



Pathways to Profit

Leveraging next generation technology to drive profitable growth

Capital Markets Challenges

Firms continue to be challenged to achieve a return on equity that is greater than cost of capital



1. Uncertain US and global regulations



2. Fierce competition for fees and customers



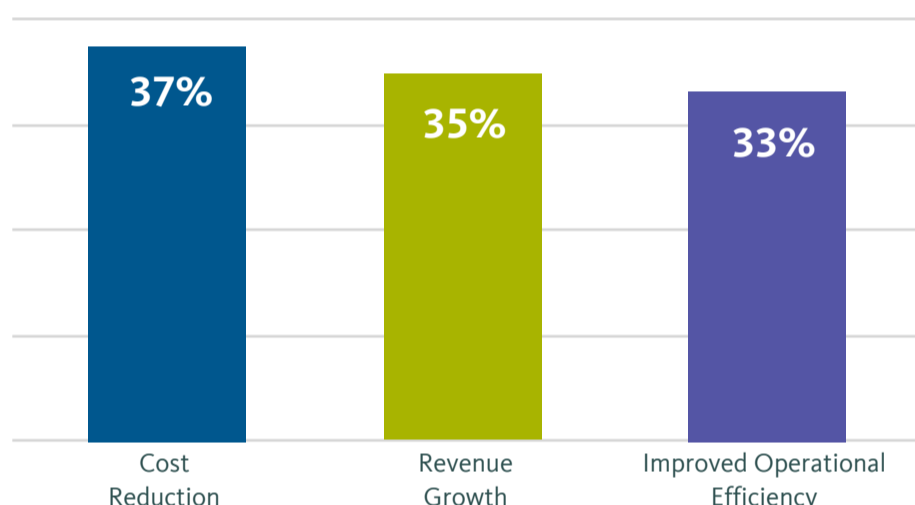
3. Growing pressure from digitization and electronification of key asset classes



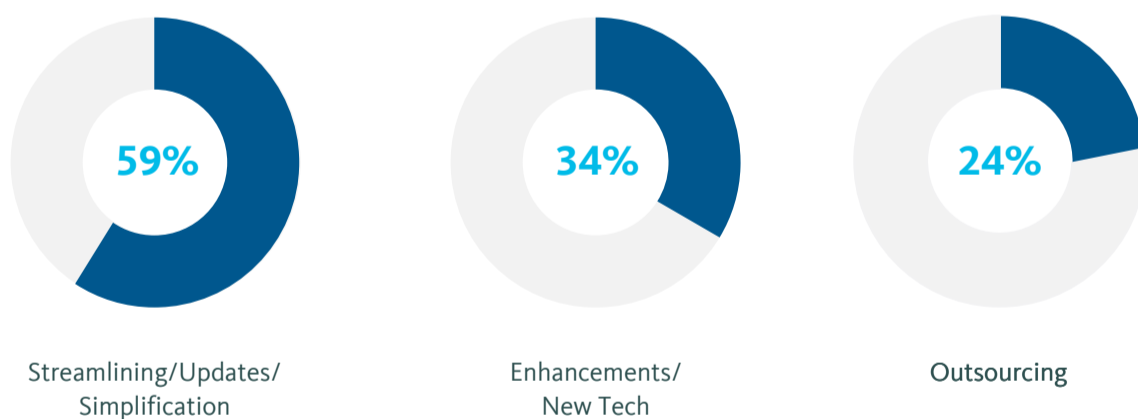
4. Legacy systems coupled with fintech disruptors

Industry's Response to These Challenges

Firms are improving their returns by focusing on:



Executives agree that technology transformation in these key areas will be a driver for growth:



Executives believe that a shared approach is best for these functions:



Pathways to Profit

Partnerships allow capital markets firms to focus internal efforts on what truly differentiate them from the competition, putting them on a **stronger pathway to profit**.



1. Mutualizing non-differentiating functions



2. Partnering to accelerate innovation and adoption of new technology



Download our whitepaper *Pathways to Profit* to learn more.