

introduction



Don't we all just love Easter gently rolling into a handful of Bank Holidays. Throw in a pinch of decent weather and sprinkling of coronation and boom, it's a recipe for a delightful springtime. If only the global Banking market outlook was quite as cheery...

Following the failure of four banks in the last six weeks, various big cheeses have been stepping forward to calm the mood. As I type I saw that the CEO of HSBC had stated that this was "...purely a sign of poor risk management..." and Jamie Dimon, CEO of JP Morgan, went further saying "... conditions were nothing like 2008 and 2009..." . However, he did concede that if the US economy went into recession and high interest rates persisted, that could lead to "other cracks in the system". Looking specifically at the UK, the Treasury have been quick to announce that "The UK banking system remains safe, sound and well capitalised".

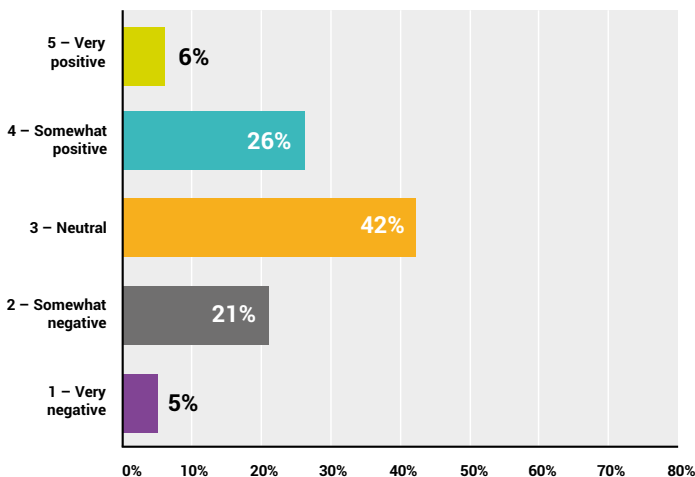
Hmmm.... unfortunately I'm reminded of the phrase there is no smoke without fire, so watch this space as always.

We are always open to discuss individual situations, so do feel free to call the London Head Office, in complete confidence, on 020 7240 0760 or alternatively send an initial email to info@c-james.com. Enjoy this quarters "hot topic", and as always, thank you for your candid comments.

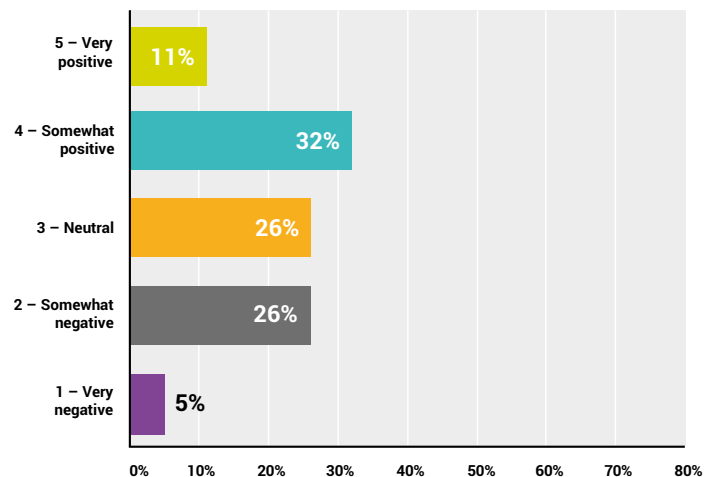
quarterly survey

These questions reflect our most common enquiries and so this regular feature is a chance to measure and share current market sentiment.

