

Capital Markets: Regions 6m16

This publication is supplementary to our quarterly Results Review; it shows banks' capital markets quarterly revenue and semi-annual pre-tax profit and productivity dynamics relative to their peers in major regions. The full dataset includes operating revenue, expenses and pre-tax profit at the Level 3 product detail in 7 regions, as well as normalised client segment revenue allocations, RWA and Equity. All data is reconciled against the published financial statements. Further detail is available on request. This issue features reorganised definitions for several FICC products.

Summary

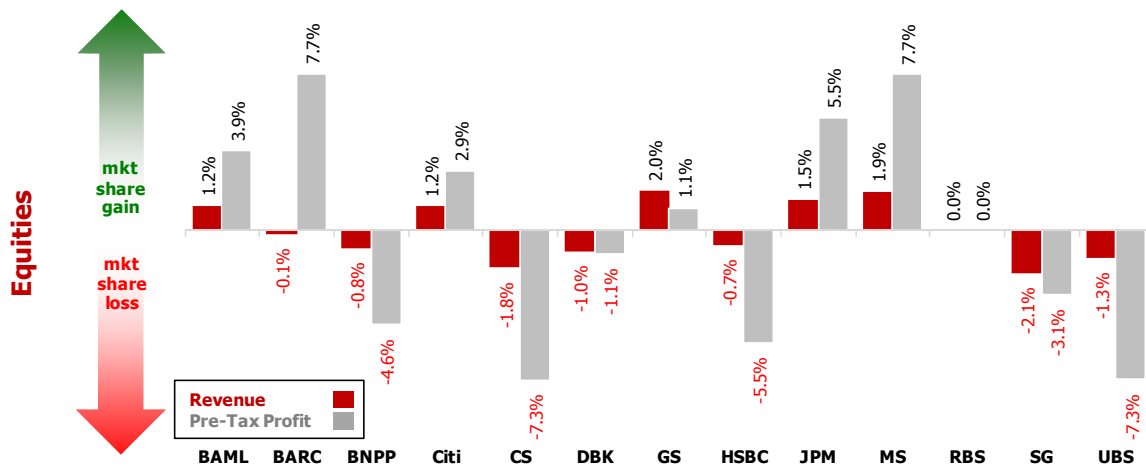
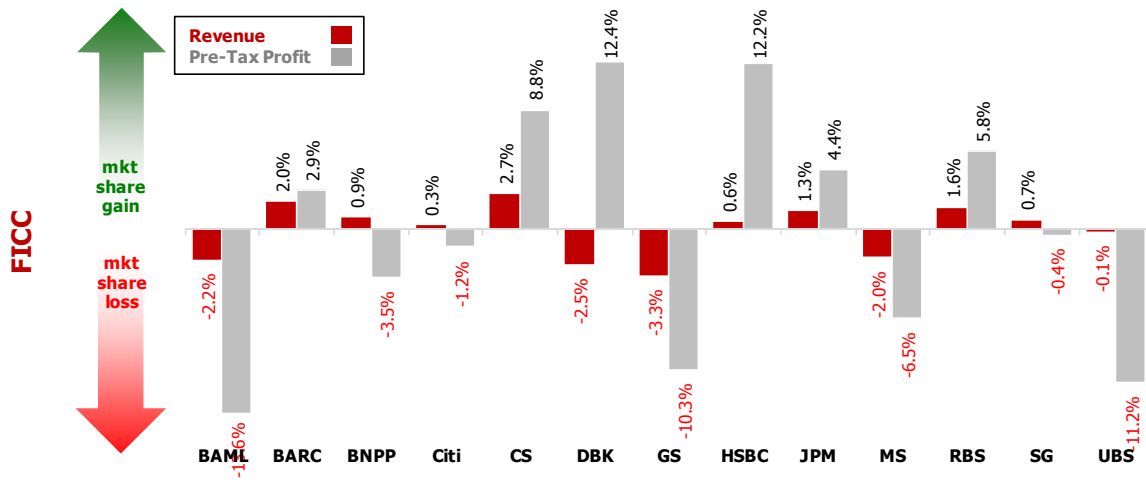
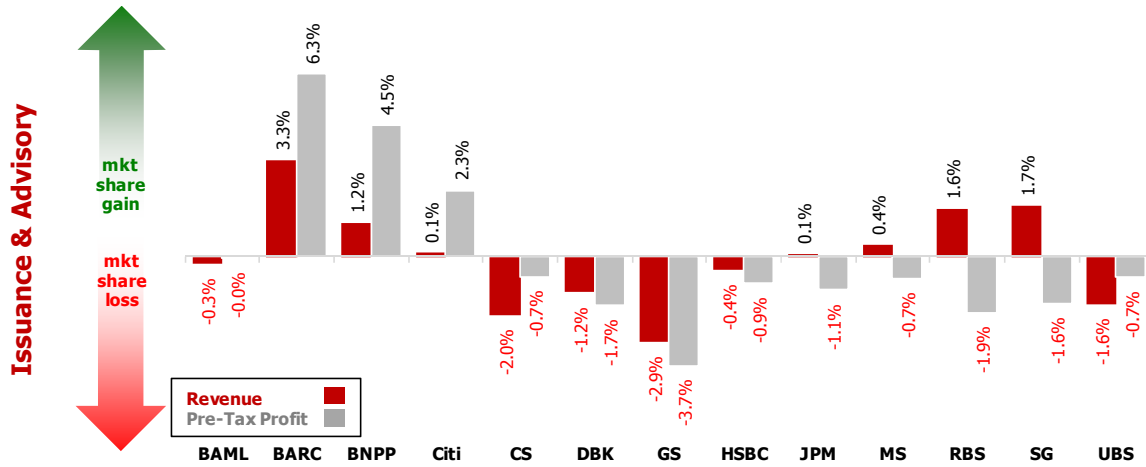
Regional revenue pools and dynamics (US\$, Level 1 products)

