum. The rise of cryptocurrencies and blockchain technology has led to crypto desk emergence. Increasing climate change concerns and a push to reduce carbon emissions has spurred carbon trading activity. As-a-service offerings are increasingly popular – businesses want flexibility and scalability that enables them to quickly adapt to changing market conditions. Digital banking momentum continues to quickly grow.

“We have made and continue to make substantial investments in these domains and channelled dedicated resources into R&D to stay at the forefront of market trends. To provide a few specific examples, our [MX.3 for Digital Assets](#) and [MX.3 for Carbon Trading](#) offerings and our enhanced focus on [digitalization and APIs](#) demonstrate further value propositions to clients. We invest in SaaS and managed services capabilities that deliver business innovations at the right pace, cost and predictability.”

## How do you see your target market evolving over the next 12-24 months?

“Every economy must learn how to function with the return of higher rates and a certain level of inflation. These adjustments generate business opportunities for our clients. When talking to our customers, we take note of wide, deep and complex demands for business and IT transformation across business functions, asset classes, operating models, compliance, technology drifts and geographies.

“We are witnessing a revitalised activity in credit and inflation products; a developing business in crypto; growing central bank appetite to explore digital currencies; a commodities markets revival; significant FX volume swings; and a change in structured products mix for rates and equities. We see deepening securities finance trading. The latter is among our focuses this year, from our work with Rabobank and other longstanding customers on strengthening a securities finance solution to our overperformance in several industry awards. We are also experiencing a higher demand for local products in South America, the Middle East, and certain parts of Asia Pacific.

“The demand for rationalisation and simplification becomes more pronounced with a growing ambition to adopt a front-to-back model that integrates enterprise market and credit risk, funding, collateral and hedge accounting functions. The redesign of enterprise risk management away from traditional siloed models is a major trend ahead.

“We see sustained demand for more upstream and downstream connectivity to diverse data and operational utilities. We are monitoring growing demand to programmatically access MX.3, particularly for business processes that are not managed within the platform. Also, the technology landscape is ever evolving. There is clear interest in cloud elasticity exploitation, cheaper database migration and carbon footprint reduction through infrastructure rationalisation.

“Generative AI and other machine learning technologies have the potential to impact treasury and capital markets activity going forward, across analytics, risk assessment, decision-making processes, knowledge base, and more. It is too early to detail exact use cases at this stage, though.”

## What’s the significance of a continuous delivery approach?

“Delivering innovative capabilities is important. It is equally crucial to bring these capabilities to end-users swiftly and efficiently. Financial institutions struggle with the pace, cost and predictability of injecting innovations into production. The answer to this fundamental issue is an end-to-end DevOps approach. This encompasses scaled agile, continuous integration, testing automation, testing pushed ‘to the left,’ which means bringing testing activities on a feature earlier in

the production timeline, config management, and more. We have invested heavily in managed services designed to help MX.3 clients reach this DevOps goal of injecting config biweekly, sustainably taking in several patches a year and a major release every 18 months.

“We highly encourage MX.3 customers to choose this delivery model to ensure protection against technical deprecation and end-of-life issues related to third-party components. They can improve operations resiliency. They achieve high levels of automation and enable the continuous evolution and seamless integration of innovations into MX.3 platform instances.”

## Where do you see the biggest opportunities and the biggest challenges going forward?

“I’ll focus on an opportunity: a top-notch securities finance solution fully integrated within our platform. Securities finance is a prime candidate for electronification—our clients demand a centralised, automated and digitised securities finance business.

“We have partnered with longstanding clients to broaden our securities finance offering – I referenced this earlier. We developed a complete solution that caters the needs of customers across regions and tiers, meeting local specifics, from cash lenders and cash borrowers to securities lenders and borrowers.

“MX.3 for Securities Finance offers a centralised inventory for available assets, the widest product catalogue and automation of the entire selection and allocation process. We are meeting this challenge.

“Going back to the deep demand and agile delivery, our stance is simple. It is crucial for institutions to adopt an end-to-end DevOps approach. Deploying new features and updates quickly and effectively is no longer a matter of choice—it is a necessity.

“For MX.3 clients, we offer a range of services to help them reach this DevOps goal. These encompass services dedicated to assist customers’ IT within classical on-premises installation models, outsource their preproduction technical activities to us, or seamlessly adopt a comprehensive SaaS model. Our SaaS offering has grown by 100% over the past few years. Nearly 50% of our Canadian clients are on SaaS, to cite just one geography.”

## Finally, how are you going to ensure you retain the top spot in the Sales League Table in 2024?

“We have continuously poured significant investment into the platform and an enhanced focus on managed services to deliver this innovation to user desks. Over the past 5 years, we have increased R&D costs by 25%. We have successfully adopted a scaled agile framework in our software factory. We have monitored a remarkably enhanced ability to deliver new features. We’re excited to meet the challenge, and grateful for the Sales League Table recognition.”