

European Fixed Income: Standout Dealers Amid Crisis

May 14, 2020

In late April, we reached out to buy-side fixed-income investors in Europe to learn more about the impact of COVID-19 and their expectations for the near term.

We asked these buy-side PMs and execution desks, “Which dealers stood by you the best during the recent turbulent markets?” Investors could name multiple dealers, or none.

As detailed in our blog post [Uncharted Territory in European Fixed Income](#), while almost half of all respondents in rates and credit recognized three or more dealers, close to 1 in 5 respondents named none, and a handful specifically voiced concerns.

Standout Dealers

J.P. Morgan stands out as the most-cited dealer for standing by clients across European fixed income, leading the way among both rates and credit investors. Goldman Sachs and Citi also earn broad recognition across rates and credit, rounding out the Top 3 dealers overall. Meanwhile, BofA Securities and Credit Suisse stand out among European credit investors.

DEALERS THAT BEST STOOD BY THEIR CLIENTS AMID CRISIS

OVERALL EUROPEAN FIXED INCOME

1. J.P. Morgan
2. Goldman Sachs
3. Citi

G10 RATES

1. J.P. Morgan
2. Goldman Sachs
3. Citi

G10 CREDIT

1. J.P. Morgan
2. Citi, Goldman Sachs
3. BofA Securities, Credit Suisse

G10 RATES—CONTINENTAL EUROPE

1. Goldman Sachs, J.P. Morgan
2. BNP Paribas, Citi, HSBC, Morgan Stanley, Nomura

G10 CREDIT—CONTINENTAL EUROPE

1. J.P. Morgan, Goldman Sachs
2. BofA Securities
3. Morgan Stanley, BNP Paribas

G10 RATES—UNITED KINGDOM

1. J.P. Morgan
2. Citi
3. Goldman Sachs, NatWest

G10 CREDIT—UNITED KINGDOM

1. J.P. Morgan
2. Citi
3. Credit Suisse, UBS

Note: Based on 94 respondents.

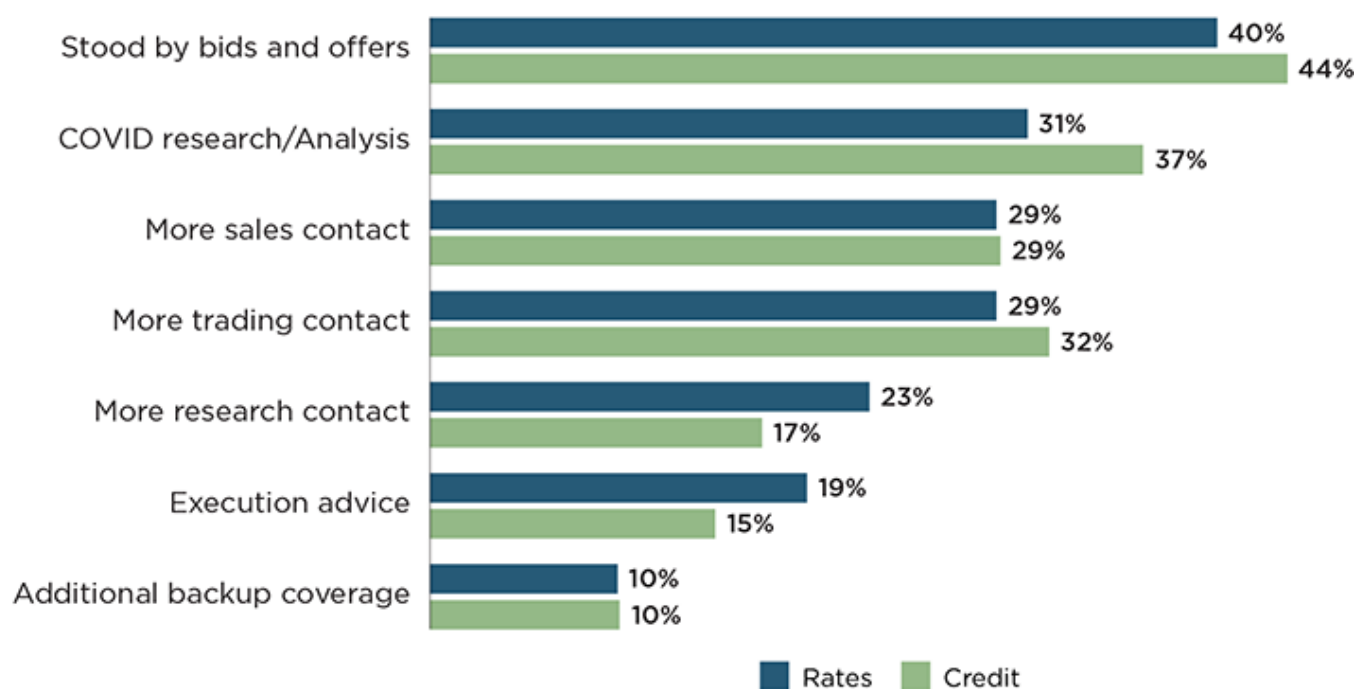
Source: Greenwich Associates European Fixed-Income Investors Flash Study, April 2020

Other dealers stand out more in specific areas in the U.K. vs. the Continent, as shown above.