	Top 13 total revenue (US\$m): 6m16			% Growth / decline in Top 13 revenue pools (US\$m): 6m16 / 6m15		
	EMEA	AMER	APAC	EMEA	AMER	APAC
Capital Markets						
Issuance & Advisory						
DCM Bonds	Red	Light green	Red	Light green	Light green	Red
DCM Loans	Red	Orange	Red	Orange	Dark green	Light green
Securitisation	Red	Orange	Red	Dark green	Light green	Orange
ECM	Red	Red	Red	Orange	Orange	Orange
M&A / Advisory	Red	Light green	Red	Light green	Light green	Dark green
Sales & Trading						
FX	Light green	Light green	Orange	Light green	Dark green	Light green
Rates	Dark green	Dark green	Orange	Light green	Dark green	Light green
Credit	Orange	Light green	Red	Orange	Light green	Orange
Commodities	Red	Red	Red	Orange	Dark green	Orange
EQ Cash	Orange	Orange	Red	Dark green	Light green	Orange
EQ Derv & Converts	Light green	Orange	Red	Orange	Light green	Orange
Prime Services	Orange	Orange	Red	Dark green	Light green	Orange
Prop & Princ Inv	Red	Red	Red	Light green	Red	Red

Source: Tricumen. Notes: (1) Tricumen product definitions apply throughout. (2) The size of revenue pools and growth rates is based on Top 13 banks and, relative to all product areas shown. **Dark green** = top-quartile revenue pool and y/y growth. **Light green** and **orange** = 2nd/3rd quartile revenue pool and y/y growth. **Red** = lowest revenue pool and y/y growth. (3) Revenue is post-writedowns, excludes DVA/FVA/equivalent, one-offs and outliers.

EMEA

% change share of peer group operating revenue & pre-tax profit (US\$, 6m16/6m15)



Source: Tricumen. Notes: (1) Tricumen product definitions throughout. (2) Revenue is post-writedowns, excludes DVA/FVA/equivalent, one-offs, dedicated proprietary trading and principal revenue. (3) Outliers are excluded.

EMEA (cont.)

Operating revenue dynamics (US\$, Level 1 products, 6m16/6m15)

	BAML	BARC	BNPP	Citi	CS	DBK	GS	HSBC	JPM	MS	RBS	SG	UBS	Top 25%	Bottom 25%
Capital Markets	↓	↑	→	→	→	↓	↓	↓	↑	↓	↑	→	↓	-10%	-23%
Issuance & Advisory	↓	↑	→	→	↓	↓	↓	↓	→	→	↑	↑	↓	-7%	-30%
DCM Bonds	→	↑	→	→	↓	↓	→	↓	↓	↓	↑	↑	↓	15%	-39%
DCM Loans	↓	→	→	→	↓	↓	↓	↑	↓	↓	↑	→	↑	-12%	-47%
Securitisation	↓	→	N/M	↓	N/M	→	→	N/M	↓	N/M	↓	↑	↑	10%	-11%
ECM	↓	↑	→	↓	→	↓	↓	N/M	↑	↓	N/M	↑	→	-19%	-53%
M&A / Advisory	→	↑	→	↓	↓	↓	↓	N/M	↑	↑	N/M	→	↓	25%	-27%
Sales & Trading	↓	↑	→	→	↑	↓	↓	↓	→	↓	↑	→	↓	-3%	-21%
FX	↓	↑	→	→	↓	↓	→	→	↓	↓	↑	↑	↓	-4%	-31%
Rates	↓	→	→	↑	↓	↓	↓	→	↑	↓	↑	→	↓	-3%	-27%
Credit	→	↑	↑	↓	↑	↓	↓	↓	→	→	↓	↓	→	-27%	-60%
Commodities	→	↓	↓	→	↓	↓	↓	↑	→	↓	N/M	↑	↑	-29%	-63%
EQ Cash	↑	↓	↑	↑	↓	↓	→	↓	→	→	N/M	↓	↓	46%	-5%
EQ Derv & Converts	→	→	↓	↑	↓	↓	↑	↓	→	↑	N/M	↓	↓	1%	-30%
Prime Services	↑	↑	↓	↓	↓	→	↓	→	→	↓	N/M	↑	↓	21%	0%
Prop & Princ Inv	N/M	→	→	N/M	↑	↓	↓	↓	↑	N/M	N/M	N/M	N/M	-19%	-61%

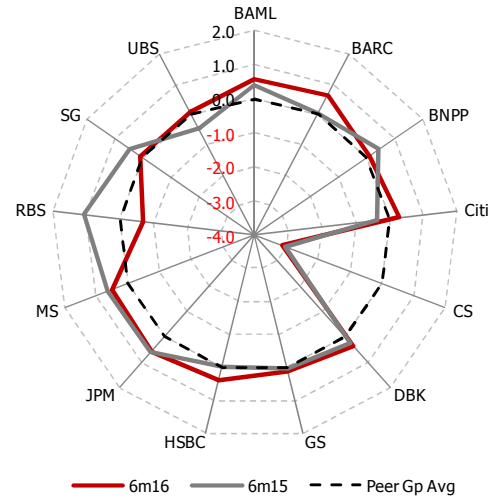
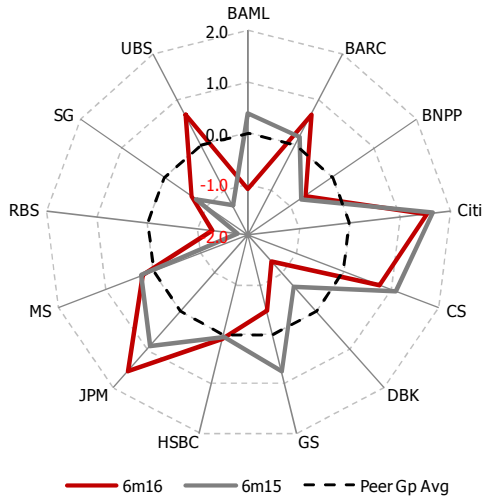
Source: Tricumen. Notes: (1) Tricumen product definitions apply throughout. (2) Arrows show % change in revenue vs peers. Up-/down-arrows: top-/bottom-quartile. (3) Revenue is post-writedowns, excludes DVA/FVA/equivalent, one-offs and outliers.

EMEA (cont.)

