

TREASURY SERVICES IN LATIN AMERICA

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July 2017

What is Treasury Services?

I would define Treasury Services as every single cross-border transaction relating to cash management, liquidity management, trade processing, trade financing. Everything related to those four buckets will be within the Treasury Services.

We provide service around the globe, especially in the U.S., the U.S. clearing. We provide service in London and in Frankfurt. We do local clearing on those countries, and also we have a big set of branches in Asia that we provide trade processing capabilities in Asia.

Then we are very strong in those markets, and this makes us different from our competitors.

What are the markets BNY Mellon covers in Latin America?

The countries and markets that we cover in Latin America - it's a big region, Latin America, and the Caribbean region. We cover more than 31 countries across the region, starting from Mexico, Central America, the Caribbean, and South America.

Who are our main clients in the region?

Our main clients in the regions are basically financial institutions. But we also cover fund managers, central banks, broker dealers, fund administrators, but 90% of our relationships are banks in the region.

The main differentiator between us and our competitors is that we do not target the customers in local markets.

We leave that for our local relationships, and then this is a big advantage for us because we are the bank of banks and we are praised for that.



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What is BNY Mellon doing to better serve its clients?

Innovation is a big topic across the region - South America, Central America, and the Caribbean region.

What are we doing, which type of products or which type of technology we are implementing here, and this is, we are proud, because we are talking a lot about Blockchain and the new phase in the innovation process.

I would say that NEXEN, for us, is extremely important. It differentiates us from the market, because it's this gateway. We'll provide the great capability to connect with our customers, especially for outsourcing or trade through the APIs, and this is extremely well received in the market.

The financial institutions, the banks, they want to be connected, directly connected with us.

They want to take advantage of it.

That's our tool, and to have one access to the bank and offer this product to the customers.



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