

Ireland's International Banking and Investment Firm Sector

Fuelling economic and
employment growth



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 BPF, the Federation members include many of the largest financial service providers in the world and collectively employ over fourteen thousand people in Ireland.

About BPF

Banking & Payments Federation Ireland (BPF) 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), BPF represents over 125 member institutions and associates, including licensed domestic and foreign banks and institutions operating in the financial marketplace here.



The continued growth of the sector and success of our member firms in Ireland has provided a sound base for sustainable expansion and helped to attract leading international firms to invest in and locate to the country.



The Federation of International Banks in Ireland (FIBI) 2022 report reveals a sector which continues to grow consistently, adding significant value and recognised and respected as a key cornerstone of the Irish economy. With 17 of the world's top 20 global banks located here, Ireland is an established, highly reputable hub for the international banking and investment sector. It is ranked as the sixth largest exporter of financial services in the world in 2021, up from eighth in 2020 and the 19th largest international banking sector globally.

FIBI member firms also make an invaluable contribution to employment across the country with over 14,200 people employed at the end of 2022, an increase of over 16% on the 12,200 employed at the end of 2019. Wages and salaries across the sector as a whole increased by 10% in 2021 to reach a new record of €900 million. This exceptional performance is all the more notable in the context of the challenges posed by the ongoing geopolitical tensions, mounting macroeconomic pressures and the steady COVID-19 pandemic recovery.

I am pleased to note that FIBI members are positive about their business prospects for the year ahead. In a recent survey of our members, carried out in January 2023, 80% anticipated the level of business activity in their Irish operation to increase and 65% expected employee numbers to grow during 2023. The continued growth of the sector and success of our member firms in Ireland has provided a sound base for sustainable expansion and helped to attract leading international firms to invest in and locate to the country.

Ireland offers many advantages to international banks and investment firms including its status as the only English-speaking country with a common law tradition in the Eurozone, its firmly pro-business culture, highly educated and diverse workforce, and internationally recognised regulatory standards. Ireland's economic and political stability, and in particular, its response to the global financial crisis, continue to be key components of its compelling proposition to the sector.

The main challenge identified by our members for the next five years is the increasing regulatory landscape. This is reflective of the large volume of new regulations coming down the track both at domestic and EU levels. The other main challenges identified were geopolitical uncertainties including the continuing fallout from Brexit, as well as rising business costs, and cyber risk.

The continued growth of Ireland's international banking and investment sector cannot be taken for granted. The need remains for all stakeholders, including FIBI members and government, to double down on its commitment and focus to develop a level playing field for our industry, cementing Ireland as an attractive and innovative location for activities in key emerging areas such as sustainable finance and fintech, continued development of the diverse skills base, and preserving the economic and political stability which has served this country so well over many years.

Fernando Vicario

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

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Executive summary



6th

largest exporter of financial services in the world



19th

largest international banking sector in the world



17

of the top 20 global banks have operations here



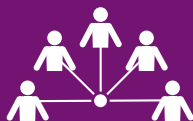
80%

of FIBI firms expect the level of business activity in their Irish operations to increase in 2023



14,200

people employed in FIBI member firms in 2022



16%

increase in employment in FIBI firms between 2019 and 2022



65%

of FIBI firms expect to increase employee numbers in 2023



€0.9bn

in wages and salaries in 2021

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 31 members of FIBI, with representatives from across Europe and the globe including United States, Canada and Asia.



BANK OF AMERICA



BMO Capital Markets



The bank for a changing world



CITCO



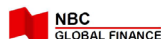
DAVY



hudson river trading



J.P.Morgan



STATE STREET



A thriving sector and significant contributor to the Irish economy

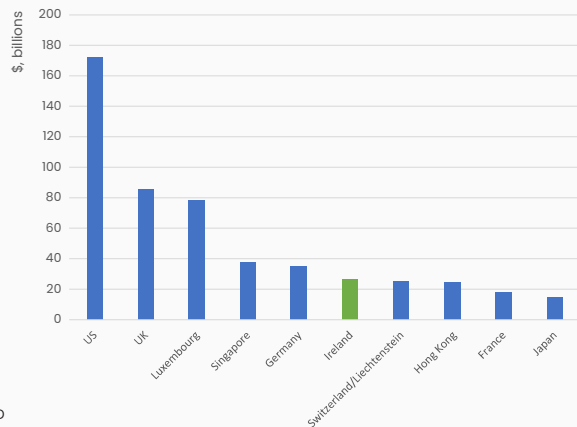
The international financial services sector has grown to become a significant contributor to the Irish economy as well as establishing itself as a major European and global hub for international banking and investment firms.