Operating cost / income (US\$, Level 1 products, 6m15 vs 6m16)

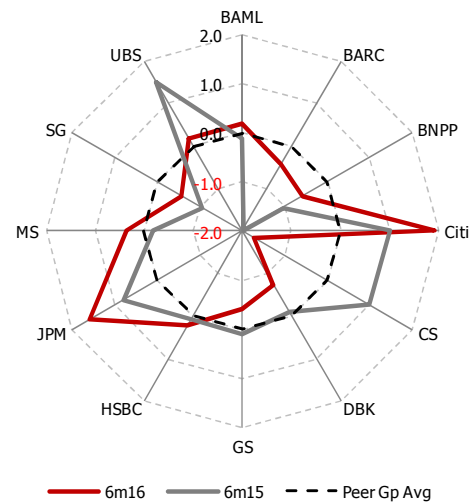
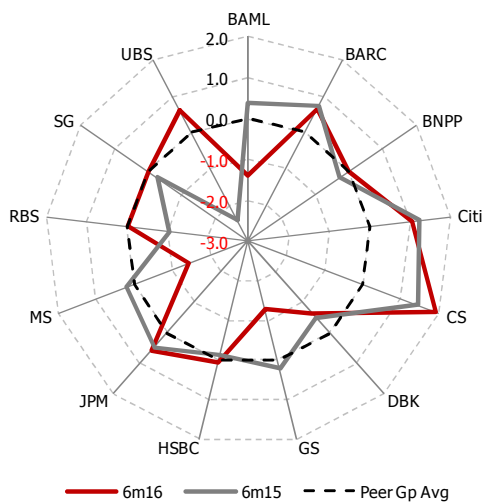
Capital Markets

Banking



FICC

Equities

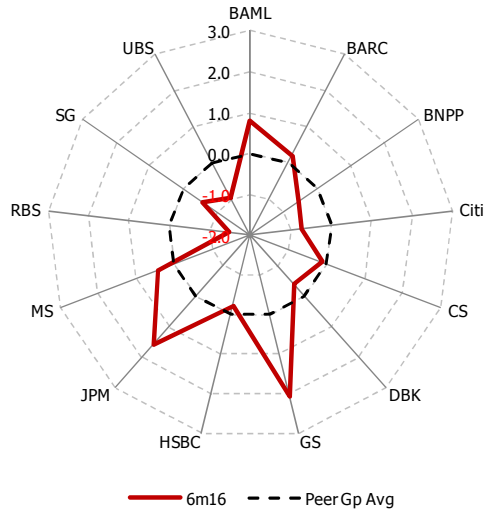


Source: Tricumen. Notes: (1) TRIC product definitions, standard deviation, product Level 1; (2) Operating expenses exclude one-off non-operational items, insurance-related benefits & claims, and credit expense/recovery/NPL provisions. Capital expenditure is included as accrued. Litigation expense is allocated to front-line units. (3) positive values indicate outperformance; missing fields indicate that data is not meaningful, or available; (4) outliers are excluded. (5) RBS does not compete in Equities markets.

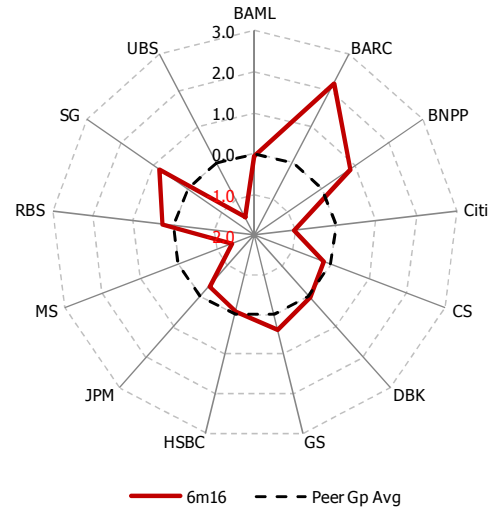
EMEA (cont.)

Operating revenue / Front Office headcount (FTE, US\$, Level 1 products, 6m16)

