

Investing in Ireland's Future Success



FIBI
FEDERATION OF INTERNATIONAL BANKS IN IRELAND

 Banking & Payments
Federation Ireland

About FIBI

The Federation of International Banks in Ireland (FIBI) is the forum and representative body for international banking and investment firms in Ireland, representing over 30 international banking institutions and investment firms. FIBI works with members and stakeholders to shape and influence the future agenda and policy, and regulatory environment for the rapidly expanding international financial services sector in Ireland. An affiliate of BPFI, the Federation members include many of the largest financial service providers in the world and collectively employ over fourteen thousand people in Ireland. FIBI is the principal voice of the international banking and investment firms sector in Ireland.

About BPFI

Banking & Payments Federation Ireland (BPFI) is the principal voice and representative body of the banking, payments and fintech sectors in Ireland, with offices in Dublin, Brussels and Frankfurt. Together with its affiliates the Federation of International Banks in Ireland (FIBI) and the Fintech & Payments Association of Ireland (FPAI), BPFI represents over 125 member institutions and associates, including licensed domestic and foreign banks and institutions operating in the financial marketplace here.



...70% of respondents to a survey of members... anticipate growth in their Irish operations during 2024 with 43% of them expecting employee numbers to grow as well.



The international banking sector in Ireland remains in good health and continued to make a significant contribution to Ireland and its economy during 2023. Employment in Federation of International Banks in Ireland (FIBI) member firms reached more than 14,400 people in a continuation of the growth trend seen over the past number of years. Foreign owned financial, business and other services firms now spend €5.3 billion directly in the Irish economy each year.

International banks also provide major funding to the Irish economy, with total outstanding private-sector loans reaching around €15 billion at the end of 2023. This lending supports Irish corporates in running their day-to-day businesses and in capital projects to develop their operations both in Ireland and abroad, supporting firms in a wide range of sectors. In addition, international banks in Ireland arrange and invest in securitisations of some existing loans to provide fresh funding for players in the Irish lending market.

International banks and investment firms here provide a broad range of services to clients globally including markets and securities services, corporate and investment banking, private banking and payment solutions. Those activities are likely to increase in the year ahead with 70% of respondents to a survey of members telling us that they anticipate growth in their Irish operations during 2024 with 43% of them expecting employee numbers to grow as well. This strongly positive outlook contrasts with sentiment in relation to the overall business climate where only 26% expect to see an improvement this year.

International banks in Ireland are also continuing to invest in their future with 91% of survey respondents expecting to increase their spend on technology and innovation over the next two years. Over two thirds of respondents have increased the number of staff working on technology and innovation over the past two years and plan to increase staff levels still further in the next two years. These firms are using their Irish technology teams to develop innovations which are deployed across their global operations.

The industry does face challenges, however, not least in the areas of regulation, talent, and cyber risk. The increasing regulatory requirements including the Individual Accountability Framework/Senior Executive Accountability Regime (IAF/SEAR), the finalisation of Basel III, and new non-financial reporting requirements are placing increased pressure on firms in the sector and their employees.

The buoyant economy in Ireland has proved to be a double-edged sword when it comes to talent availability. Ireland may well have one of the most highly skilled and best educated workforces in the world, but the tight labour market has led to severe talent shortages in the most in demand skillsets such as regulatory and compliance, digital skills, risk management and ESG/sustainable finance. Indeed, 73% of survey respondents said they had experienced or expected to experience difficulties accessing talent with these key skills.

Cyber security and cyber risk are also front of mind for our members at a time of increasing threat levels. The finalisation of the Digital Operational Resilience Act (DORA) technical standards is very timely in this regard.

Finally, while the responses to our survey and the ongoing success of the international banking and investment industry here in Ireland give cause for confidence that the sector will continue to make a significant contribution to economic and employment growth in Ireland, we cannot afford to take anything for granted. International financial services investment is mobile by its very nature. Against that backdrop, the Government and the regulators must continue to collaborate with the industry to ensure the operating environment remains as positive as possible.

Fernando Vicario

CEO, Bank of America Europe DAC and Country Head for Ireland
Chair, Federation of International Banks in Ireland

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Executive Summary



8th

largest exporter of financial services in the world



€5.3 billion

direct spend in Irish economy by foreign-owned business, financial and other services firms



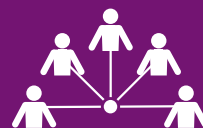
14,400

people employed in FIBI member firms in 2024



43%

of FIBI members expect to increase employee numbers in 2024



68%

of FIBI members increased the number of staff working on technology and innovation over the past two years and plan to increase further in the next two years



70%

of FIBI members expect to increase their level of business activity in 2024

Ireland's International Banking and Investment Firms Sector

The international banking community in Ireland, represented through the Federation of International Banks in Ireland (FIBI) strongly support Ireland as a location of choice in Europe and simply put, is a great place to do business. Ireland is home to 32 members of FIBI, with representatives from across Europe and the globe including United States, Canada and Asia.