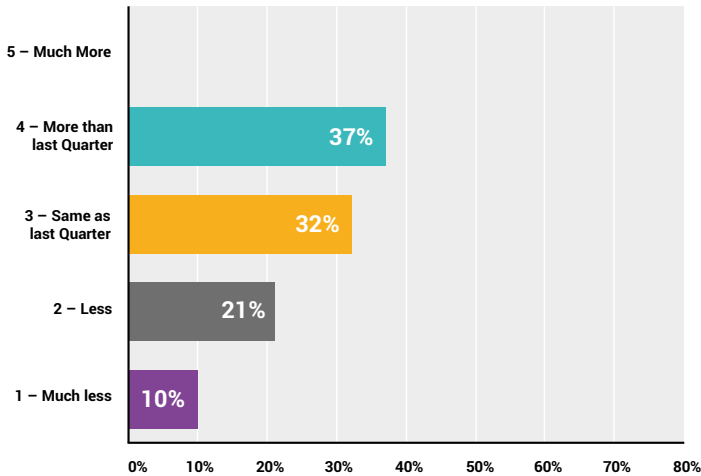
Q1 *Looking at the next quarter only, what is your personal outlook for business confidence?*



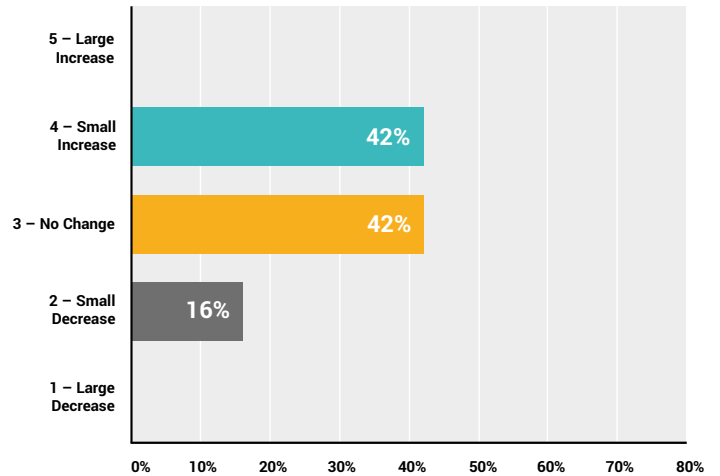
Q2 *... and what is your outlook for the next 12 months?*



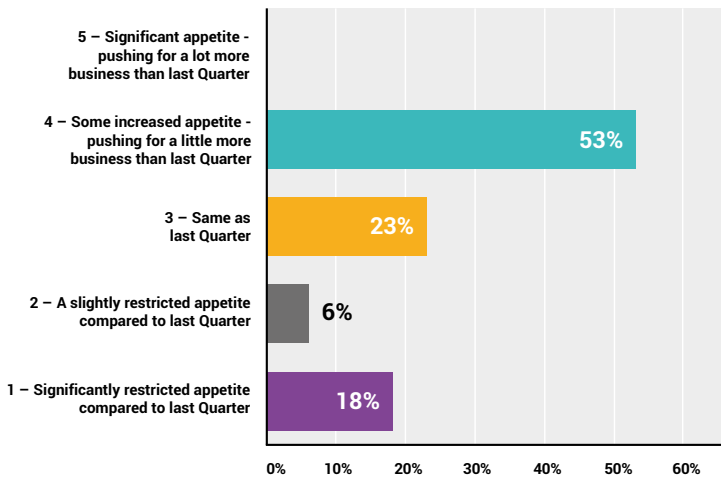
Q3 How much business has your institution written (approved and/or agreed) compared to last quarter?



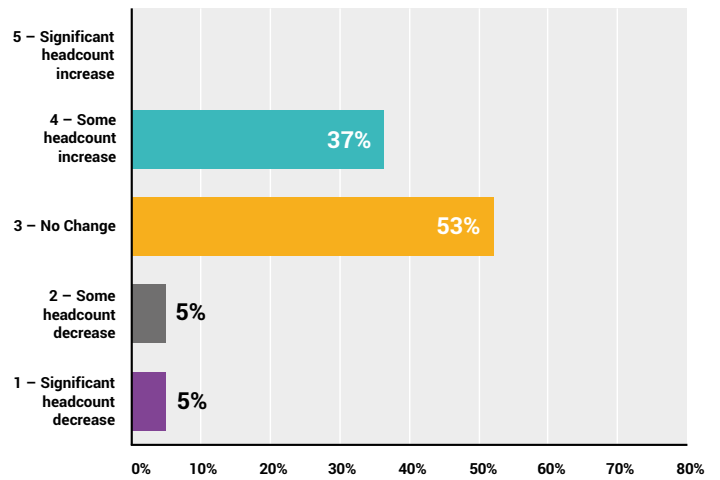
Q4 Has your department headcount changed since last quarter?