Ireland now hosts operations for 17 of the top 20 global banks and was the sixth largest exporter of financial services in the world in 2021, up from eighth in 2020. That excludes life insurance and pensions but includes financial intermediation, asset and fund administration.

Ireland's international banks, defined as banking offices resident in Ireland without a significant retail presence in the Irish marketplace, make a significant contribution to employment across the country. At the end of 2022, FBI member banks and investment firms employed over 14,200 people working in a broad range of highly skilled, high value-added and high-salaried roles. This was an increase of 16.4% on the 12,200 employed at the end of 2019.

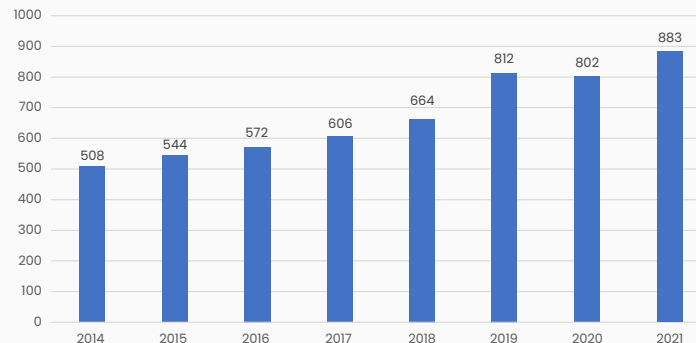
Wages and salaries in the sector continued to grow and showed a 10% increase in 2021 to reach a new high of €900 million.

Top 10 Financial Services Exporters (2021)



Source: UNCTAD

Wages & Salaries – IFSC Banks. € millions



Source: Central Bank of Ireland

Positive outlook for the sector in challenging times

Despite the rise in geopolitical tensions and macroeconomic uncertainty, international banks and investment firms operating in Ireland continue to grow and have a positive outlook for the future, according to a survey of FIBI members carried out in January 2023.

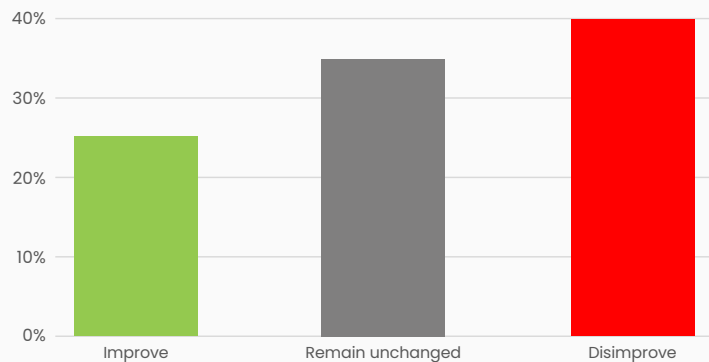
Interestingly, 80% of the respondents expect the level of business activity in their Irish operations to increase in the year ahead while 15% believe it will remain unchanged. Just 5% anticipate a decrease. This contrasts with sentiment in relation to the overall business climate where 40% of respondents expect a deterioration. On the other hand, 60% expect it to improve or remain unchanged. However, the more

pessimistic outlook is simply a reflection of the overall business climate and is not linked to performance at firm level.

That sentiment carried through to firms' expectations of increasing headcount. Some 65% of respondents expect their firms to increase employee numbers during 2023 with only 5% expecting a headcount reduction.

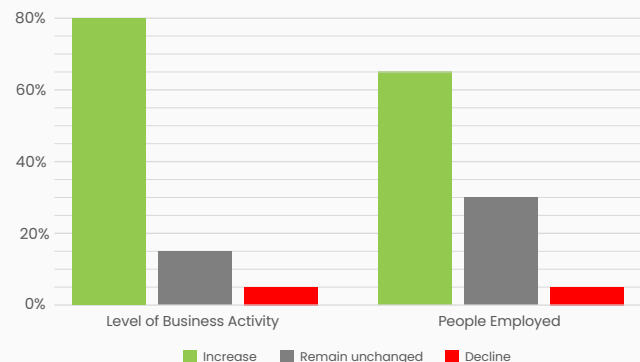
The overall strongly positive outlook must be seen as an indication of the overall health of the sector. It should also give cause for confidence that the international banking and investment sector will continue to make a significant contribution to economic and employment growth in Ireland.