BANK OF AMERICA



BARCLAYS



CITADEL | Securities

CITCO



Danske Bank

DAVY

DELL Technologies



Elavon

Hewlett Packard Enterprise



ING

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Investec

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MACQUARIE

NBC GLOBAL FINANCE



Scotiabank

STATE STREET

SIG SUSQUEHANNA

TD Securities

VIRTU FINANCIAL

WELLS FARGO

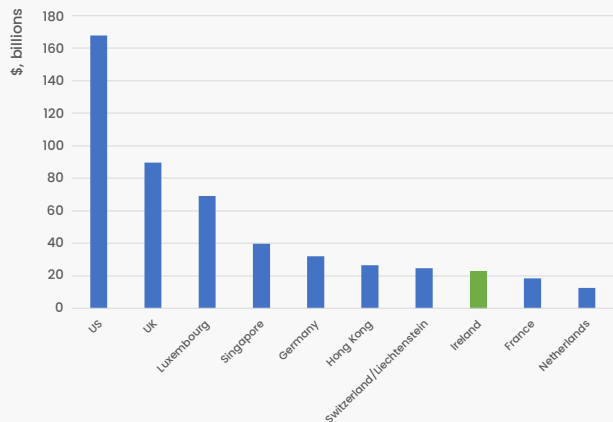
A Thriving Sector and A Key Location for International Finance

The international financial services sector has grown to become a significant contributor to the Irish economy as well as establishing itself as a major European and global hub for international banking and investment firms.

Ireland was the 8th largest exporter of financial services in the world in 2022.

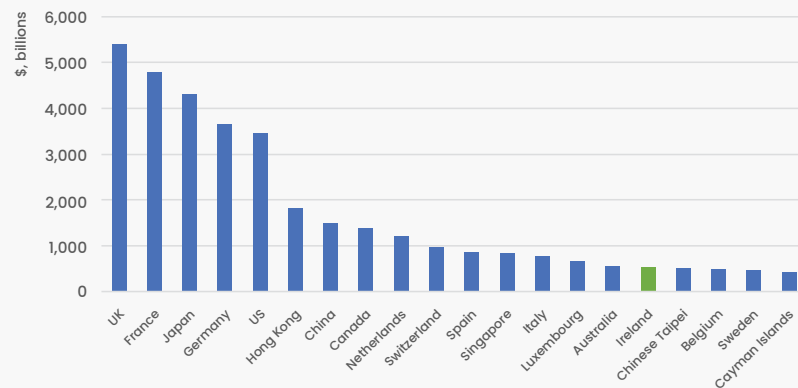
International banking is a key part to this success, with Ireland now hosting operations for more than 30 international banks and banks in Ireland holding cross-border claims worth \$538 billion according to the Bank for International Settlements (BIS).

Top 10 Financial Services Exporters (2022)



Source: UNCTAD

Cross-border Banking Positions - Top 20 Countries (Q2 2023) (Claims - \$ billions)

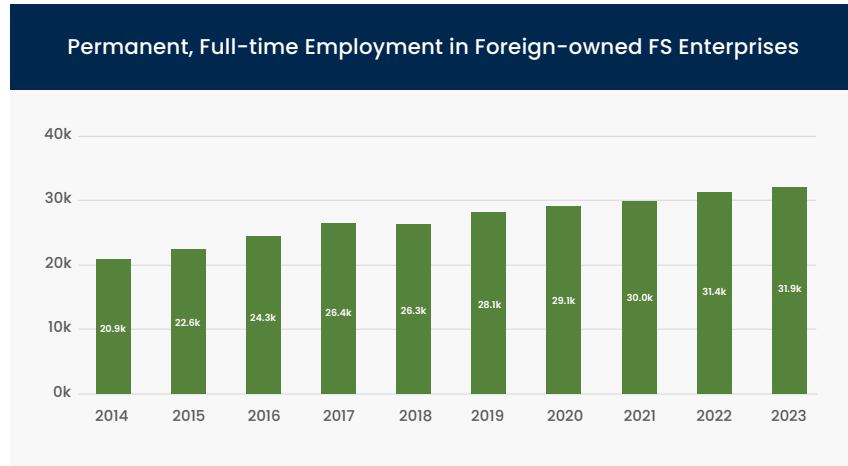


Source: Bank for International Settlements

A Significant Contributor to the Irish Economy

Ireland's international banks make a significant contribution to employment across the country. At the start of 2024, FIBI member banks and investment firms employed over 14,400 people. This is up almost 18% on pre-pandemic employment levels (2019).

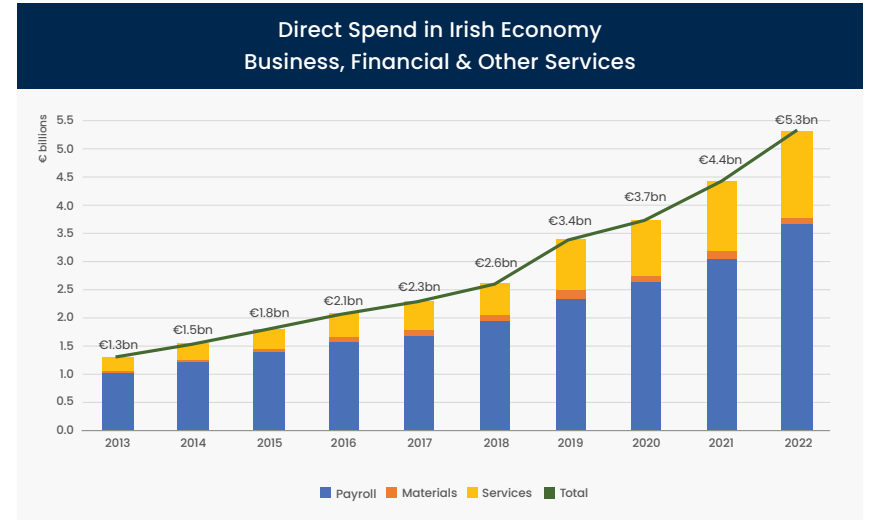
Foreign-owned financial services companies supported by enterprise development agencies employed 31,912 people on a permanent, full-time basis by the end of 2023, 1.7% more than in 2022, according to the Department of Enterprise Trade and Employment. We have seen a continuous upward trend in employment since 2018 with 21.2% growth since then.



