

WINNERS

Best e-FX Platform for Corporates: 360T

In common with others in the FX industry, corporates are not spared the regulatory net of accountability or shareholders' desire for more clarity around currency and its influence on the business. Hence, more corporations are using electronic platforms to improve the performance of their investment strategies and hedging. Among their go-to providers is 360T.

"Corporates are a very interesting and important customer segment in general, and in particular for 360T. They have business activity that requires FX hedging. Therefore, this flow is an important underlying basis for the FX market overall," says Carlo Koelzer, chief executive of 360T Group, and global head of FX at Deutsche Börse Group.

360T's multi-bank, multi-asset trading platform for over-the-counter financial instruments sits at the heart of Deutsche Börse Group's global FX strategy. It offers a full range of streamlined services across the entire trading workflow of both FX

and short-term money-market asset classes.

More than 1,500 buy-side client organisations use 360T's network, including global and regional corporate treasuries, which generate more than 70 billion euros on average in daily trading volumes.

There are perks for corporates using electronic venues to trade: greater price transparency; it saves time; and it reduces process risk, whether related to operations, price, markets or liquidity. "Furthermore, 360T offers its clients market-leading and very comprehensive reports, which give meaningful information such as execution-quality metrics," Koelzer says.


Demand for analysing and auditing processes has grown. Satisfying requirements around transparency, best execution, risk mitigation and analytics has become pivotal for all participants. "These clear,



Carlo Koelzer

transparent analytics in turn increase predictability in the execution process or can serve as a qualified basis for any dialogue with liquidity providers," says Koelzer.

For a platform, due to the number of FX trading venues, liquidity and functionality are no longer differentiators. The focus has shifted to automated workflows, as well as smart integration, and both pre- and post-trade analytics.

"From the corporates' perspective, since their requirements are indeed peculiar, a wide product range, strong workflow support by technology, internal flow management, and strong reporting and analytics are key factors for them. 360T is focused on servicing corporates to [the] best possible extent, delivering and improving [these] components on a consistent basis, and offering cutting-edge solutions for our customers," Koelzer adds.  *Laura Matthews*