Business Climate Expectations 2023



Source: FIBI member survey, January 2023

Firms' Own Business Expectations



Source: FIBI member survey, January 2023

Success underpinned by a strongly supportive environment

The growth and success of Ireland's international banking and investment sector did not come about by accident. It is the result of many factors including Ireland's status as the only English-speaking country with a common law tradition in the Eurozone, its business-friendly culture, well-educated and flexible workforce, and internationally recognised regulatory regime.

Ireland's economic and political stability, and particularly its response to the global financial crisis, are also key elements of a compelling proposition which has resulted in so many international banks and investment firms choosing to locate operations in this country.

In compiling this year's report, a number of FIBI member company CEOs were interviewed to get first hand insights into what makes Ireland such an attractive location for international finance. The companies involved cover a broad spectrum of business models and authorisation types, but there was broad consensus on what makes Ireland so appealing to the sector.



Ireland has an inimitable business infrastructure which enables firms to thrive. There is a strong, pro-business mentality and an exceptional talent pool. Combined, this offers a compelling proposition and delivers real opportunity.



Fernando Vicario
Bank of America
Europe DAC



Ireland is a great place to work and live and this forms a key positive element of the proposition which it is very important to recognise.



Jane Anne Negi
Bank of Montreal
Europe plc

One key factor that emerged is that much of the recent growth in the sector has been linked to the presence here for many years of a number of its leading players. This has given those firms a strong business platform on which to build and grow. Having a successful existing operation here is highly regarded at group level and increases the chances of Ireland being chosen as a location for expansion or the transfer of new mandates from other centres.



As result of the successful development of single business lines, operations in Ireland often develop into broad based financial services groups with multiple business lines and significant employment in Ireland.



Derek Kehoe
BNP Paribas

Many of the CEOs commented on the strong pro-business environment which exists in Ireland. The commonalities in culture with other developed economies especially with other English-speaking countries, and the way business is conducted were mentioned as among other key factors that are considered when deciding on the allocation of capital and new projects. This cultural fit helps the firms' parent groups to feel more comfortable when considering investing in Ireland.

Ireland's hard-won international reputation for political stability is another key factor which should not be underestimated, according to a number of the CEOs.



Similarities in operating environments and approaches mean international/US firms can thrive in Ireland.



Fiona Gallagher
Wells Fargo Bank
International UC



The cultural fit between Canada and Ireland has been extremely helpful when transacting with our international clients and relocating staff here.



Kevin Ahern
TD Securities

Although there are skill shortages for many roles in the industry, the overall talent pool in Ireland is seen as an advantage with the main skills gaps tending to be in specialist positions.

Furthermore, it was mentioned that some skills that were once hard to find are now becoming easier to source. As the industry grows, the talent pool is expanding organically, and many companies now have a depth of experience that was not previously available to them.

It was noted that when employees move on, there is now potential to replace them through internal promotion without having to resort to recruiting staff from other firms either in Ireland or overseas.

“

In the past there was a knock-on and chain effect when one company hired an employee from another, but that is less of an issue now as it feels like the ecosystem is much more layered.

”



Marc Caplan
NBC Global Finance

The quality of talent available is also having a positive impact on growth in the sector with many CEOs noting how it has helped them expand their business and develop beyond initial plans. The ability to source skilled staff is seen as a key factor in the decision making process for approving additional investment and new business projects for Irish operations.

“

There are genuinely talented people in Ireland and that talent produces efficiencies that is superior to other centres.

”



Fiona Egan
Rabobank Dublin

The role of the public sector is seen as crucial to encouraging, maintaining and growing inward investment and is regarded as a very positive feature of the business landscape here. The support provided by the IDA, in particular, was highlighted by many of the CEOs as a key enabler of growth who also noted that this type of assistance is not always present in other countries.



It is easy to do business. There are supportive state agencies as well as the ability to attract good talent. Overall, it has been a very good experience.



Declan Lynch
Elavon



Access to great talent is incredible, not only locally but internationally. We have access to a multi-lingual workforce across financing, banking, and many other highly sought-after disciplines.



Paul Sheeran
Hewlett Packard
International Bank DAC

Another important aspect of Ireland's continuing development as a leading European and global international financial services hub has been the emergence of investment firms as a significant element of the sector. These firms represent a diverse range of business models and activities and they have contributed to the development of a deeper and broader talent pool. The presence of these firms makes an important contribution to the resilience of the overall financial services sector in Ireland.