Source: Department of Enterprise, Trade and Employment

The country benefits from the continued contribution of the sector. The latest figures showing that foreign-owned, agency-supported companies in the wider business, financial and other services sectors spent almost €5.3 billion in the Irish economy in 2022, 19.9% more than in 2021.

That included more than €3.6 billion in payroll costs alone, as well as spend on Irish materials and services.

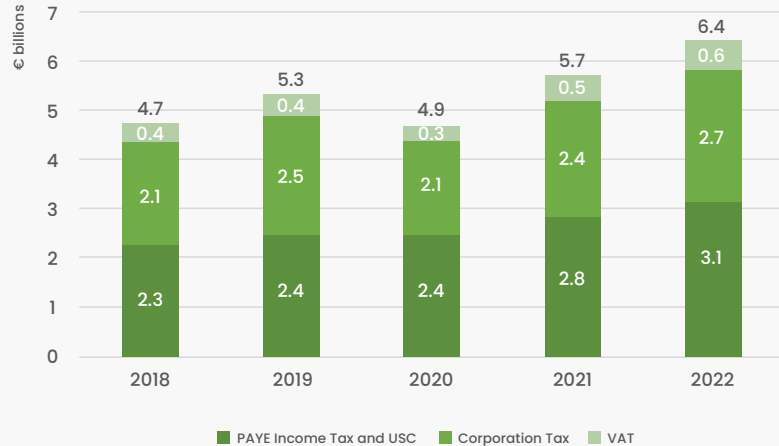


Source: Department of Enterprise, Trade and Employment

A Significant Contributor to the Irish Economy

Net tax receipts from financial and insurance activities increased by 12.9% in 2022 to more than €6.4 billion, according to data from the Revenue Commissioners. Both higher corporation tax revenues on profits and payroll taxes on employees contributed to the increase.

Net Tax Receipts from Financial Services (2018–22)



Source: Revenue Commissioners

Positive Outlook for the Sector in Challenging Times

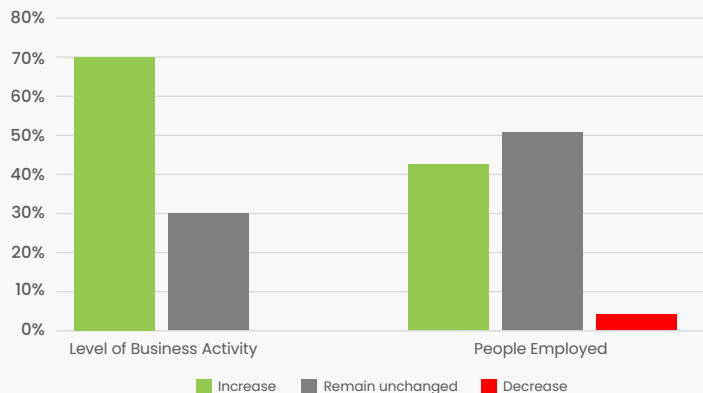
Most international banks and investment firms in Ireland continue to grow and are positive about their future outlook despite concerns related to the wider business climate, according to a survey of FIBI members carried out in January 2024 and based on 23 responses. About 70% of respondents expect the level of business activity in their Irish operations to increase in the year ahead while the rest believe it will remain unchanged.

This contrasts with sentiment in relation to the overall business climate where 30% of respondents expect a deterioration and only 26% expect to see some improvement.

The positive outlook is also reflected in firms' expectations of increasing headcount. Some 43% of respondents expect their firms to increase employee numbers during 2024 with only 4% expecting a headcount reduction.

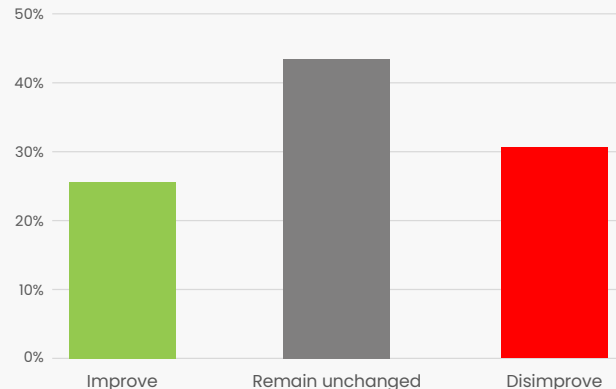
The overall strongly positive outlook must be seen as an indication of the overall health of the sector. It should also give cause for confidence that the international banking and investment firm sector will continue to make a significant contribution to economic and employment growth in Ireland.

Firms' Own Business Expectations 2024



Source: FIBI Sentiment Survey 2024

Business Climate Expectations 2024



Source: FIBI Sentiment Survey 2024

Sustaining the Industry's Success into the Future

The industry faces challenges on a number of fronts but the biggest single challenge that international banks and investment firms have identified for the next five years is the increasing regulatory burden, with 64% of respondents citing this as a challenge and 41% citing it as the main challenge. This is not surprising given the number and complexity of regulations coming down the tracks both domestically and at EU level.