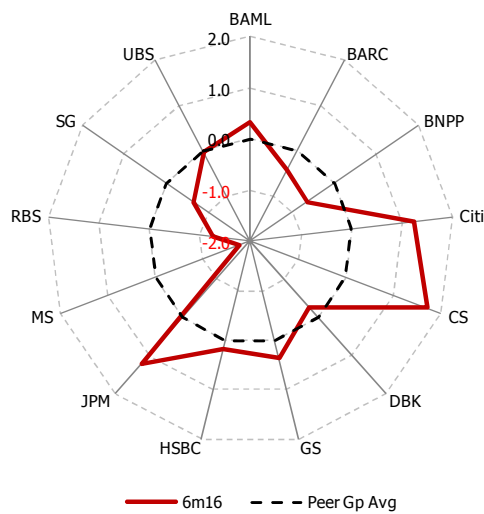
Capital Markets



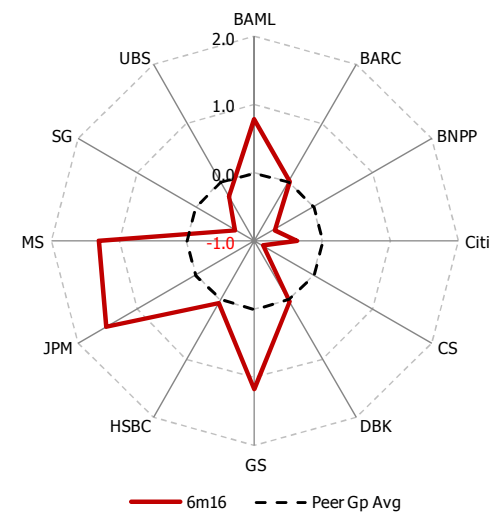
Banking



FICC



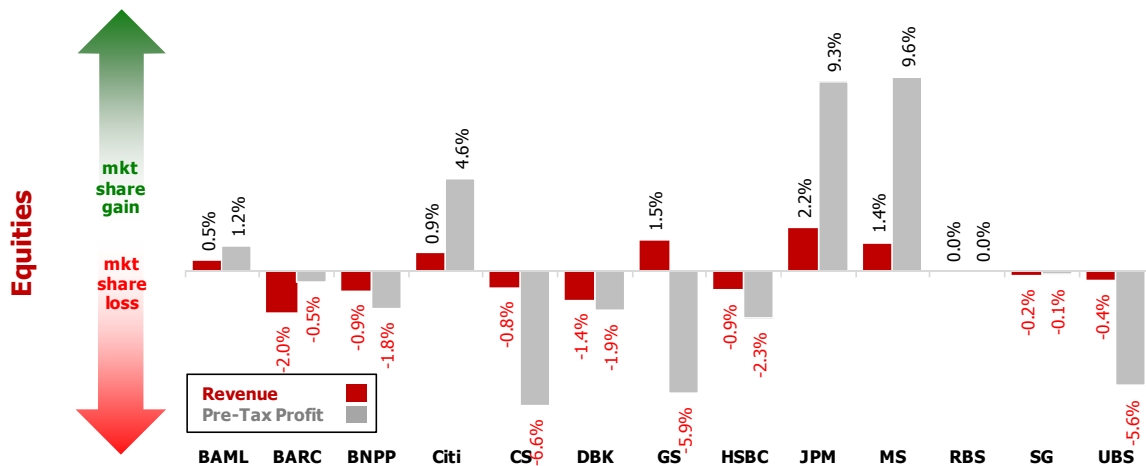
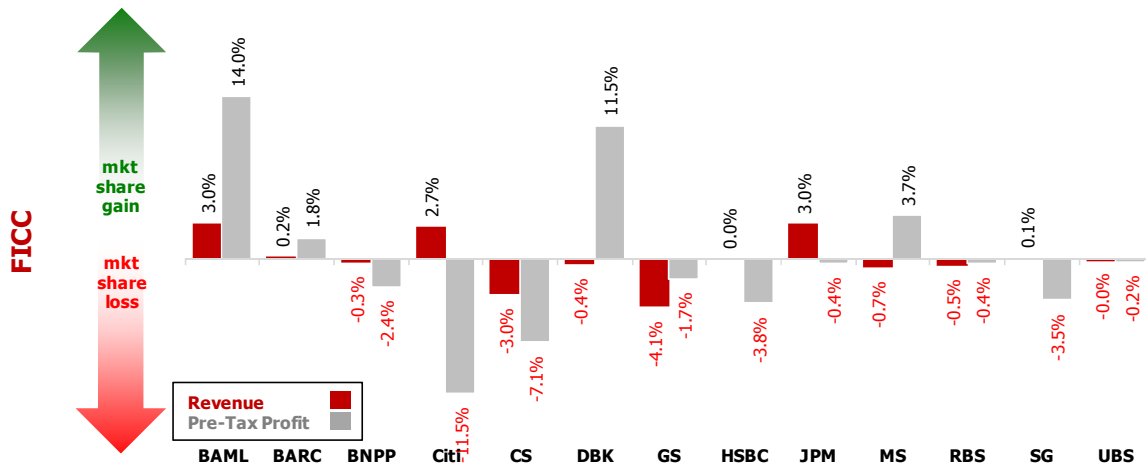
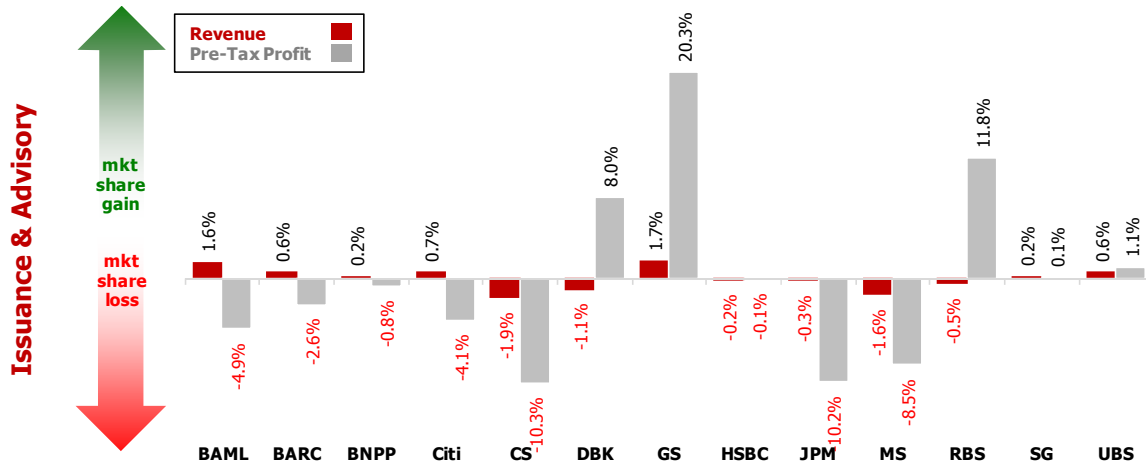
Equities



Source: Tricumen. Notes: (1) TRIC product definitions, standard deviation, product Level 1; (2) positive values indicate outperformance; missing fields indicate that data is not meaningful, or available; (3) outliers are excluded. (4) RBS does not compete in Equities markets.

Americas

% change share of peer group operating revenue & pre-tax profit (US\$, 6m16/6m15)



Source: Tricumen. Notes: (1) Tricumen product definitions throughout. (2) Revenue is post-writedowns, excludes DVA/FVA/equivalent, one-offs, dedicated proprietary trading and principal revenue. (3) Outliers are excluded.

Americas (cont.)

Operating revenue dynamics (US\$, Level 1 products, 6m16/6m15)

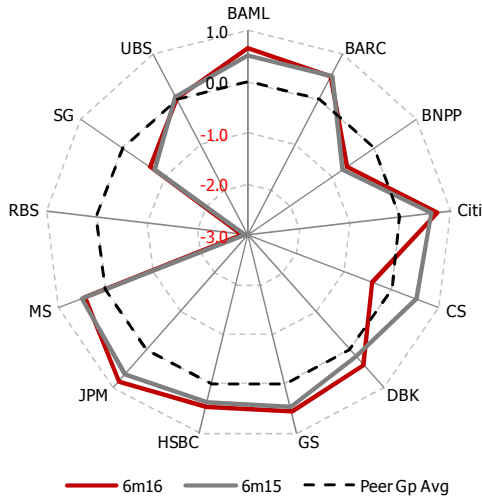
	BAML	BARC	BNPP	Citi	CS	DBK	GS	HSBC	JPM	MS	RBS	SG	UBS	Top 25%	Bottom 25%
Capital Markets	↑	→	↓	↑	↓	↓	↓	→	→	↓	↓	↑	→	3%	-18%
Issuance & Advisory	→	→	↑	→	↓	↓	→	↓	↓	↓	↓	↑	↑	-7%	-31%
DCM Bonds	→	→	↑	↓	→	↓	→	↓	↓	↓	↓	↑	↑	8%	-19%
DCM Loans	→	→	↓	↑	↑	→	→	↓	↓	↓	↓	↑	↓	29%	-33%
Securitisation	→	↑	↓	↑	↓	→	↑	N/M	→	↓	N/M	↓	↓	-10%	-47%
ECM	↑	→	N/M	↓	→	↓	↓	N/M	→	↓	N/M	N/M	↑	-33%	-54%
M&A / Advisory	↓	↓	↓	↓	↑	↑	→	N/M	↑	↓	N/M	N/M	↑	-1%	-18%
Sales & Trading	↑	↓	↓	↑	↓	→	↓	→	↑	→	↓	→	↓	4%	-24%
FX	→	↓	↓	→	→	→	↓	↓	↑	↑	↓	↑	↓	28%	-0%
Rates	↑	↓	→	↑	↓	↓	↓	→	↑	→	↓	↓	→	27%	7%
Credit	→	↑	↓	↑	N/M	↓	↓	→	↓	↓	↓	↑	→	63%	-15%
Commodities	↓	↓	→	↑	N/M	↑	→	↓	→	↓	N/M	N/M	N/M	20%	-5%
EQ Cash	↓	↓	↑	→	↓	↓	→	↓	↑	→	N/M	N/M	↑	-6%	-27%
EQ Derv & Converts	→	↓	↓	↑	↓	↓	→	↓	↑	↑	N/M	→	↓	-3%	-37%
Prime Services	→	↓	↑	↑	↓	↓	↑	↓	→	→	N/M	N/M	↓	4%	-17%
Prop & Princ Inv	N/M	N/M	N/M	N/M	N/M	N/M	↓	N/M	→	↑	N/M	N/M	N/M	-31%	-65%