Since Brexit, there is a growing community of investment firms operating from Ireland which has continued to expand with Ireland now recognised as an established hub for investment firms in Europe. As we look ahead the focus is to engage key stakeholders in both domestic and EU developments relevant to the sector.



Alison Bothwell
Citadel Securities

This strongly supportive environment and infrastructure is helping the industry here to maximise the opportunities presented in emerging areas such as sustainable finance and digital banking and will help Irish banking operations to take on global leadership roles in these evolving and exciting areas.

Sustaining the industry's success into the future

While Ireland's international banking and investment sector is in robust health at present, this cannot be taken for granted. The industry faces challenges on a number of fronts, and these will need to be addressed in the coming years.

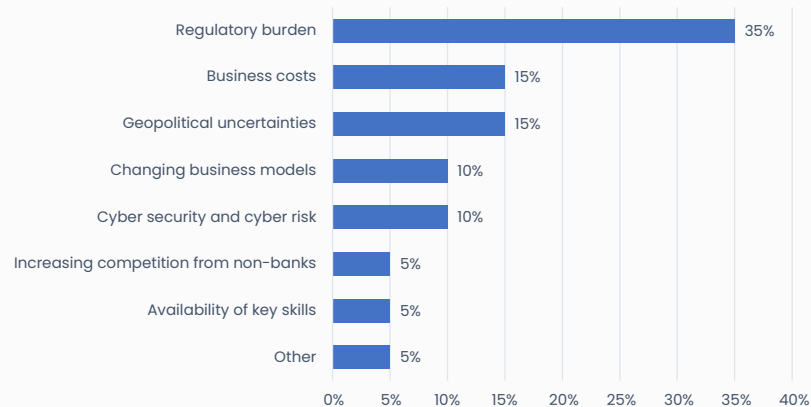
The biggest single challenge that international banks and investment firms have identified for the next five years is the increasing regulatory burden. This is not surprising given the large number of new regulations coming down the tracks both domestically and at EU level.

On the domestic front the Individual Accountability Framework/Senior Executive Accountability Regime (IAF/SEAR) was singled out as the main 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 security rules.

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

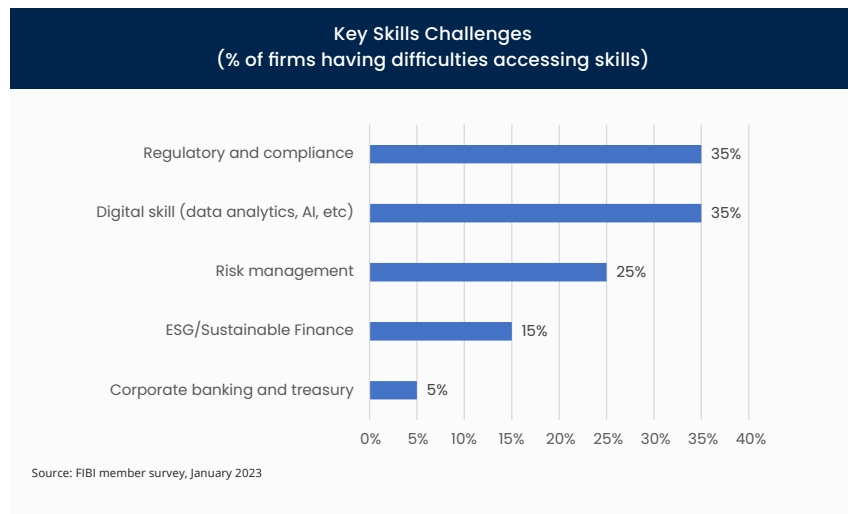
The other main challenges identified in our survey were geopolitical uncertainties including Brexit, rising business costs, and cyber risk.

Biggest Challenges Facing International Finance in Ireland
Next Five Years



Source: FIBI member survey, January 2023

Interestingly, while talent availability was seen as an advantage, challenges in accessing talent locally in the areas of regulatory compliance, digital skills, risk management, ESG/sustainable finance were also identified.



Sector profile

Types of activities offered by international banks and investment firms

International banks and investment firms located in Ireland cover the full spectrum of financial services including capital markets and investment banking, market making, electronic trading platforms, automated trade execution, proprietary trading, prime brokerage, securities lending and borrowing, risk management, operations and technology centres, research and development hubs, lending facilities, treasury operations, and intra-group financing activities.

