FIS Drives New Value as Sell-Side and Buy-Side Client Needs Converge

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Key facts

- As economic, strategic and risk factors are mounting, buy-side firms are turning to FIS for expanded capabilities to remain competitive and grow.
- FIS has recently signed contracts with several buy-side firms tapping into solutions from FIS historically used by sell-side, such as the Cleared Derivatives and Cross-Asset Trading and Risk Platforms.
- These platforms are modular and scalable while offering buy- and sell-side firms help with operational efficiencies, creating new revenue streams, mitigating risks, and more.

JACKSONVILLE, Fla.--(BUSINESS WIRE)--Jan. 11, 2024-- FIS® (NYSE: FIS), a global leader in financial technology, today announced that it has expanded its sell-side solutions to new buy-side clients. As buy-side clients face pressures to find new revenue streams, reduce risk, drive operational efficiency, and deliver new value for their customers, FIS is giving these firms new capabilities via its sell-side solutions.

One way FIS is supporting these clients' needs is with its Cleared Derivatives (CD) platform, which has historically been used by clearing members. This platform is seeing new adoption by buy-side firms such as hedge funds, asset managers and insurance companies as it enables these firms to access trading venues and clearing houses directly, helping reduce their counterparty risk and freeing up capital.

Similarly, the FIS Cross-Asset Trading and Risk Platform, which traditionally features sell-side capabilities, is now enabling buy-side firms to better achieve asset diversification and scale up new strategies for revenue growth. Buy-side clients are using the platform for its robust features including real-time controls for trading, order management, profit and loss, general ledger and more. The platform is modular and allows for clients to scale the solution as needed to support their growth. In the third quarter of 2023, FIS signed new client contracts for this platform with several buy-side firms.

"We are proud to announce that we have expanded our sell-side solutions to new buy-side clients, as well as strengthened our relationship with our existing sell-side clients," said Nasser Khodri, Capital Markets President at FIS. "As one of the largest financial technology companies, we have the strengths, capabilities, and expertise required to not just provide our buy-side clients with the sell-side capabilities they're seeking, but to ensure they're acquiring them through modern and cloud-native SaaS solutions for maximum efficacy. I'm excited to see the opportunities that this industry trend creates for FIS and our extensive network of buy-side clients."

About FIS

FIS is a leading provider of technology solutions for financial institutions and businesses of all sizes and across any industry globally. We enable the movement of commerce by unlocking the financial technology that powers the world's economy. Our employees are dedicated to advancing the way the world pays, banks and invests through our trusted innovation, system performance and flexible architecture. We help our clients use technology in innovative ways to solve business-critical challenges and deliver superior experiences for their customers. Headquartered in Jacksonville, Florida, FIS is a member of the Fortune 500® and the Standard & Poor's 500 ® Index. To learn more, visit www.FISglobal.com. Follow FIS on Facebook, LinkedIn and Twitter (@FISglobal).

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