Dealers Response to Clients

Close to 1 in 3 European buy-siders named more sales contact, and a similar number named more trading contact, as the most helpful actions their dealers took. This emphasizes the importance of maintaining relationships during this time.

MOST HELPFUL ACTIONS TAKEN BY DEALERS



Note: Based on 94 respondents.

Source: Greenwich Associates European Fixed-Income Investors Flash Study, April 2020

To be clear, for dealers, while this was a time of heightened trading, there was also a double whammy, given their business continuity planning (BCP) had not necessarily been prepped for work-from-home (WFH) situations. So, handling operational risk while consistently offering liquidity to clients was challenging. Clearly, this will bring a renewed focus on trading workflow efficiencies and their digital landscape.

Navigating Turbulent Market Series

[Partnering with Clients in a Time of Market Turmoil](#)

[COVID-19 Impact on FICC Markets](#)

[Recognizing Standout Dealers](#)

[COVID-19 Impact on Equity Markets](#)

[Uncharted Territory in European Fixed Income](#)

www.greenwich.com | ContactUs@greenwich.com

Coalition Greenwich, a division of CRISIL, an S&P Global Company, is a leading global provider of strategic benchmarking, analytics and insights to the financial services industry.

We specialize in providing unique, high-value and actionable information to help our clients improve their business performance.

Our suite of analytics and insights encompass all key performance metrics and drivers: market share, revenue performance, client relationship share and quality, operational excellence, return on equity, behavioral drivers, and industry evolution.

About CRISIL

CRISIL is a leading, agile and innovative global analytics company driven by its mission of making markets function better. It is majority owned by S&P Global Inc., a leading provider of transparent and independent ratings, benchmarks, analytics, and data to the capital and commodity markets worldwide.

CRISIL is India's foremost provider of ratings, data, research, analytics, and solutions with a strong record of growth, culture of innovation, and global footprint.

It has delivered independent opinions, actionable insights and efficient solutions to over 100,000 customers through businesses that operate from India, the U.S., the U.K., Argentina, Poland, China, Hong Kong, and Singapore.

For more information, visit www.crisil.com

Disclaimer and Copyright

This Document is prepared by Crisil Coalition Greenwich, which is a part of Crisil Ltd, a company of S&P Global. All rights reserved. This Document may contain analysis of commercial data relating to revenues, productivity and headcount of financial services organisations (together with any other commercial information set out in the Document). The Document may also include statements, estimates and projections with respect to the anticipated future performance of certain companies and as to the market for those companies' products and services.

The Document does not constitute (or purport to constitute) an accurate or complete representation of past or future activities of the businesses or companies considered in it but rather is designed to only highlight the trends. This Document is not (and does not purport to be) a comprehensive Document on the financial state of any business or company. The Document represents the views of Crisil Coalition Greenwich as on the date of the Document and Crisil Coalition Greenwich has no obligation to update or change it in the light of new or additional information or changed circumstances after submission of the Document.

This Document is not (and does not purport to be) a credit assessment or investment advice and should not form basis of any lending, investment or credit decision. This Document does not constitute nor form part of an offer or invitation to subscribe for, underwrite or purchase securities in any company. Nor should this Document, or any part of it, form the basis to be relied upon in any way in connection with any contract relating to any securities. The Document is not an investment analysis or research and is not subject to regulatory or legal obligations on the production of, or content of, investment analysis or research.

The data contained in the Document is based upon a particular bank's scope, which reflects a bank's data submission, business structure, and sales revenue Reporting methodology. As a result, any data contained in the Document may not be directly comparable to data presented to another bank. For franchise benchmarking, Crisil Coalition Greenwich has implemented equal ranking logic on aggregate results i.e., when sales revenues are within 5% of at least one competitor ahead, a tie is shown and designated by = (where

actual ranks are shown). Entity level data has no equal ranking logic implemented and therefore, on occasion, the differences between rank bands can be very close mathematically.

The data in this Document may reflect the views reported to Crisil Coalition Greenwich 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. Crisil Coalition Greenwich compiles the data received, conducts statistical analysis and reviews for presentation purposes to produce the final results.

THE DOCUMENT IS COMPILED FROM SOURCES CRISIL COALITION GREENWICH BELIEVES TO BE RELIABLE. CRISIL COALITION GREENWICH DISCLAIMS ALL REPRESENTATIONS OR WARRANTIES, EXPRESSED OR IMPLIED, WITH RESPECT TO THIS DOCUMENT, INCLUDING AS TO THE VALIDITY, ACCURACY, REASONABLENESS OR COMPLETENESS OF THE INFORMATION, STATEMENTS, ASSESSMENTS, ESTIMATES AND PROJECTIONS, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE ARISING OUT OF THE USE OF ALL OR ANY OF THIS DOCUMENT. CRISIL COALITION GREENWICH ACCEPTS NO LIABILITY WHATSOEVER FOR ANY DIRECT, INDIRECT OR CONSEQUENTIAL LOSS OR DAMAGE OF ANY KIND ARISING OUT OF THE USE OF ALL OR ANY OF THIS DOCUMENT.

Crisil Coalition Greenwich is a part of Crisil Ltd., an S&P Global company. ©2025 Crisil Ltd. All rights reserved.