

ROMAN REGELMAN DISCUSSES THE FUTURE OF ASSET SERVICING

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The asset servicing of the industry of the future, is the one where not only clients rely on us for safekeeping the assets, for accounting of these assets, but the clients rely on us for innovation.

I've been in asset servicing for 20 years. The transformation that we are on is fundamentally driven by two key factors. Number one, our ever-increasing client expectations. And number two, significant and major advancements in the state of technology in the world. But I think what has changed is the expectation to provide more holistic services, even in a more global way across the totality of the value chain of our client.

Traditionally, clients thought of data as something out there. It's something that technology organization should work with. Our clients have a lot of data at their fingertips and the age-old dilemma, how to do more with this data.

A typical client asset manager or asset owner ultimately focused on their business. How to create alpha, manage beta, match the assets and liabilities. But to do all of that, there is a long value chain of related activities.

You need to make decisions on what order management system you use. You need to make decisions on what databases you use. Who provides you custody, who provides you accounting, how do you think about a middle office? What do you do with ever-increasing needs of your end customers?

The services and products we provide, underpin the entire operating model.

And it's not only the chief operating officer that relies on us for custody and accounting. It's the chief investment officer that relies on us for insights.

Chief risk officers that feel by using BNY Mellon they reduce the exposure. We can allow people to really focus on true value-added components of the job and allow machines, or AI to really take care of the fundamentals.

236 years of trust...

236 years of doing the right thing for our clients, and yet amazing innovation, with leading technology companies, leading Fintechs and determination to really create solutions, innovative solutions, across the value chain of asset managers and asset owners of our clients globally.

ASSET SERVICING

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