Interest-Rate Derivatives Sales: Not What It Used To Be, But No Less Important

October 23, 2015

Executive Summary:

The business of interest-rate swaps trading is rapidly moving to electronic platforms. Sixty percent of notional client swap trading volume in the U.S. this year is being executed electronically - up from just 20% in 2014.

New research from Greenwich Associates shows that investors still rely on the support and advice of sell-side salespeople - even if their trades are ultimately executed on the screen.

Methodology:

Between February and April of 2015, Greenwich Associates conducted 111 interviews with U.S.-based investors active in interest-rate derivatives.

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