Sourcing staff and staff retention remains a challenge, with personal tax levels and housing shortages likely being contributory factors.

Cyber security and cyber risk have emerged as key challenges at a time when technical standards are being finalised for the Digital Operational Resilience Act (DORA), which focusses on digital operational risks in financial services and will have significant implications for the outsourcing of IT activities as well IT and cybersecurity risk management.

In addition, they must continue to integrate ESG factors into their business models and comply with associated reporting requirements.

Domestically, the Individual Accountability Framework/Senior Executive Accountability Regime (IAF/SEAR) was singled out as a key area of focus, while on the European front, firms must deal with the finalisation of Basel III, changes to derivatives clearing, and an overhaul of securities rules.

Biggest Challenges Facing International Finance in Ireland Next Five Years

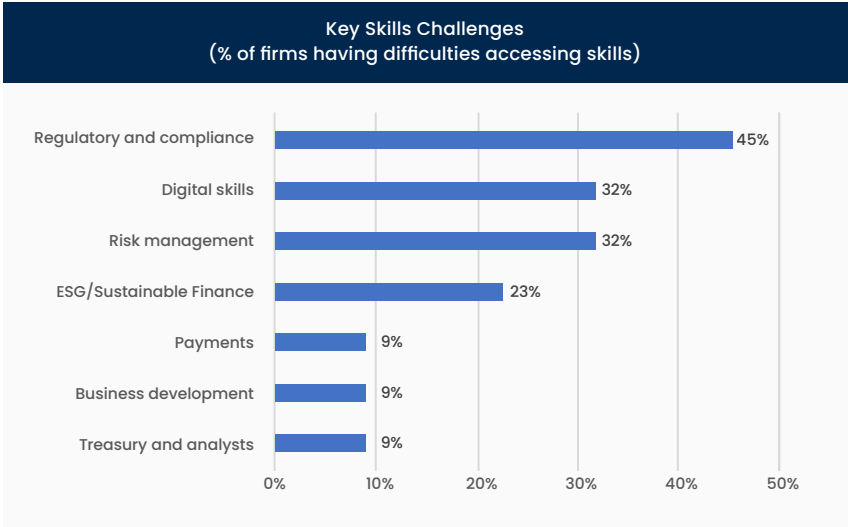


Source: FIBI Sentiment Survey 2024

Note: respondents were asked to select the top three challenges

Sustaining the Industry's Success into the Future

The availability of talent is an advantage in attracting international banking operations to establish operations in Ireland. However, 73% of respondents said they had experienced or expected to experience difficulties accessing talent with key skills locally, with respondents highlighting the areas of regulatory and compliance (45%), digital skills, including data analytics and artificial intelligence (32%), risk management (32%) and ESG/sustainable finance (23%).



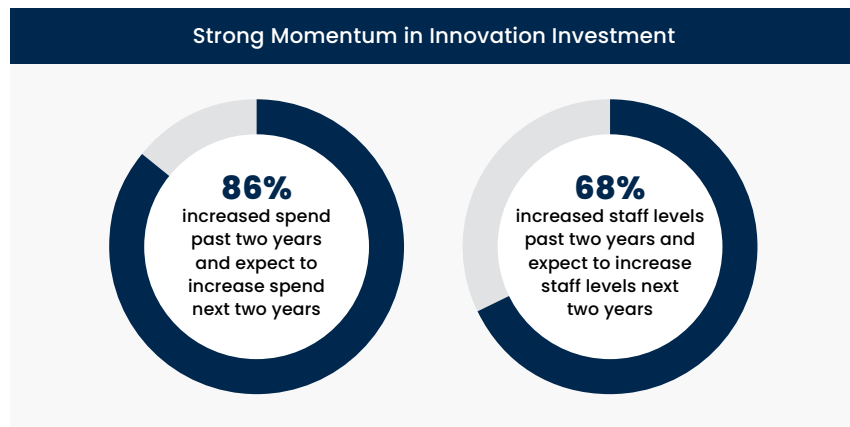
Source: FIBI Sentiment Survey 2024

Spotlight on Technology & Innovation Activities

Ireland has become an important centre for technology and innovation in banking with a number of international banks setting up innovation hubs or labs here.

This is borne out by the fact that most international banks who responded to the FIBI Sentiment Survey 2024 indicated that they planned to continue increasing their expenditure on technology and innovation as well as the number of staff working in those areas.

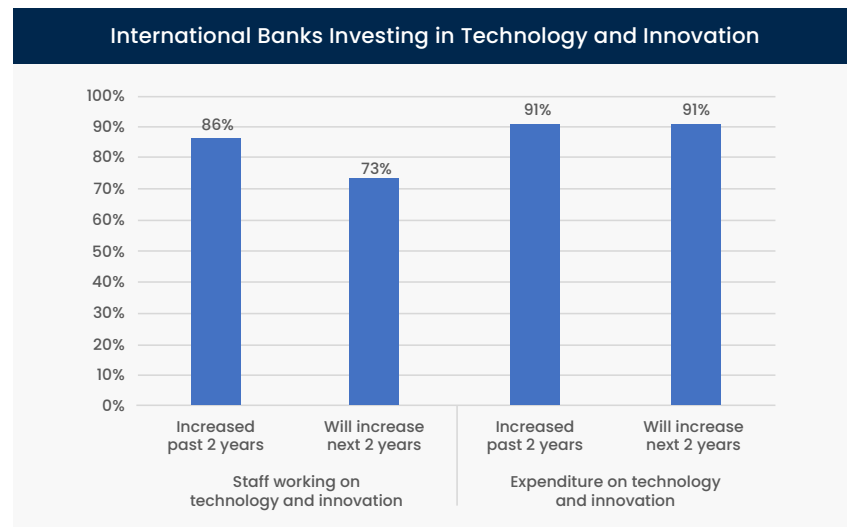
The vast majority (86%) of respondents said they increased their technology and innovation spend in the past two years and planned to increase it further in the next two years.