Source: Tricumen. Notes: (1) Tricumen product definitions apply throughout. (2) Arrows show % change in revenue vs peers. Up-/down-arrows: top-/bottom-quartile. (3) Revenue is post-writedowns, excludes DVA/FVA/equivalent, one-offs and outliers.

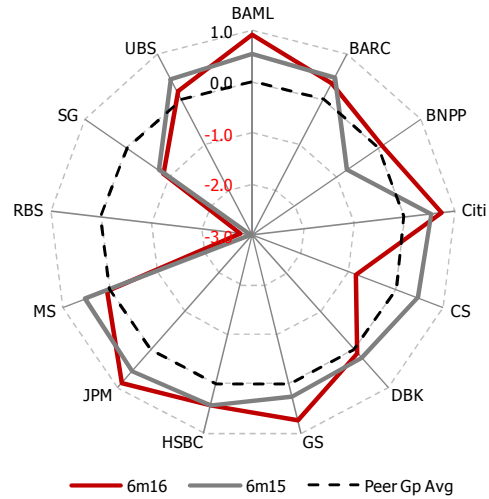
Americas (cont.)

Operating cost / income (US\$, Level 1 products, 6m15 vs 6m16)

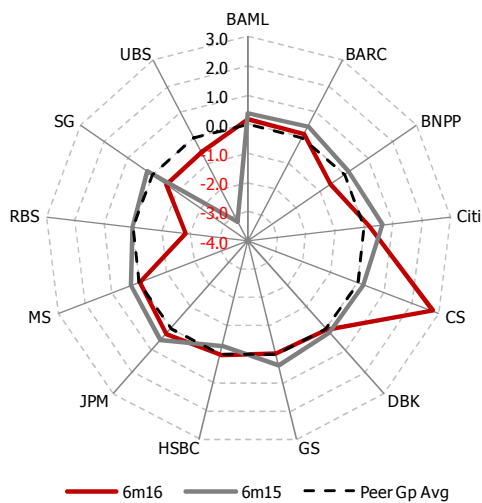
Capital Markets



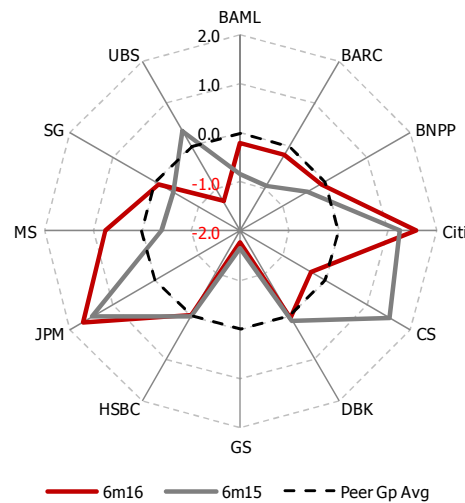
Banking



FICC



Equities

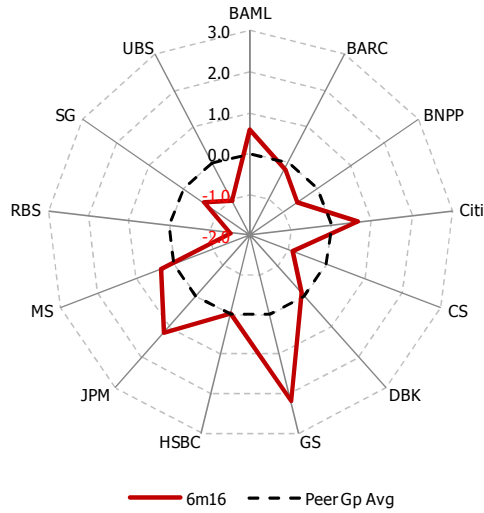


Source: Tricumen. Notes: (1) TRIC product definitions, standard deviation, product Level 1; (2) Operating expenses exclude one-off non-operational items, insurance-related benefits & claims, and credit expense/recovery/NPL provisions. Capital expenditure is included as accrued. Litigation expense is allocated to front-line units. (3) positive values indicate outperformance; missing fields indicate that data is not meaningful, or available; (4) outliers are excluded. (5) RBS does not compete in Equities markets.

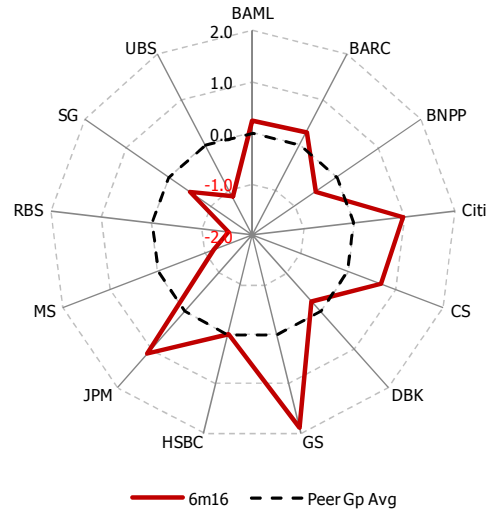
Americas (cont.)