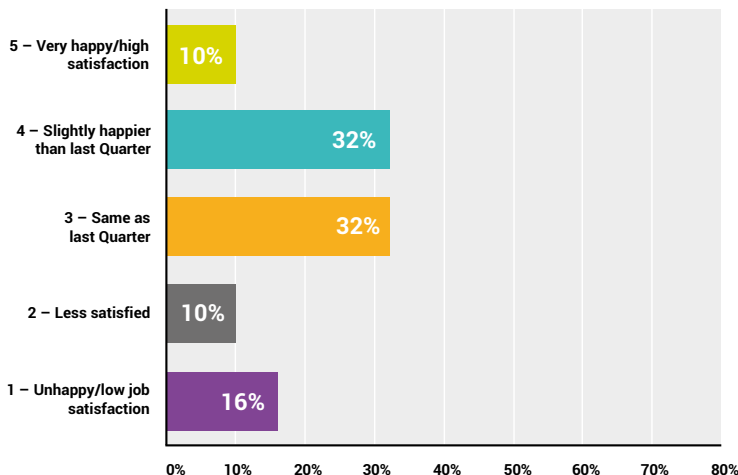
Q5 Regarding Credit Risk appetite, how 'open for business' is your institution compared to last quarter? (We refer here to the message being passed down from on high, are you being told that you want to do more or less business?)



Q6 Is your employer looking to hire in the next 3 months?



Q7 What is your current level of job satisfaction?



Survey summary - As you would expect given the newsletter introduction, the general Corporate Banking mood remains quite muted. Short term confidence remains neutral at 42% albeit the longer term (12 month outlook) is ever so slightly more positive. On the shopfloor 67% report that the levels of business being written are at least as high as last quarter and this is supported by a small increase in headcount. Turning to credit risk appetite, a significant 76% have said that their business wants to lend more, while 37% have said that their business is looking to hire. A healthy number compared to previous quarters! Finally, we turn to job satisfaction and only 25% have suggested that they are less happy than last quarter. Unsurprisingly we do find that this spring (er, post bonus) newsletter does yield the most positive results for satisfaction.



Hot topic - "...Do you think the adoption of AI will affect Banking employees?..."

"...on the one hand this technology is mind blowing, saving huge amounts of time with zero errors but on the other hand that must displace jobs? Surely. You would think that Banking is well placed for AI automation, so on balance, let's face it, it's a concern!..."

"...AI is extremely exciting. Alternative lenders and smaller entities will be able to compete with larger dinosaur institutions. The financial landscape will change for the better..."

"...I believe it will affect employees and require them to be more adaptable to the new tools created and to learn to work with the tools..."

"...our firm wants to increase profits and cut costs. AI will make this happen so it will be used asap..."

"...I've just read about the senior google AI guy who worries about what he has created. We need to be very careful what we wish for..."

"...Yes, any roles or tasks than can be handled by AI will be transferred to a computer if proven safe. Only pure qualitative tasks will withstand the change..."

"...Yes, eventually. There are many areas outside of business promotion to which AI's skills will be applicable..."

"...To be honest, I am more concerned about how it affects humanity in general..."

"...Some of these Sci-Fi films from the last 30 years don't seem so crazy anymore. AI is very powerful and also very scary..."

"...Yes, of course. AI, if adopted correctly must replace some employees in banking and finance..."

"...I don't foresee any change anytime soon. We are years away from making this tech safe. Just think about driverless cars!! So no immediate impact..."