Key services and activities offered by International banks include:



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.



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.

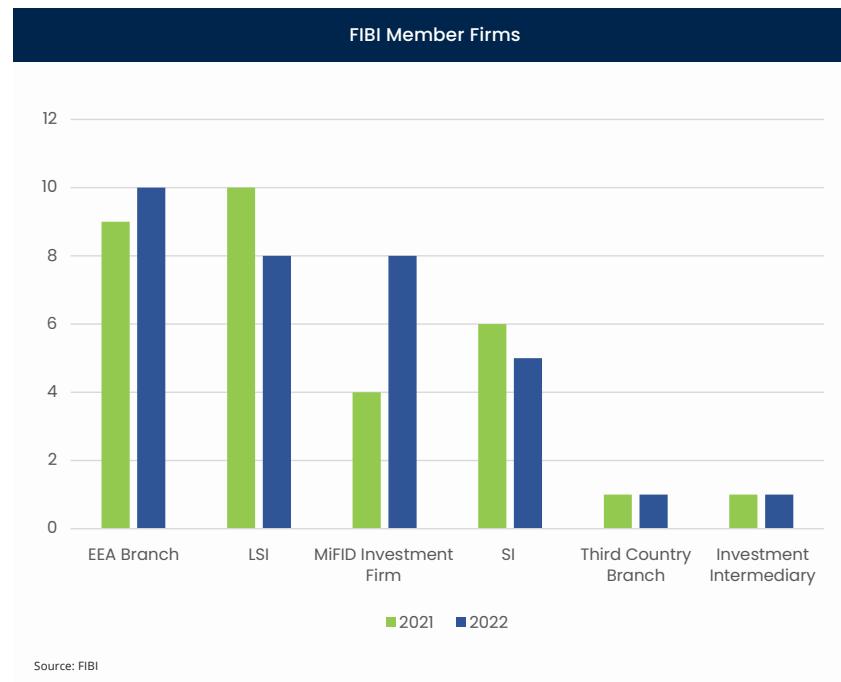
FIBI membership licensing structures

FIBI members carry out an extremely diverse range of activities and employ 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:

- **Less Significant Institutions (LSIs)** who fall under the supervision of the Central Bank of Ireland (CBI)
- **Significant Institutions (SIs)** who are supervised directly by the ECB
- **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 Intermediary** – Investment Brokers / Intermediaries 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 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 ensure continuing success.



Contributors to this Report



Derek Kehoe
BNP Paribas



Fernando Vicario
Bank of America Europe DAC



Fiona Gallagher
Wells Fargo Bank International UC



Jane Anne Negi
Bank of Montreal Europe plc



Kevin Ahern
TD Securities



Fiona Egan
Rabobank Dublin



Mark Caplan
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Paul Sheeran
HP Bank International



Declan Lynch
Elavon



Alison Bothwell
Citadel Securities

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.

Brendan Bane
Head of Treasury, AIB Treasury

Derek Kehoe
Chief Executive Office & Head of Country, BNP Paribas

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

Fiona Gallagher
Chief Executive Officer, Wells Fargo Bank International

Francesco Ceccato
Chief Executive Officer, Barclays Europe

Jane Anne Negi
Chief Executive Officer, Bank of Montreal Europe plc

Kevin Ahern
Managing Director & CEO, TD Securities

Kevin Twomey
Chief Executive Officer, Bank of Ireland Global Markets

Laura Trimble
CEO & Head of Wholesale Banking, HSBC Ireland

Nicola Vavasour
Chief Executive Officer, Ireland, Scotiabank

Kristine Braden
Head of Europe, CEO, Citibank Europe plc

Paula Kelleher
Branch Manager, BNY Mellon

Dermot Hardy
Head of Capital Markets & International Banking, BPF



Profile of FIBI firms



AIB

Brendan Bane, Head Of Treasury, AIB Treasury

AIB 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.



Barclays Europe

Francesco Ceccato, Chief Executive Officer, Barclays Europe

Barclays Europe is headquartered in Dublin with c.300 Ireland-based employees and c.1500 employees across 9 branches in the EEA. BE supports our European clients, offering services encompassing Corporate and Investment Banking, Markets, Private Banking and Consumer Finance.



Bank of America Europe DAC

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

With a presence in Ireland since 1968, Bank of America Europe DAC is the lead European banking entity for Bank of America (BoFA), with branches across the EU and UK. BofA also has a significant Technology & Operations presence in Dublin, supporting group operations worldwide.