Source: FIBI Sentiment Survey 2024

About two thirds (68%) of respondents said they had increased the number of staff working on technology and innovation and planned to increase staff levels further in the next two years.

The past two years have seen significant investment in technology and innovation with 86% of respondents saying they increased the number of staff working in technology and innovation in the past two years and 91% saying they increased expenditure in those areas.



Source: FIBI Sentiment Survey 2024

Ireland is a Hub for Global Banking Technology Operations

FIBI Members continue to increase their investment in technology and innovation, harnessing the evolving blockchain and AI technologies and attracting significant numbers of highly trained staff. Many members have substantial development teams based in Ireland. The output from this activity is often deployed across the global network of the firms.

Citi Token Services Cash Management & Trade Finance



Citi employs c. 2,900 people in Dublin. In September 2023, Citi Treasury and Trade Solutions announced the creation and piloting of Citi Token Services for cash management and trade finance. The service uses blockchain and smart contract technologies to deliver digital asset solutions for institutional clients. Citi Token Services will integrate tokenised bank deposits and smart contracts into Citi's global network, upgrading core cash management and trade finance capabilities. These services sit upon the platform conceived and built in Dublin and is now expanding globally. The team in Dublin have driven this innovation on a global scale, working closely with colleagues in the US.

BNY Mellon Global Digital R&D Hub



In June 2023 BNY Mellon announced the opening of their global digital R&D hub in Dublin, reinforcing BNY Mellon Ireland's position at the leading-edge of financial services research and development. This helps cement Ireland's position at the forefront in driving innovation in the financial services sector globally. A variety of AI and technology experts, including experienced data scientists, product and design thinking experts, and others are sought after by BNY Mellon in Ireland. The global digital R&D hub, which is based in Ireland, will assist the bank in achieving its European and global R&D goals. The exciting STEM (science, technology, engineering, and mathematics) momentum in Ireland will be built upon, with a focus on the growth of the next generation of talent. The digital R&D hub in Dublin will also work with educational institutions to sponsor and support advanced AI research, giving graduate students career and mentoring opportunities.

J.P. Morgan Technology Hub in Ireland



Ireland is now host to J.P. Morgan's largest technology hub in the EMEA region outside of the UK, helping to transform businesses and operations for the bank globally. Its headcount of technologists has risen 10-fold since 2018, and those teams support the firm's global securities services architecture, cybersecurity network, public cloud enablement and application security. More generally, following the August 2022 acquisition of Global Shares, Ireland is now J.P. Morgan's biggest EMEA location outside of the UK, with over 1,420 employees based in Dublin and Cork. Technology is nevertheless the big driver of new hiring, and J.P. Morgan in Dublin now has over 270 employees supporting their global technology infrastructure and new product development.

Sector Profile

Types of activities offered by international banks and investment firms

International banks and investment firms here provide a broad range of services to clients globally including markets and securities services, corporate and investment banking, private banking and payment solutions.

International banks also provide significant funding to the Irish economy, with total outstanding private-sector loans reaching around €15 billion at the end of 2023. This lending supports Irish corporates in running their day-to-day businesses and in capital projects to develop their operations both in Ireland and abroad supporting firms in a wide range of sectors including agribusiness, manufacturing, power generation and transmission, packaging and forestry.

Key services and activities offered by International banks include:



CORPORATE AND INVESTMENT BANKING

Capital lending, transaction banking (trade and payments), lending services for corporates, debt and equity raising services, M&A advice, syndicated loans, leasing and finance solutions, risk management solutions across rates, equities, credit FX, currency sales, along with markets insights and execution services.



CONSUMER, CARDS AND PAYMENTS

Credit cards, online loans, instalment purchase financing, electronic point of sale financing.



MARKETS AND SECURITIES SERVICES

Treasury and Trade Solutions (TTS), cash management, derivatives, investor products, corporate finance, trade services, custody, fund administration, clearing and transfer agency.



PRIVATE BANKING

Deposits and loan products, credit and investment solutions, mortgage origination and structuring.



