

BEST SSA GBP DEALER, BEST CORPORATE GBP DEALER, BEST BRITISH DOMESTIC DEALER

WINNER:

NATWEST MARKETS



RUNNERS-UP: BEST SSA GBP BOND DEALER – HSBC, BEST CORPORATE GBP BOND DEALER – BARCLAYS, BEST BRITISH DOMESTIC BOND DEALER – LLOYDS

NatWest Markets is the investment banking division of the Royal Bank of Scotland Group offering risk management, currency and financing solutions to a wide range of clients globally. Their sales and trading team operations are based in London, Singapore, and Stamford, with sales-specific offices in Tokyo, Hong-Kong, San Francisco, and Dublin. NatWest Markets also has presence across Europe to ensure their relationship with EU clients is not affected by Brexit. More specifically, NatWest Markets N.V. was formed to deal with any Brexit eventuality.

NatWest Markets performed strongly in GBP markets throughout 2019, carrying on from a successful 2018. They rank amongst the top in the SSA GBP league table, and strongly improved in the Corporate GBP league table. In both segments, NatWest Markets is in competition with HSBC and Barclays. Amongst these peers, NatWest Markets stood out in its comparative emphasis on the GBP-denominated franchise, having the highest proportion of its total bond dealings denominated in GBP. Feedback from active issuers and investors involved with GBP bonds similarly placed NatWest Markets as a leader in this space.

NatWest Markets have been a prominent provider of SSA's GBP funding. A good example of this is KfW, with notable issues including a 6-year GBP500m fixed-rate deal in July, which is the largest Green sterling issue to date, as well as a GBP1bn 6-year note in January, NatWest Markets acted as joint-bookrunner on both these deals.

NatWest Markets also stands out in their proactive measures taken to accommodate the transition to the new risk-free rates (RFRs), and in particular offering guidance to issuers on how to best handle the potential phasing out of LIBOR by the end of 2021. They have also launched a website that calculates

compounded SONIA rates, so as to allow the method of aggregation to become more straightforward for market participants.

Further, the investment bank had an exceptional year as a dealer in the British domestic or bulldog bond market climbing four places in the relevant league table with a large number of deals. In January, NatWest Markets were bookrunners on the largest 5-year SONIA-linker to date, which was issued by Nationwide, priced at SONIA+75bps with a final size of GBP1bn. Another notable deal they were involved in was Leeds Building Society's inaugural SONIA-linked covered bond, due in April 2023, which was finalised with a price of SONIA+62bps and total volume of GBP600m. They have also been successful in dealing GBP FRNs for non-UK issuers. For example, they were bookrunners on the Canadian Imperial Bank of Commerce's (CIBC) 3-year GBP500m SONIA+48bps deal.

Jonathan Peberdy (1) is Head of Syndicate across all sectors and works alongside **James Marriott** (2), Head of Debt Capital Markets for Financial Institutions, **Christopher Agathangelou** (3), Head of Financial Institutions Syndicate, **James Hughan-Ray** (4), Head of Corporate Financing & Risk Solutions, Philippe Bradshaw, Head of Investment Grade Corporate Syndicate, and **Damien Carde** (5), Head of Frequent Borrowers Group DCM.

Strong league table performances, proactive measures taken to accommodate the transition away from LIBOR, and a greater specialisation than their peers has seen NatWest Markets awarded CMDportal's 'Best SSA GBP Bond Dealer', 'Best Corporate GBP Bond Dealer', and 'Best British Domestic Bond Dealer' awards. HSBC, Barclays, and Lloyds are runners-up in the three award categories mentioned above, owing to their strong league table performances.