Operating revenue / Front Office headcount (FTE, US\$, Level 1 products, 6m16)

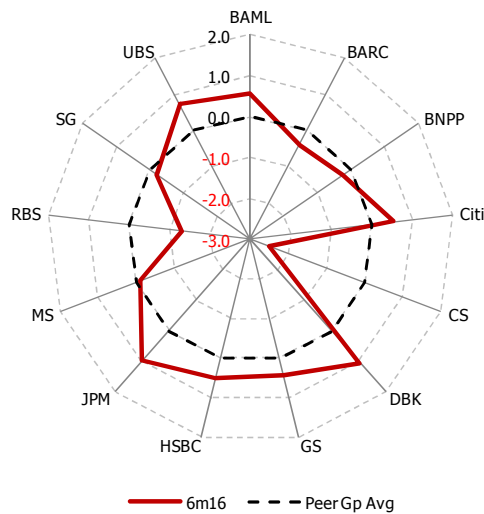
Capital Markets



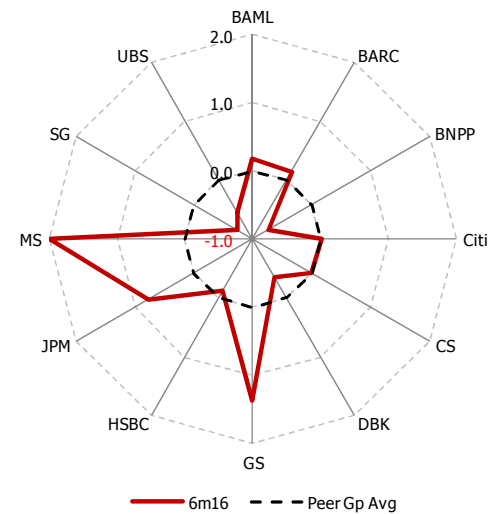
Banking



FICC



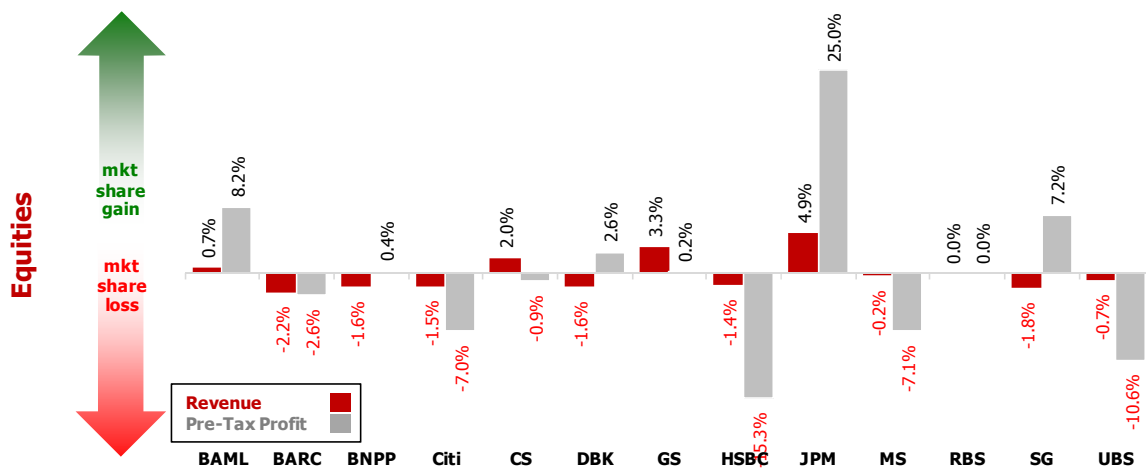
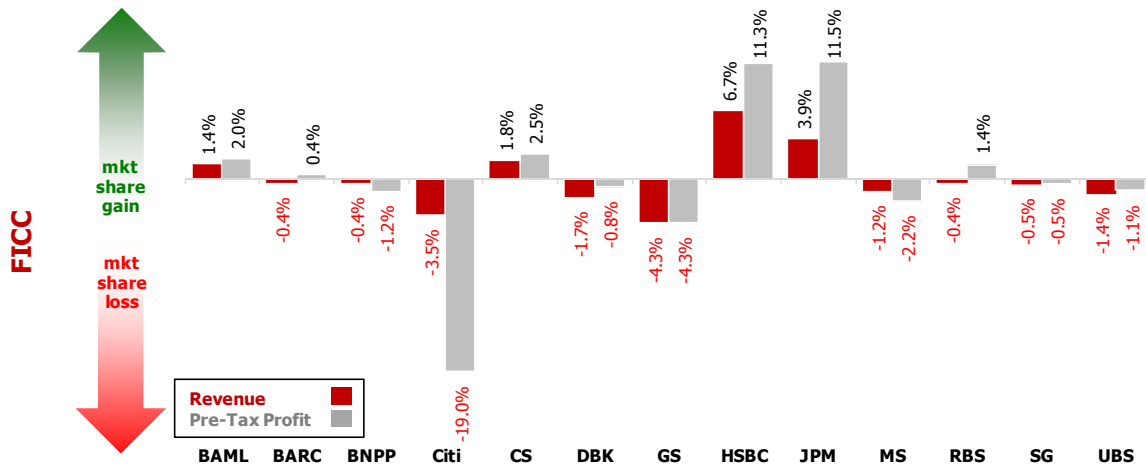
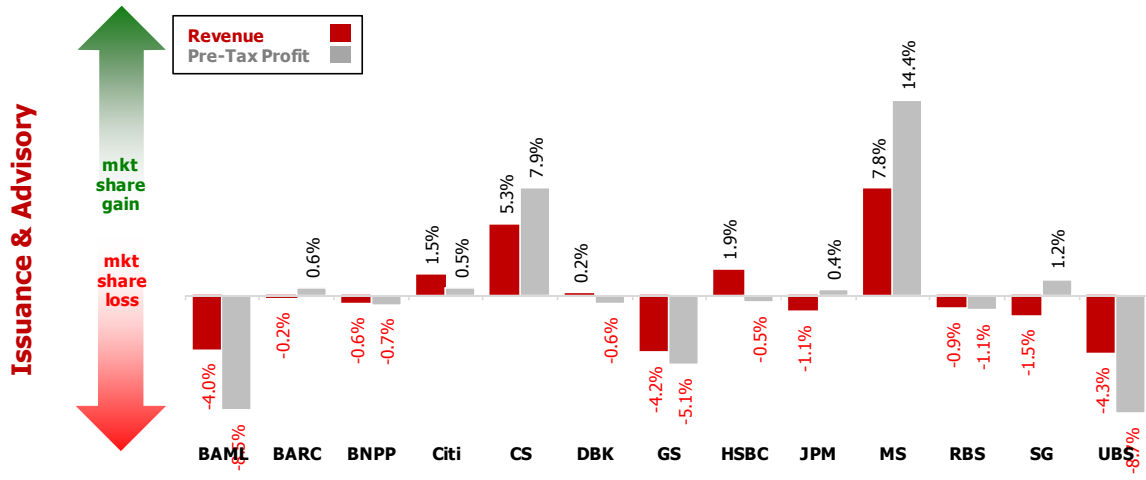
Equities



Source: Tricumen. Notes: (1) TRIC product definitions, standard deviation, product Level 1; (2) positive values indicate outperformance; missing fields indicate that data is not meaningful, or available; (3) outliers are excluded. (4) RBS does not compete in Equities markets.

