MUREX

Case study

# Julius Baer Empowers Digitalization, Enhances Derivatives Offerings with Murex

## MX.3 platform coverage and financial instrument sophistication benefit Swiss private bank and its customers

### The bank has been committed to client service since its inception.

Julius Baer was founded in Zurich more than 130 years ago. Now operating in 60 locations worldwide, it is a global reference in wealth management. Since its founding, Julius Baer has acted as a trusted advisor for individuals, families and institutions, offering personalized solutions and exclusive markets access to grow, preserve and transmit wealth.

Crafting tailored investment solutions requires deep understanding of customer needs. Julius Baer sales representatives and relationship managers are in continuous contact and collaboration with their customers and with traders that engineer financial solutions.

> *"The Clientbook solution by Murex enables our relationship managers to access relevant client data instantly, right at their fingertips. If you would like to explore how Clientbook can benefit your clients, consider booking a demo with Murex."*
>
> Marco Murgida, head of markets sales and solutions, Julius Baer

### The MX.3 platform delivers a comprehensive library of financial instruments and advanced portfolio management capabilities.

Julius Baer sees technology as a key business enabler. Technology helps the bank fulfill client demand for investment opportunities aligned with market dynamics, individual preferences and risk tolerance. In 2013, it partnered with Murex, the global leader in trading, risk and processing solutions for capital markets. The bank aimed to refine its financial instruments offerings in FX cash, FX options and precious metals. It wanted to leverage the MX.3 integrated platform's extensive library of payoffs, as well as its trade life cycle management and real-time portfolio and risk management capabilities.

In addition to its rich catalog of payoffs, the MX.3 platform enables customers to create user-definable payoffs to cater to client specificity. The spectrum of exotic instruments covered includes barrier options, target redemption forwards (TARFs), accumulators, knock-in-knock-out options, and more.

Traders use MX.3 real-time portfolio monitoring to manage positions, P&L, greeks and risk matrices. The platform helps them anticipate upcoming events and options barriers. Traders can also build hedge deals that best cover structured products issued for customers. As a result, bank risk is properly managed from transaction inception through its life cycle. As part of this trading activity, settlement risk is also controlled with pre-deal limit checks within the Murex platform.

## Sales and relationship managers have a full picture of impacts on the clients' portfolios.

To help clients make well-informed investment decisions, sales and relationship managers must understand how a portfolio is impacted by real or simulated market data scenarios. MX.3 real-time dashboards give immediate access to an accurate and up-to-date vision of all cashflows, P&L, sensitivities, spot ladders and trade events across FX positions.

This dashboard is refreshed with market data changes, new transactions and deal events. The view computes the P&L and the greeks on each simple or complex structure in real time for each customer. Sales representatives use these dashboards to monitor portfolios and provide valuable insights to customers.

> *"After migrating to Murex's integrated MX.3 platform, our trading and risk management processes have improved significantly. MX.3 came with newly introduced LiveBook functionalities, which massively improved the risk metrics calculations for our FX/Precious Metal OTC Options and FX/Precious Metal Structures books."*
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> Christoph Kummli, head of markets trading, Julius Baer

Julius Baer holds tens of thousands of positions for thousands of clients. These positions often feature complex derivatives. Providing real-time information to dozens of sales representatives requires a highly performant and scalable technical architecture. These team members can instantly access results with MX.3's in-memory cache of data, where calculated figures are kept. In the back end, MX.3 pricing and risk engines computes continuously these figures.

With MX.3 APIs, the bank plans to integrate rich data from MX.3 into client portals to further enable clients to monitor derivatives positions.

> *"As a CTO, I have witnessed firsthand how MX.3 elevates stability, availability and cost efficiency. The reduction in operating costs achieved through MX.3 is a remarkable accomplishment."*
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> Daniel Schneider, head of markets technology, Julius Baer

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> *With the Murex platform in private banks, Murex aims to empower sales and relationship managers to provide well-informed advice to their customers on the wide variety of assets held within their portfolios. Following digitalization trends, we enable private banks to seamlessly integrate MX.3 into their portals, providing their customers with comprehensive insights and dealing capabilities. This allows clients to deal and monitor their positions and risks, enhancing transparency and facilitating informed decision-making.*
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> Adrien Pignard, head of sales product domain, Murex

### ABOUT MUREX

Murex provides enterprise-wide, cross-asset financial technology solutions to capital markets players. With more than 60,000 daily users in 65 countries, its cross-function platform, MX.3, supports trading, treasury, risk and post-trade operations—enabling clients to better meet regulatory requirements, manage enterprise-wide risk and control IT costs. Learn more at www.murex.com.

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