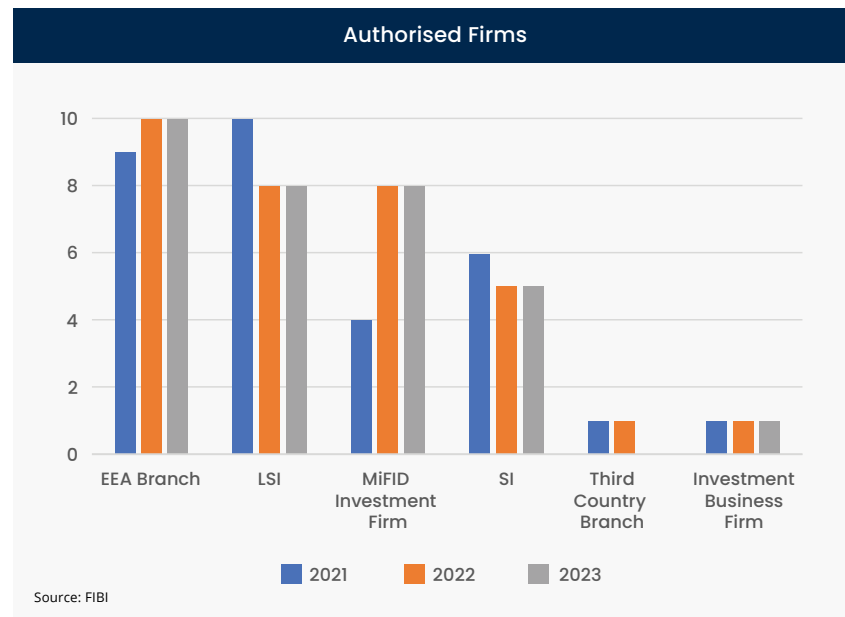
FIBI Membership Licensing Structures

FIBI members carry out an extremely diverse range of activities and employ a variety of business models. Despite these differences, they trade in the same global capital markets, making it sometimes difficult to apply a clear classification system to cover the range and types of businesses operating in Ireland. One means of classifying these firms is through the authorised business activities they carry out and the licences that that have been awarded.

There are a number of different licensing structured for our FIBI members:

- Significant Institutions (SIs) who are supervised directly by the ECB
- Less Significant Institutions (LSIs) who fall under the supervision of the Central Bank of Ireland (CBI)
- EEA Branches – authorised in a European Economic Area (EEA) Member State entitled to carry on business in any other EEA Member State
- Third Country Branch - of a branch of a third country within the State
- MiFID Investment Firms – Firms regulated under the Markets in Financial Instruments Directive (MiFID) to provide one or more investment services to third parties and/or the performance of one or more investment activities on a professional basis
- Investment Business Firms authorised under the Investment Intermediaries Act 1995

The past three years have seen a change in the composition of our members as determined by business type and with significant growth in the number of MiFID Investment Firms and a fall in Less Significant Institutions. This dynamic has been a key strength of the sector which, over the past 35 years since the establishment of the IFSC, has continued to reinvent itself and adapt to changing market conditions.



International Banking Priorities

Notwithstanding these challenges, the sector's number one priority is to ensure that Ireland's business environment continues to support the development of new and existing operations. This will see a focus on the following areas to ensure continuing success.



Members of FIBI Council

FIBI's strategic direction is decided by the FIBI Council, which is comprised of key leaders in the sector. As FIBI looks to the future, we are determined to work collaboratively with the Government in the development of its international financial services strategy so that Ireland remains a key EU financial centre.

Fernando Vicario

CEO of Bank of America Europe DAC and Country Head for Ireland (FIBI Chair)

Alison Bothwell

CEO, Citadel Securities GCS (Ireland) Ltd.

Brendan Bane

Head of Treasury, AIB Treasury

Francesco Ceccato

Chief Executive Officer, Barclays Europe

Davinia Conlan

Citi Country Officer, Citibank Europe plc

Fiona Gallagher

Chief Executive Officer, Wells Fargo Bank International UC

Derek Kehoe

Chief Executive Office & Head of Country, BNP Paribas – Dublin Branch

Enda Kilcullen

Managing Director & CEO, TD Securities

Paul Kilcullen

Chief Executive Officer and Ireland Country Head, BNY Mellon SA/NV – Dublin Branch

Ian Murphy

Interim Head of Capital Markets & International Banking, BPF

Jane Anne Negi

Chief Executive Officer, Bank of Montreal Europe plc

Laura Trimble

CEO & Head of Wholesale Banking, HSBC Ireland

Kevin Twomey

Chief Executive Officer, Bank of Ireland Global Markets

Nicola Vavasour

Chief Executive Officer, Ireland, Scotiabank (Ireland) DAC



Profiles of FIBI Member Firms



AIB Group

Brendan Bane, Head Of Treasury, AIB Treasury

AIB Treasury operates predominantly in Ireland and the United Kingdom. We provide financial products and services to over 3.2 million retail and corporate customers. Our Customer Treasury team helps customers manage trade, fx and interest rate. Broader Capital Markets activities include participation in loan and bond markets, liquidity and funding and wholesale market activity to manage credit, foreign exchange and interest rate risks.



Bank of Montreal Europe plc

Jane Anne Negi, Chief Executive Officer

Bank of Montreal Europe plc (BME) is a wholly owned subsidiary of Bank of Montreal, licensed and regulated by the Central Bank of Ireland. BME is head-quartered in Dublin and has a branch in Paris. BME offers a broad product suite to clients including corporate banking, capital markets and treasury management, as well as research and advisory services. BME is rated "A+/A-1" by Standard & Poor's and "AA" by Fitch Ratings.



Bank of America Europe DAC

Fernando Vicario, CEO of Bank of America Europe DAC and Country Head for Ireland

Bank of America Europe DAC (BofA Europe) is a wholly owned subsidiary of Bank of America National Association within the Bank of America Corporation (BAC). It is the lead European banking entity for Bank of America (BoFA), with branches across the EU, Switzerland and UK. BofA also has a significant Technology & Operations presence in Dublin, supporting group operations worldwide. BofA Europe services corporate clients currently domiciled in the EEA, and institutional clients predominately domiciled in Europe. Bank of America has had a presence in Ireland since 1968.



