



- ❑ **Corporate & Investment Banking**

Named peer benchmarking

55 Global & Regional banks



TRICUMEN

Products			Data Scope	Scope
<p>Fixed Income</p> <ul style="list-style-type: none"> <input type="checkbox"/> FX & Local Markets <ul style="list-style-type: none"> ▪ G10 FX Spot & Forwards ▪ G10 FX Options ▪ Local Markets FX ▪ Local Markets Rates ▪ EM Structured Products <input type="checkbox"/> Rates & Financing & Munis <ul style="list-style-type: none"> ▪ Rates Flow ▪ Rates Structured ▪ Financing ▪ Munis <input type="checkbox"/> Credit <ul style="list-style-type: none"> ▪ G10 Credit Flow <ul style="list-style-type: none"> ○ High Grade ○ High Yield ▪ EM Credit Flow ▪ Credit Structured ▪ Credit Distressed & Loan Trading <ul style="list-style-type: none"> ○ Credit Distressed ○ Loan Trading <input type="checkbox"/> Commodities <ul style="list-style-type: none"> ▪ Energy ▪ Base Metals & Softs ▪ Precious Metals <input type="checkbox"/> Securitisation <ul style="list-style-type: none"> ○ ABS ○ Agencies/RMBS ○ CMBS 	<p>Equities</p> <ul style="list-style-type: none"> <input type="checkbox"/> Cash Equities <ul style="list-style-type: none"> ▪ High Touch ▪ Electronic <input type="checkbox"/> Equity Derivatives <ul style="list-style-type: none"> ▪ Flow Equity Derivatives <ul style="list-style-type: none"> ○ Swaps & Options ○ Delta 1 ▪ Structured Equity Derivatives ▪ Financing / Corporate Derivatives <input type="checkbox"/> Prime Services <ul style="list-style-type: none"> ▪ Prime Brokerage ▪ Securities Lending <input type="checkbox"/> Listed Derivatives & Clearing <input type="checkbox"/> Prop Trading <p>Investment Banking</p> <ul style="list-style-type: none"> <input type="checkbox"/> M&A <input type="checkbox"/> ECM <ul style="list-style-type: none"> ▪ Cash ECM ▪ Converts <input type="checkbox"/> DCM Bonds <ul style="list-style-type: none"> ▪ High Grade ▪ High Yield ▪ Munis ▪ Emerging Markets <input type="checkbox"/> Syndicated Loans <ul style="list-style-type: none"> ▪ High Grade ▪ Leveraged Loans <input type="checkbox"/> Corporate Derivatives 	<p>Principal Investments</p> <ul style="list-style-type: none"> <input type="checkbox"/> Private Equity <input type="checkbox"/> Real Estate <input type="checkbox"/> Life Finance <p>Commercial Banking</p> <ul style="list-style-type: none"> <input type="checkbox"/> Commercial Lending <ul style="list-style-type: none"> ▪ Large Cap / MNC ▪ SME / Mid-Cap <input type="checkbox"/> Commercial Real Estate Lending <input type="checkbox"/> Asset Based Lending <input type="checkbox"/> Project & Structured Finance <input type="checkbox"/> Deposits <input type="checkbox"/> Corp/trans bank FX <input type="checkbox"/> Corp/trans bank Rates <p>Treasury Services</p> <ul style="list-style-type: none"> <input type="checkbox"/> Cash Management <ul style="list-style-type: none"> ▪ Domestic ▪ International Corporate ▪ International FIG ▪ Cards/Merchant Services ▪ Large Cap/MNC ▪ SME/Mid Cap <input type="checkbox"/> Trade Finance <ul style="list-style-type: none"> ▪ Traditional Trade Finance ▪ Supply Chain Finance ▪ Structured & Commodity Trade Finance ▪ Large Cap/MNC ▪ SME/Mid Cap 	<p>Revenue</p> <ul style="list-style-type: none"> <input type="checkbox"/> Client Revenue (4 groups) <input type="checkbox"/> Risk Revenue <p>Headcount</p> <ul style="list-style-type: none"> <input type="checkbox"/> Coverage <input type="checkbox"/> Origination/Syndicate <input type="checkbox"/> Trading/Structuring <input type="checkbox"/> Sales/Marketing <input type="checkbox"/> Product Management <p><i>FTE basis, adjusted for seniority</i></p> <p>Operating Expenses</p> <ul style="list-style-type: none"> <input type="checkbox"/> FO Comp & Benefits <input type="checkbox"/> FO Directs <input type="checkbox"/> Tech & Ops <input type="checkbox"/> Other support <input type="checkbox"/> Corporate overhead <p>Market risk</p> <ul style="list-style-type: none"> <input type="checkbox"/> VaR <input type="checkbox"/> Stressed VaR <p>RWA (Basel 2.5 and 3)</p> <ul style="list-style-type: none"> <input type="checkbox"/> Market Risk <input type="checkbox"/> Counterparty Credit Risk <input type="checkbox"/> Credit Risk <input type="checkbox"/> Equity Risk <input type="checkbox"/> Operational Risk <p>Equity/Capital</p> <p>Leverage</p> <p>Client Assets</p> <ul style="list-style-type: none"> <input type="checkbox"/> Assets under Management <input type="checkbox"/> Assets under Custody <input type="checkbox"/> Assets under Administration <input type="checkbox"/> Deposits 	<p>Geographies</p> <ul style="list-style-type: none"> <input type="checkbox"/> EMEA <ul style="list-style-type: none"> ▪ Western Europe ▪ CEE/CIS ▪ Middle East ▪ Africa <input type="checkbox"/> Americas <ul style="list-style-type: none"> ▪ North America ▪ Latin America <input type="checkbox"/> APAC <ul style="list-style-type: none"> ▪ Japan ▪ Australia / New Zealand ▪ Other APAC <p><i>Other country detail available</i></p> <p>Frequency</p> <ul style="list-style-type: none"> <input type="checkbox"/> Annual <input type="checkbox"/> Semi-annual <input type="checkbox"/> Quarterly

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, as well as asset and wealth management and asset servicing. Tricumen's data has been used by many of the world's leading strategy consulting firms as well as investment banks, 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 financial markets-focused research network of its peer group.

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