

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.

The data reported in this document reflect solely the views reported to Greenwich Associates by the research participants. Interviewees may be asked about their use of and demand for financial products and services and about investment practices in relevant financial markets. Greenwich Associates compiles the data received, conducts statistical analysis and reviews for presentation purposes in order to produce the final results. Unless otherwise indicated, any opinions or market observations made are strictly our own.

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