Barclays Europe

Francesco Ceccato, Chief Executive Officer, Barclays Europe

Barclays Europe is headquartered in Dublin with c.300 Ireland-based employees and c.1,800 employees across 9 branches in the EEA. Barclays Europe supports European clients, offering services including Corporate Banking, Investment Banking, Markets, Private Banking, and Consumer Finance.



Bank of Ireland Corporate & Commercial Banking

Kevin Twomey, Head of Customer Products & Solutions

BOI Corporate & Commercial Banking is responsible for providing a full range of lending and ancillary products and services to all Corporates and SME's. Customer Products and Solutions has responsibility for all customer Foreign Exchange, Deposits, Interest Rate Hedging and Trade Finance products. A geographical presence in Belfast, London and Stamford, ensures the support of our corporate and institutional customer base overseas.



BNP Paribas – Dublin Branch

Derek Kehoe, Chief Executive Officer and Head of Country

Corporate and Institutional Banking, encompassing, Transaction Banking, Financing, Capital Markets, Advisory and Trade Solutions, along with Custody and Administration Services. BNPP Ireland also offers Insurance, Re-Insurance and Real Estate Advisory services to Irish and Global Clients.



BNY Mellon SA/NV – Dublin Branch

Paul Kilcullen, Chief Executive Officer and Ireland Country Head

Custodian, Debt Service Provider and Broker services to a broad range of Irish and non-Irish clients. It employs 1,300 people approx. across 3 locations in Dublin, Cork & Wexford.





Citadel Securities GCS (Ireland) Limited

Alison Bothwell, Chief Executive Officer

Citadel Securities GCS (Ireland) Limited is an EU investment firm. The principal activity of the firm is technology-enabled liquidity provision in equities across various European exchanges. The firm is part of Citadel Securities, a global market maker that provides liquidity across a broad array of fixed income and equity products.



Davy

Bernard Byrne, CEO

Established in 1926, the Davy Group sits at the heart of wealth and capital in Ireland, providing a broad range of services to high-net-worth individuals, self-directed investors, small-to-medium enterprises, corporations, and domestic & international institutional investors.



Citco Bank Nederland N.V. Dublin Branch

Martin Feeney, Branch Manager and Head of Banking Services

Citco Bank Nederland N.V. Dublin Branch provides Banking, Depository and Custody Services to Collective Investment Schemes and Corporate and Trust clients. Established in 1998, the branch provides services to a global client base and is fully integrated with our fund administration and governance service offerings. The branch's head office, Citco Bank Nederland N.V., is in Amsterdam.



Dell Bank International d.a.c.

Hugh O'Donnell, Manager Director

Dell Bank International DAC ("Dell Bank") is headquartered in Cherrywood, Dublin and has over 150 employees. Dell Bank provides financing solutions across eighteen countries in Europe (including Ireland) to support customers of Dell Technologies make the necessary investment in technology to build their digital future, transform IT and protect their most valuable asset, information.



Citibank Europe Plc

Davinia Conlan, Citi Country Officer

Citibank Europe Plc, headquartered in Dublin, is Citi's single EU-passported bank, with branches in 21 countries. Businesses include Services (Treasury and Trade Solutions and Securities Services), Banking, Markets and Wealth (Private Bank). Citibank Europe Plc has over 15,000 employees across the EU. Citi employs c. 2,900 people in Ireland.



Deutsche Bank Ireland

Neil Brady, Chief Country Officer

Deutsche Bank's presence in Ireland goes back over 30 years. Initially focused on cash management and payment operations, their offering has expanded into Corporate Banking front office products, Data Science, Machine Learning and Innovation, all delivered by highly skilled, strategic workforce of circa 180 colleagues. The recent opening of its new office at 2 Grand Canal Square is a testament to Deutsche Bank's commitment to the Irish market, its people and clients.



Danske Bank A/S Ireland branch

Alistair Welch, Head of International Units & Country Manager

Danske Bank Ireland branch is part of the Danish Danske Bank Group's large Corporates & Institutions business. In Ireland, our customers include indigenous global corporates, Nordic multinationals with operations in Ireland, State/government bodies and financial institutions.



Elavon

Declan Lynch, CEO

Elavon Financial Services (EFS) is a subsidiary of U.S. Bancorp. EFS is engaged in a range of payments (merchant acquiring) and investment services (trust, custody and depository) activities. EFS has 1,000 employees in Ireland based in Dublin and Arklow and another 1,500 employees across its European footprint.





Hewlett Packard International Bank DAC

Paul Sheeran, Managing Director

Hewlett Packard International Bank ("HPIB") was established over 20 years ago and is based in County Kildare. It provides IT lease and loan facilities and IT asset lifecycle solutions to large enterprise and SMB businesses. HPIB operates in Ireland and also provides its services on a cross border basis to customers across Europe.



Intesa Sanpaolo Bank Ireland plc

Roberto Paoletti, Managing Director

Intesa Sanpaolo Bank Ireland P.L.C. (the "Bank") is a corporate bank of Intesa Sanpaolo Group, one of the top banking groups in Europe. The Bank has 32 employees and total assets in excess of €9.05bn as at the end of December 2023.



HRTEU Limited

Jamal Tarazi, Chief Executive Officer

HRTEU Limited is a MiFID Investment Firm, and part of Hudson River Trading (HRT). As a proprietary trading firm, HRT brings a scientific approach to trading financial products, and is a leading provider of liquidity in equities and derivatives across European exchanges.



Investec Europe Limited

Derek Byrne, CEO

Investec Europe is an international financial services company specialising in FX, commodity, interest rate hedging solutions for Corporates, and Institutional Equities trading and research distribution. It is a MiFID investment firm regulated by the CBI and part of Investec plc. Investec have been operating in Ireland for over 20 years.