BNP Paribas

Derek Kehoe, Chief Executive Officer and Head of Country

Banking products, encompassing Financing, 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. BNP Paribas in Ireland offers a broad range of Corporate and Institutional. BNP Paribas in Ireland offers a broad range of Corporate and Institutional



Bank of Ireland Global Markets

Kevin Twomey, Chief Executive Officer

BOI Global Markets business has responsibility for all market risk in Foreign Exchange, Money Markets, Bonds and Derivatives and is responsible for the execution of the wholesale funding of Bank of Ireland's balance sheet. Our highly successful Global Customer Group provides structured products, FX and Interest Rate product and payment solutions to the Bank's extensive corporate and institutional customer base in Ireland, the UK and the US.



BNY Mellon, Ireland

Paul Kilcullen, Chief Executive Officer and Ireland Country Head

BNY Mellon, established in Ireland in 1994, has 4 regulated entities providing Fund Administrator, Transfer Agency, Depository, Custodian, Debt Service Provider and Broker services to a broad range of Irish and non-Irish clients. It employs 1,400 people approx. across 3 locations in Dublin, Cork & Wexford.



Bank of Montreal Europe plc

Jane Anne Negi, Chief Executive Officer

Bank of Montreal Europe plc is an Irish bank, wholly owned by Bank of Montreal, with offices in Dublin and Paris. BME offers a full range of Global Market products and has been assigned external credit ratings by Standard & Poor's "A+/A-1" and Fitch Ratings "AA-".



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 and financial derivatives 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.





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.



Davy

Bernard Byrne, CEO

Established in 1926, Davy is one of Ireland's leading providers of wealth management and capital markets services. We are over 800 people, managing over €16 billion of our clients' assets, with offices in Dublin, London, Belfast, Cork, and Galway. Davy Group is a member of the Bank of Ireland Group



Citibank Europe Plc

Kristine Braden, Head of Europe, CEO, Citibank Europe plc

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 (Banking, Capital Markets and Advisory and Commercial Bank), Markets and Wealth (Private Bank). Citibank Europe Plc has over 15,000 employees across the EU. Citi employs 2,800 people in Ireland.



Dell Bank International d.a.c.

Dan Twomey, Senior Vice President & General Manager

Dell Bank International d.a.c. ("Dell Bank") is headquartered in Cherrywood, Dublin and has over 170 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.



Credit Suisse AG Dublin Branch

Michael Eichhorn, Country Head, Credit Suisse AG

Established in 2016, Credit Suisse AG Dublin Branch serves global Investment Bank clients as a European hub, providing Prime Services activity across three core business lines - Prime Brokerage, Prime Financing and Securities Lending.



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.



Deutsche Bank



Danske Bank A/S Ireland branch

Alistair Welch, 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 30 employees and total assets in excess of €8.78bn as at the end of December 2022.



HRTEU Limited

Jamal Tarazi, Chief Executive Officer

HRTEU Limited is an 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

Derek Byrne, CEO

Investec Europe is an international financial services company specialising in Corporate FX, commodity, interest rate hedging and Institutional Equities trading and research distribution. It is 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

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.



JP Morgan Ireland

Marc Hussey, Senior Country Officer and Head of Banking Ireland

JPMorgan is one of the world's oldest, largest and best-known financial institutions. In Ireland we provide 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 an important location for J.P. Morgan's Technology teams. 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)

Ciaran Dunne, Country Manager (ad interim) & CFO

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

Glenn Fitzgerald, 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) sector. Our in-depth knowledge of this sector gives us a greater understanding of the needs and opportunities in the Irish and global F&A 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

Nicola Vavasour, Chief Executive Officer, Ireland

Scotiabank is a leading bank in the Americas. Guided by our purpose: "for every future", we help our customers, 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 more than 50 years, we have almost 100 employees located in Dublin, with a strategic focus on leveraging the Bank's Americas presence to serve our clients in Europe and the Americas, offering Corporate Lending and Capital Markets products.



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 in Ireland

Tadhg Young, 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 No.1 custodian, fund administrator and transfer agency with 2000+ employees in Kilkenny, where our global cybersecurity unit is based, 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 Financial

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 offer electronic market making across European Exchanges, and provide agency brokerage services and operate POSIT MTF.



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Kevin Ahern, Managing Director & CEO

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Fiona Gallagher, Chief Executive Officer

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