Asia Pacific

% change share of peer group operating revenue & pre-tax profit (US\$, 6m16/6m15)



Source: Tricumen. Notes: (1) Tricumen product definitions throughout. (2) Revenue is post-writedowns, excludes DVA/FVA/equivalent, one-offs, dedicated proprietary trading and principal revenue. (3) Outliers are excluded.

Asia Pacific (cont.)

Operating revenue dynamics (US\$, Level 1 products, 6m16/6m15)

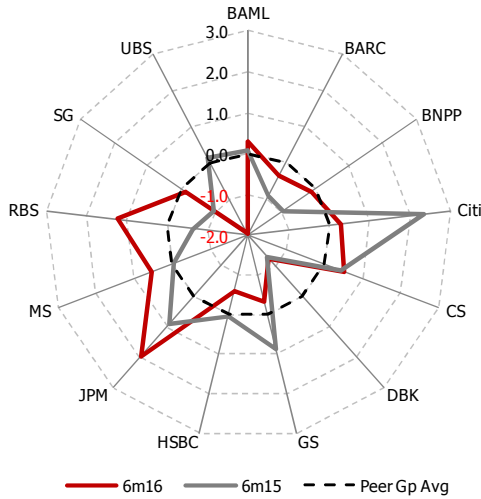
	BAML	BARC	BNPP	Citi	CS	DBK	GS	HSBC	JPM	MS	RBS	SG	UBS	Top 25%	Bottom 25%
Capital Markets	→	↓	↓	→	↑	→	↓	↑	↑	→	↓	↓	↓	-18%	-47%
Issuance & Advisory	↓	→	↓	→	↑	→	↓	↑	↓	↑	N/M	↓	↓	-3%	-44%
DCM Bonds	↓	→	↓	↓	N/M	→	↑	↓	→	↑	N/M	↓	↑	20%	-28%
DCM Loans	↓	↓	→	↑	↑	↓	↓	→	↓	↑	N/M	→	N/M	18%	-14%
Securitisation	↓	↑	N/M	↓	→	↓	↓	↑	→	→	N/M	N/M	N/M	-7%	-25%
ECM	↓	↓	N/M	↑	→	↑	↓	N/M	→	→	N/M	N/M	↓	-24%	-81%
M&A / Advisory	↑	↑	↓	→	↑	↓	↓	↓	→	N/M	N/M	N/M	↓	1%	-25%
Sales & Trading	↑	↓	↓	→	→	↓	↓	↑	↑	→	→	↓	↓	-19%	-45%
FX	↑	↓	↓	→	↑	→	→	→	↑	↓	↓	↓	↓	3%	-63%
Rates	→	→	↓	↓	↑	↓	↓	↑	↑	→	→	↓	↓	14%	-38%
Credit	↑	→	→	↓	↓	↓	↓	→	↑	↓	N/M	→	↑	15%	-25%
Commodities	↑	N/M	N/M	→	→	N/M	↓	↑	↓	↓	N/M	N/M	N/M	-1%	-53%
EQ Cash	→	↓	↓	↓	↑	↓	↑	→	↑	↓	N/M	→	↓	-35%	-54%
EQ Derv & Converts	→	↓	↓	→	↑	↓	↑	↓	↑	→	N/M	↓	↓	-39%	-65%
Prime Services	→	↓	↓	↓	↓	↓	↓	↑	↑	→	N/M	→	↑	-6%	-39%
Prop & Princ Inv	N/M	N/M	N/M	N/M	N/M	N/M	↓	→	N/M	↑	N/M	N/M	N/M	-28%	-86%

Source: Tricumen. Notes: (1) Tricumen product definitions apply throughout. (2) Arrows show % change in revenue vs peers. Up-/down-arrows: top-/bottom-quartile. (3) Revenue is post-writedowns, excludes DVA/FVA/equivalent, one-offs and outliers.

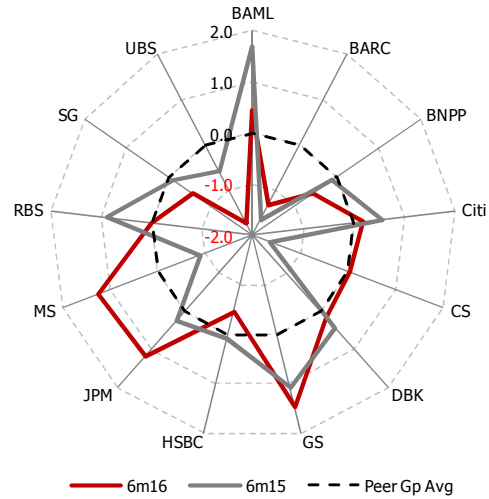
Asia Pacific (cont.)

Operating cost / income (US\$, Level 1 products, 6m15 vs 6m16)