HSBC Ireland

Laura Trimble, CEO & Head of Wholesale Banking Ireland / Head of Subsidiary Banking, Commercial Banking Europe

HSBC is a leading international bank in Ireland. Operating in the country for over 40 years, HSBC provides corporate banking services to Irish and multinational corporates in Ireland as well as Custody, Clearing and Fund Services to many large International Fund Managers through HSBC Securities Services.



J.P. Morgan Ireland

Marc Hussey, Senior Country Officer and Head of Banking Ireland

J.P. Morgan is one of the world's oldest, largest and best-known financial institutions. In Ireland we provide commercial, corporate and investment banking services to multinational and domestic clients; depositary, custody and fund administration services to global asset managers and asset owners; merchant acquiring services to e-commerce customers across Europe; and syndication services to distribute US debt to EEA clients. Dublin is also a designated global technology hub for J.P. Morgan. Global Shares (a J.P. Morgan company) based in Co. Cork provides software and solutions to manage stock programs for public and private companies.



ING Bank NV (Dublin Branch)

Robert O'Donoghue, Country Manager & CEO

ING is one of the leading financial services groups in Europe. The bank has been operating in Ireland for over 30 years and has established an important footprint within the domestic and international corporate market. Operating as a branch, ING Ireland can unlock the potential of ING's international network, offering a full suite of wholesale banking products.





LGT Bank AG, Dublin Branch

Heiko Levin-Schroeder, Branch Manager

LGT Bank AG, Dublin Branch is part of the LGT Group, a privately owned Wealth Management group based in the Principality of Liechtenstein and in Ireland since 1994. It provides structured product financing to collective investment undertakings based in Ireland and Luxembourg, in addition to support services to other LGT entities based in Ireland, the UK and mainland Europe.



Rabobank Dublin

Fiona Egan, Managing Director

Rabobank specialises in the provision of Wholesale Banking services to its clients in the Food & Agriculture (F&A) and Energy Transition (ET) sectors. Our in-depth knowledge of these sectors gives us a greater understanding of the needs and opportunities in the Irish and global F&A and ET markets. We offer a wide range of products and services, including bespoke solutions, for the financing and strategic direction of our client's expansion plans.



Macquarie Bank Europe DAC

Andrew Gates, CEO

Macquarie Bank Europe DAC (MBE) carries out a wide range of banking and financial services activities across the European Economic Area, particularly providing hedging and financing solutions to its clients, with a focus on commodities. MBE is a wholly owned subsidiary of Macquarie Bank Ltd, the Australian banking entity in the Macquarie Group.



Scotiabank (Ireland) DAC

Nicola Vavasour, Chief Executive Officer, Ireland

Scotiabank's vision is to be our clients' most trusted financial partner, to deliver sustainable, profitable growth and maximize total shareholder return. Guided by our purpose: "for every future," we help our clients, their families and their communities achieve success through a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking, and capital markets. With a presence in Ireland for almost 60 years, we have more than 100 employees located in Dublin. We offer innovative thinking and customized solutions to help our clients achieve profitable, sustainable growth through Corporate Lending and Capital Markets products, with a focus on helping facilitate trade and investment flows between Europe and North America.



NBC Global Finance Limited

Mark Caplan, CEO

NBC Global Finance is a subsidiary of National Bank of Canada. Established in 2013, NBCGF is a MIFID firm authorised by the Central Bank of Ireland and acts as the European hub for Securities Finance for NBC Group. NBCGF is a key partner for international wholesale financial services firms.



State Street Ireland

Terri Dempsey, State Street Country Head - Ireland

Established in Ireland since 1996, State Street is a leading financial services provider servicing both domiciled and non-domiciled funds. We are Ireland's #1 custodian, fund administrator and transfer agency with more than 1,500 employees in Kilkenny, Dublin, Drogheda and Naas.





Susquehanna International Securities Limited

John Keogh, Managing Director

Susquehanna International Securities Limited (SIS) is a leading market maker in exchange-traded derivatives, ETFs and equities providing liquidity on European trading venues. It is an EU investment firm regulated in Ireland. The firm is part of SIG, a global quantitative trading firm which trades essentially all listed financial products and asset classes around the world with a focus on derivatives.



Virtu Europe Trading Ltd.

David Furlong, Chief Executive VETL

Virtu is a leading provider of financial services and products that leverages cutting-edge technology to deliver liquidity to the global markets and innovative, transparent trading solutions to its clients. From Ireland we provide agency brokerage services and operate POSIT MTF (Multilateral Trading Facility). Virtu also offers electronic market making across European Exchanges.



TD Securities

Enda Kilcullen, Managing Director & CEO

With a presence in Dublin for more than 20 years, TD Securities is a fully licenced broker dealer regulated by the Central Bank of Ireland. Part of TD Bank Group, a top 10 North American bank, we provide a wide range of capital markets products and services to corporate, government, and institutional clients who choose us for our knowledge, innovation, and experience.



TD Securities



Wells Fargo Bank International UC (WFBI)

Fiona Gallagher, Chief Executive Officer

Wells Fargo Bank International UC (WFBI) is a wholly owned, indirect subsidiary of Wells Fargo Bank, National Association, headquartered in Dublin. As Wells Fargo's European Bank, WFBI conducts a broad range of banking and financial services activities across the European Economic Area.



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