

CASE STUDY

Ping An Securities Strengthens Trading to Move into New Markets



With an agile, truly front-to-back trading platform supporting our business, we are confident that we can position ourselves at the head of China's securities market.”

Andy Han

Director of Development, Ping An Securities

**(THE FUTURE OF
FINANCE IS OPEN**



At a glance

Solution

- Fusion Markets
- Fusion Post-Trade



We expect to boost efficiency as the new Finastra system and processes truly become embedded in the business.”

Andy Han

Director of Development
Ping An Securities

About Ping An Securities

Ping An Securities Company Ltd provides security brokerage services; it also engages in placing and underwriting securities. Headquartered in Shenzhen, China, Ping An Securities is part of the Ping An Insurance Group – one of China’s biggest insurance companies.

The Challenge

Ping An Securities has ambitious plans for expansion, aiming to move into new markets both in China and overseas. Existing trading systems could only support a limited range of trade instruments, and the company soon realized it needed a way to expand its range of offerings in order to win new customers and seize greater market share.

The Solution

Ping An Securities has taken its capital markets business to the next level by introducing a flexible and integrated trading and risk management platform, built on Fusion Markets and Fusion Post-Trade technology. With coverage for a rich variety of products, seamless front-to-back workflow, and advanced risk analytics, the company can now easily manage the new complexities of its growing business.

The Result

Ping An Securities can now support a much broader range of instruments – including both vanilla and complex derivatives – and bring them to market quickly and easily, fuelling the company’s growth objectives. The company expects to increase operational efficiency through integrated and automated processes. More accurate and readily available information helps teams make better-informed decisions and strengthens risk management.

www.pingan.cn/en



We believe that Fusion Markets offers the ideal platform for enabling our expansion plans, helping us bring new products to market with speed and ease.”

Andy Han

Director of Development, Ping An Securities

With comprehensive front-to-back processing and advanced trading tools, Ping An Securities can support more sophisticated financial instruments and boost efficiency

The Challenge

With its sights set on becoming the leading securities firm in China, Ping An Securities has embarked on an ambitious program of expansion.

The company is branching out from its traditional focus on fixed income products, launching a new derivatives trading business. While this move opened up a lucrative new market for Ping An Securities, it also brought with it a fresh set of challenges.

Andy Han, Director of Development at Ping An Securities, explains: “Our legacy systems were simply not equipped to meet the new demands of our derivatives business. We had set up the systems many years ago, when we were handling mostly fixed income trades, and they were not designed to deal with this level of complexity.

“To support the move into new markets, we required a more modern and integrated approach to trading. We were looking for a platform that could grow with us, and provide coverage for a wider range of products cost-effectively and with minimal need for customization.”

The Solution

After considering solutions from both local and international providers, Ping An Securities chose Fusion Markets and Fusion Post-Trade as its core trading platform.

“There were several people on our team, myself included, who had used Finastra software at previous jobs and had first-hand experience of its extensive capabilities,” notes Andy Han.

“We knew that Fusion Markets and Fusion Post-Trade could deliver the broad product coverage and rich functionality we needed. And with Finastra, we were getting a world-class partner with a proven reputation in service delivery, as well as an extensive support network in China.”

Working with Finastra, Ping An Securities established a front-to-back trading system, covering asset classes including bonds, futures, interest rate swaps and repos.

The company has integrated the Finastra platform with its existing trading system, making use of the platform’s open architecture and application programming interfaces (APIs) to create a seamless interface between the two systems.

Andy Han says: “We’re very pleased with the performance of the new platform. Fusion Markets has opened up a rich set of features to us and enabled us to automate a number of workflows.

“For example, we have automated a number of pre-trade compliance checks and added live risk monitoring. When we generate an order, the system calculates the risk against a set of pre-established parameters. If a trade meets our limits, it is automatically approved; if it crosses a line, the details are sent to our risk managers for review.”

Taking Trading to New Heights

Today, teams from the front- to back- office at Ping An Securities benefit from more efficient and accurate processes, and improved information visibility.

Andy Han elaborates: “In the past, we used to compile market closing data manually in a spreadsheet. With Fusion Post-Trade we can automatically capture a snapshot of all trades, profit-and-loss, positions, and other figures as soon as the market closes for the day. It’s saving our traders up to two hours of work a day, and gives them much timelier and reliable data for analysis – helping them make smarter decisions.

“We’ve seen similar improvements across the board. We expect to boost efficiency as the new Finastra system and processes truly become embedded in the business.”

Additionally, with broad coverage for both vanilla and complex derivatives, Finastra solutions give Ping An Securities the powerful foundation it needs to drive its growth objectives.

Andy Han states: “We have big plans for expanding the business, both regionally and globally. The ability to accommodate new, more complex products will be key to meeting this goal. We believe that Fusion Markets offers the ideal platform for enabling our expansion plans, helping us bring new products to market with speed and ease.”

Finastra solutions give Ping An Securities the insight and agility it needs to fully utilize growth opportunities



The level of communication and support from the Finastra team in China has been excellent, and we know we can count on them to help us get the most out of our investment.”

Andy Han

Director of Development
Ping An Securities

Looking to the Future

For Ping An Securities, the journey is just beginning. The company continues to work with Finastra to extend the Fusion Markets platform, adding new products and enhancing functionality.

“We have built up a solid partnership with Finastra over the last 18 months as this project has progressed,” remarks Andy Han. “The level of communication and support from the Finastra team in China has been excellent, and we know we can count on them to help us get the most out of our investment.”

He concludes: “We are already achieving great results with Finastra and we are excited to continue building on this early success. With an agile, truly front-to-back trading platform supporting our business, we are confident that we can make the most of the many opportunities that the future holds, and position ourselves at the head of China’s securities market.”

About Finastra

Finastra unlocks the potential of people and businesses in finance, creating a platform for open innovation. Formed in 2017 by the combination of Misys and D+H, we provide the broadest portfolio of financial services software in the world today – spanning retail banking, transaction banking, lending, and treasury and capital markets. Our solutions enable customers to deploy mission critical technology on premises or in the cloud. Our scale and geographical reach means that we can serve customers effectively, regardless of their size or geographic location – from global financial institutions, to community banks and credit unions. Through our open, secure and reliable solutions, customers are empowered to accelerate growth, optimize cost, mitigate risk and continually evolve to meet the changing needs of their customers. 48 of the world’s top 50 banks use Finastra technology. Please visit finastra.com

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