

Case study

UCPB achieves double-digit growth for transactions and AUM with Misys



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Eulogio Catabran

Head of Treasury Banking
Group
UCPB

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“Between 2014 and 2015, our volume of customer-driven transactions grew by nearly 30%. In the same period, AUM increased by more than 20%. This growth was made possible in large part by the increased automation and integration that Misys FusionCapital has brought to our operations.”

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About UCPB

Founded in 1953, the United Coconut Planters Bank, more popularly known by its initials, UCPB, was the first universal bank to be established in the Philippines. UCPB specialises in commercial banking, serving a wide-ranging clientele through a network of nearly 230 branches nationwide, as well as via telephone, internet and mobile banking channels.

The challenge

In the Philippines, financial services providers operate within a strict regulatory framework. For UCPB, ever-increasing scrutiny into treasury trading and risk management has made it more important than ever for the bank to accurately measure and document risks. At the same time, UCPB needs to stay on top of changing customer demands and market conditions to be best-positioned to exploit growth opportunities. To support profitable, compliant operations, UCPB sought to both increase the efficiency of end-to-end trading activity, and strengthen risk management capabilities.

The solution

UCPB takes advantage of Misys FusionCapital to provide a standardised and integrated platform for managing treasury trading and risk. The bank has brought greater efficiency and agility to treasury operations—helping it stay on top of changing customer demands and market conditions—all while ensuring strong control over operational, market and credit risk.

The result

Fast, accurate risk and regulatory reporting drives more-informed decision-making, and helps UCPB demonstrate that treasury operations are fully compliant with the latest regulations. Increased efficiency has helped the bank to grow customer-driven transactions by nearly 30% and assets under management by more than 20%—all while keeping staff levels flat—fuelling efficient growth.

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“Since introducing Misys FusionCapital, productivity has increased in a big way.”

Eulogio Catabran

Head of Treasury Banking Group
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Uniting trading and risk management in a single system allows UCPB to keep pace with an ever-evolving regulatory framework and support productive, profitable treasury operations

The challenge

Financial services institutions in the Philippines operate within a strict, ever-evolving regulatory framework. For UCPB’s Treasury Banking Group, increased scrutiny into risk management and regulatory reporting has made it increasingly important for the group to accurately measure and document risks.

Eulogio Catabran, Head of Treasury Banking Group at UCPB, explains: “In the current climate, the responsibilities of the treasury group have expanded far beyond straightforward management of funds, liquidity, reserves, foreign exchange and fixed income. We now have to prove that these operations are carried out in full compliance with a host of regulations, which has required us to redefine many of our functions and roles within the treasury group.”

To support profitable treasury operations, and provide robust management of controls and risks as required by regulators, UCPB needs clear visibility into markets, instruments and operations.

“Financial markets and regulations are changing all the time, and we need accurate, up-to-the-minute insight in order to keep pace,” notes Eulogio Catabran. “It is critical for us to arm decision-makers with timely information, so they can make smart choices about how to best navigate the market, all while ensuring that our activities remain in line with the latest regulatory guidelines.”

The solution

To provide an integrated platform for managing both treasury trading and risk, UCPB uses Misys FusionCapital technology.

“We believe that Misys FusionCapital is one of the best treasury trading systems available on the market,” says Eulogio Catabran. “FusionCapital underpins our treasury operations and is a great fit for our needs, helping us integrate trading and risk management in a single platform.”

With FusionCapital, UCPB brings greater efficiency and agility to treasury operations—helping the bank stay on top of changing customer demands and market conditions—all while ensuring strong control over operational, market and credit risk.

Eulogio Catabran comments: “Misys FusionCapital gives us greater control over the risk that we manage. Fast, accurate risk and regulatory reporting helps us put reliable information into the hands of decision-makers rapidly, and prove to regulators that our treasury operations comply fully with current regulations.”

In the future, UCPB is looking forward to taking advantage of the latest features and tools provided by FusionCapital to refine treasury operations even further. The bank also has plans to broaden integration with other systems in use across the enterprise, bringing its universal banking operations closer together.

Growing efficiently

Today, UCPB is driving streamlined, highly efficient treasury trading, supporting productive and profitable growth.

“Since introducing Misys FusionCapital, productivity has increased in a big way,” remarks Eulogio Catabran. “Our operations are much more efficient, which has enabled us to take on greater workload without increasing headcount. In fact, we’ve even been able to reallocate a number of staff from administrative or purely transaction-based work to more value-added roles.”

The productivity gains have made it possible for UCPB to achieve double-digit growth in transactions and assets under management (AUM).

Eulogio Catabran continues: “Between 2014 and 2015, our volume of customer-driven transactions grew by nearly 30%. In the same period, AUM increased by more than 20%. This growth was made possible in large part by the increased automation and integration that Misys FusionCapital has brought to our operations.”

With a rock-solid technology platform in place, UCPB is well-positioned to exploit opportunities to strengthen customer engagement and drive growth

“Misys FusionCapital has expanded our horizons, helping us offer customers a much richer range of products and a more responsive service.”

Eulogio Catabran

Head of Treasury Banking Group
UCPB

Ready for the future

A modern, efficient trading and risk management platform will allow UCPB to deliver greater value for customers—boosting their loyalty and engagement to drive growth and competitive advantage.

Eulogio Catabran concludes: “Misys FusionCapital has expanded our horizons, helping us offer customers a much richer range of products and a more responsive service. We look forward to building on this foundation to support our vision of becoming the bank of choice for consumers in the Philippines.”

About Misys

Misys is at the forefront of the financial software industry, providing the broadest portfolio of banking, capital markets, investment management and risk management solutions available on the market. With 2,000 customers in 120 countries our team of domain experts, combined with our partner eco-system, have an unparalleled ability to address industry requirements at both a global and local level. We connect systems, collect data and create intelligent information to drive smarter business decisions. To learn more about how our Fusion software portfolio can deliver a holistic view of your operations, and help you to solve your most complex challenges, please visit misys.com and follow us [@MisysFS](https://twitter.com/MisysFS) on Twitter.

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Corporate headquarters

One Kingdom Street
Paddington
London W2 6BL

T +44 20 3320 5000