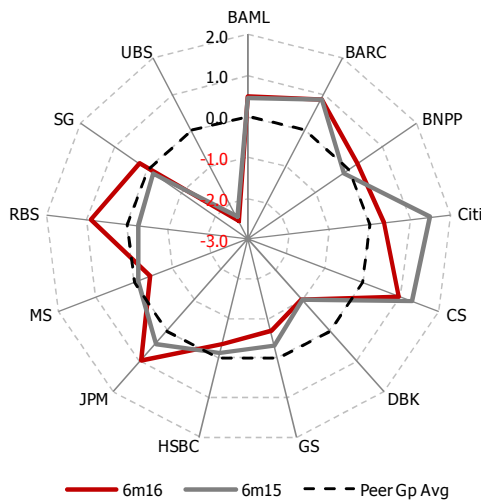
Capital Markets



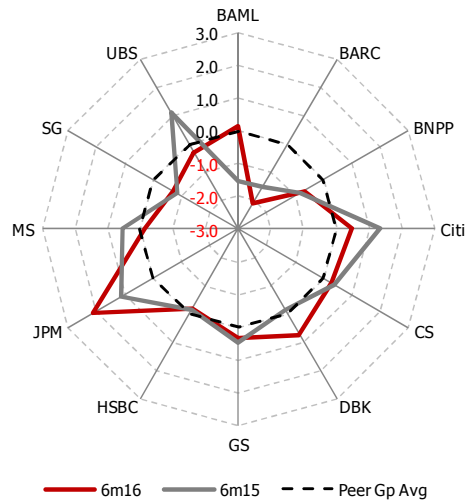
Banking



FICC



Equities

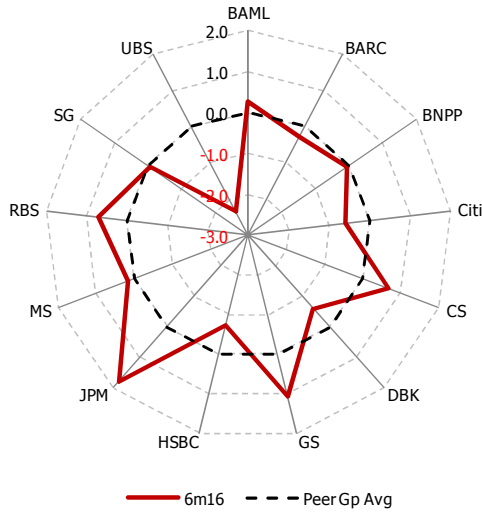


Source: Tricumen. Notes: (1) TRIC product definitions, standard deviation, product Level 1; (2) Operating expenses exclude one-off non-operational items, insurance-related benefits & claims, and credit expense/recovery/NPL provisions. Capital expenditure is included as accrued. Litigation expense is allocated to front-line units. (3) positive values indicate outperformance; missing fields indicate that data is not meaningful, or available; (4) outliers are excluded. (5) RBS does not compete in Equities markets.

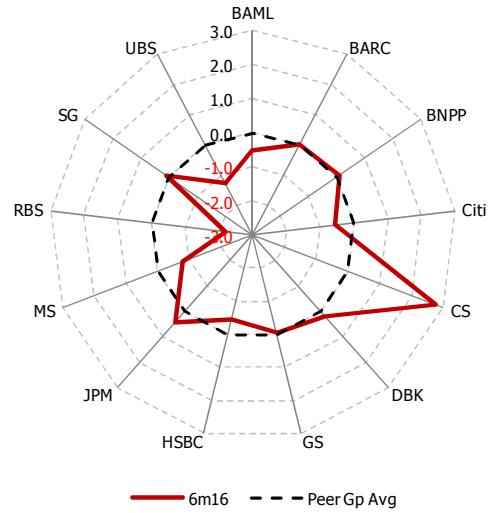
Asia Pacific (cont.)

Operating revenue / Front Office headcount (FTE, US\$, Level 1 products, 6m16)

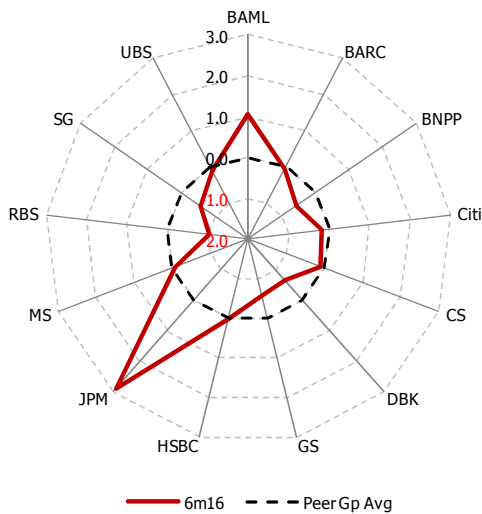
Capital Markets



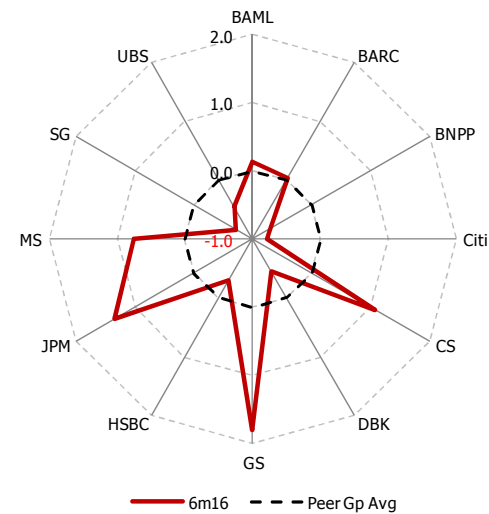
Banking



FICC



Equities



Source: Tricumen. Notes: (1) TRIC product definitions, standard deviation, product Level 1; (2) positive values indicate outperformance; missing fields indicate that data is not meaningful, or available; (3) outliers are excluded. (4) RBS does not compete in Equities markets.

About Tricumen

Tricumen was founded in 2008. It quickly became a strong provider of diversified market intelligence across the capital markets and has since expanded into transaction and corporate banking coverage. Tricumen's data has been used by many of the world's leading investment banks as well as strategy consulting firms, investment managers and 'blue chip' corporations.

Situated near Cambridge in the UK, Tricumen is almost exclusively staffed with senior individuals with an extensive track record of either working for or analysing banks; and boasts what we believe is the largest capital markets-focused research network of its peer group.

Notes & Caveats

This report may be used for quotes, provided that information released is sourced to Tricumen and that it does not prejudice Tricumen Limited's business or compromise the company's ability to analyse the financial markets. Full acknowledgement of Tricumen Limited must be given.

Tricumen Limited has used all reasonable care in writing, editing and presenting the information found in this report. All reasonable effort has been made to ensure the information supplied is accurate and not misleading. For the purposes of cross-market comparison, all numerical data is normalised in accordance to Tricumen Limited's proprietary product classification. Fully-researched dataset may contain margin of error of 10%; for modelled datasets, this margin may be wider.

The information and commentary provided in this report has been compiled for informational purposes only. We recommend that independent advice and enquiries should be sought before acting upon it. Readers should not rely on this information for legal, accounting, investment, or similar purposes. No part of this report constitutes investment advice, any form of recommendation, or a solicitation to buy or sell any instrument or to engage in any trading or investment activity or strategy. Tricumen Limited does not provide investment advice or personal recommendation nor will it be deemed to have done so.

Tricumen Limited makes no representation, guarantee or warranty as to the suitability, accuracy or completeness of the report or the information therein. Tricumen Limited assumes no responsibility for information contained in this report and disclaims all liability arising from negligence or otherwise in respect of such information.

Tricumen Limited is not liable for any damages arising in contract, tort or otherwise from the use of or inability to use this report or any material contained in it, or from any action or decision taken as a result of using the report.

© Tricumen Limited 2016. All rights reserved