UCPB Achieves Double-Digit Growth for transactions and AUM with Finastra

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Eulogio Catabran
Head of Treasury Banking Group, UCPB

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At a Glance

Products
- Fusion Treasury

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Eulogio Catabran
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About UCPB
Founded in 1953, the United Coconut Planters Bank, more popularly known by its initials, UCPB, was the first universal bank to be established in the Philippines. UCPB specializes in commercial banking, serving a wide-ranging clientele through a network of nearly 230 branches nationwide, as well as via telephone, internet and mobile banking channels.

The Challenge
In the Philippines, financial services providers operate within a strict regulatory framework. For UCPB, ever-increasing scrutiny into treasury trading and risk management has made it more important than ever for the bank to accurately measure and document risks. At the same time, UCPB needs to stay on top of changing customer demands and market conditions to be best-positioned to exploit growth opportunities. To support profitable, compliant operations, UCPB sought to both increase the efficiency of end-to-end trading activity, and strengthen risk management capabilities.

The Solution
UCPB takes advantage of Fusion Treasury to provide a standardized and integrated platform for managing treasury trading and risk. The bank has brought greater efficiency and agility to treasury operations—helping it stay on top of changing customer demands and market conditions—all while ensuring strong control over operational, market and credit risk.

The Result
Fast, accurate risk and regulatory reporting drives more-informed decision-making, and helps UCPB demonstrate that treasury operations are fully compliant with the latest regulations. Increased efficiency has helped the bank to grow customer-driven transactions by nearly 30% and assets under management by more than 20%—all while keeping staff levels flat—fueling efficient growth.

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> Head of Treasury Banking Group, UCPB

Uniting trading and risk management in a single system allows UCPB to keep pace with an ever-evolving regulatory framework and support productive, profitable treasury operations

The Challenge

Financial services institutions in the Philippines operate within a strict, ever-evolving regulatory framework. For UCPB's Treasury Banking Group, increased scrutiny into risk management and regulatory reporting has made it increasingly important for the group to accurately measure and document risks.

Eulogio Catabran, Head of Treasury Banking Group at UCPB, explains: "In the current climate, the responsibilities of the treasury group have expanded far beyond straightforward management of funds, liquidity, reserves, foreign exchange and fixed income. We now have to prove that these operations are carried out in full compliance with a host of regulations, which has required us to redefine many of our functions and roles within the treasury group."

To support profitable treasury operations, and provide robust management of controls and risks as required by regulators, UCPB needs clear visibility into markets, instruments and operations.

"Financial markets and regulations are changing all the time, and we need accurate, up-to-the-minute insight in order to keep pace," notes Eulogio Catabran. "It is critical for us to arm decision-makers with timely information, so they can make smart choices about how to best navigate the market, all while ensuring that our activities remain in line with the latest regulatory guidelines."

The Solution

To provide an integrated platform for managing both treasury trading and risk, UCPB uses Fusion Treasury technology.

"We believe that Fusion Treasury is one of the best treasury trading systems available on the market," says Eulogio Catabran. "Fusion Treasury underpins our treasury operations and is a great fit for our needs, helping us integrate trading and risk management in a single platform."

With Fusion Treasury, UCPB brings greater efficiency and agility to treasury operations—helping the bank stay on top of changing customer demands and market conditions—all while ensuring strong control over operational, market and credit risk.

Eulogio Catabran comments: "Fusion Treasury gives us greater control over the risk that we manage. Fast, accurate risk and regulatory reporting helps us put reliable information into the hands of decision-makers rapidly, and prove to regulators that our treasury operations comply fully with current regulations."

In the future, UCPB is looking forward to taking advantage of the latest features and tools provided by Fusion Treasury to refine treasury operations even further. The bank also has plans to broaden integration with other systems in use across the enterprise, bringing its universal banking operations closer together.

Growing Efficiently

Today, UCPB is driving streamlined, highly efficient treasury trading, supporting productive and profitable growth.

"Since introducing Fusion Treasury, productivity has increased in a big way," remarks Eulogio Catabran. "Our operations are much more efficient, which has enabled us to take on greater workload without increasing headcount. In fact, we've even been able to reallocate a number of staff from administrative or purely transaction-based work to more value-added roles."

The productivity gains have made it possible for UCPB to achieve double-digit growth in transactions and assets under management (AUM).

Eulogio Catabran continues: "Between 2014 and 2015, our volume of customer-driven transactions grew by nearly 30%. In the same period, AUM increased by more than 20%. This growth was made possible in large part by the increased automation and integration that Fusion Treasury has brought to our operations."

With a rock-solid technology platform in place, UCPB is well-positioned to exploit opportunities to strengthen customer engagement and drive growth

> **Fusion Treasury has expanded our horizons, helping us offer customers a much richer range of products and a more responsive service.**

Eulogio Catabran
Head of Treasury Banking Group, UCPB

Ready for the Future
A modern, efficient trading and risk management platform will allow UCPB to deliver greater value for customers—boosting their loyalty and engagement to drive growth and competitive advantage.

Eulogio Catabran concludes: "Fusion Treasury has expanded our horizons, helping us offer customers a much richer range of products and a more responsive service. We look forward to building on this foundation to support our vision of becoming the bank of choice for consumers in the Philippines."

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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