"...Of course, we are already seeing the changes AI is bringing to world in general, I believe it will in time help make processes more efficient. However, as it is still in early stages I believe it will need to be thoroughly checked before we can become reliant on it..."

"...It will become a race to see who will use it the best. Working smart is the way forward..."

"...The automation of Banking processes has been happening for the last 25 years, so this is no different. But the pace of change will now start to increase rapidly. I think we will see vast change in the next 5 years and yes, jobs will be lost..."

"...to be frank, when I look around my office, I see a lot of well-paid semi productive people. These people should be looking over their shoulders. They like to be at home and if AI takes off they may get that opportunity 5 days a week!!!!..."

recent market moves

December 2022

Nigel Thompson

Associate Director, Real Estate BACB

December 2022

Carina Goncalves

AVP, Trade Originator at Barclays

December 2022

David Jones

Director, Loan Sales & Sourcing
at UBS

January 2023

Harjit Lyall

Head of Financial Risk Management
at ClearBank

January 2023

Harsha Mehta

EMEA Trade Risk Distribution
at Citi

January 2023

Richard Deacon

Managing Director (Sales)
at Octane Capital

January 2023

Joel Palmer

Trade Finance Lead EMEA
at AIG

January 2023

Chris Spearing

Associate Director, Real Estate
at PIA Financial Group

January 2023

Basu Aryal

Finance Controller
at Habib Bank AG Zurich

January 2023

Andrea Mirandola

Financial Institutions Relationship
Management at ICBC

January 2023

Patrick Prendergast

Associate, EMEA Leveraged Finance
at CITI

January 2023

Andrew Wainwright

Director, Corporate Banking Origination
at HSBC

January 2023

Daniel Hunt

Trade & Working Capital Origination
at Santander

January 2023

Kerry Taberner

Senior Vice President, Residential Real
Estate Risk at Citi

January 2023

Radhika Kalia

Relationship Manager, Transportation
Finance at Bank of China

January 2023

Len Boyd

Senior Relationship Director, Property
Development Finance
at Paragon Banking Group

January 2023

Martin King

UK Head of Corporate Invoice Sales
at Bibby Financial Services

January 2023

Sam Lowe

Director, Distribution & Asset Rotation
at Crédit Agricole

January 2023

Marialaura Aymerich

Director, Structured Finance Syndicate
at MUFG

January 2023

Bradley Stone

Head of GTB Middle Office
at Santander

January 2023

Neha Nutan

Relationship Director,
Consumer Industries at Santander

January 2023

Geoff Parry

GTS sales at DBS

January 2023

Katherine Smith

Senior Portfolio Manager
at LendInvest

January 2023

Phil Hooper

Head of Lending at Pluto Finance

**recent market
moves** *continued*



January 2023

Trevor Sanders

EMEA International Onboarding
Specialist, Commercial Banking
at J.P. Morgan

January 2023

Andrew Powderly

Global Loan Syndications
at ICBC

January 2023

Santiago Gerlach

Coverage VP, Infrastructure &
Transport at Lloyds Banking Group

January 2023

Sandy Cunningham

Commercial Banking Manager
at Metro Bank

February 2023

Paul Linter

Senior Relationship Manager
at BLME

February 2023

David Snow

Senior Relationship Manager,
Commercial Real Estate at ICICI Bank

February 2023

Paolo Carlomagno

Loan Distribution at ING

February 2023

Adrian Powell

VP, Internal Audit at Deutsche Bank

February 2023

Mark Gracia

VP, EMEA Commodity Finance
at MUFG

March 2023

Chris Newman

Senior Associate,
Commercial Real Estate at AIG

March 2023

Kevin Orpen

Senior Vice President, Sovereign Credit
Underwriting at Citi

March 2023

Anthony Shayle

Director of Real Estate
at Excellion

March 2023

Vignaesh Sivakumar

VP, CIB Credit, Diversified Industries
at J.P. Morgan

March 2023

Livia Tverdun

Asset Management
at AXA Investment Management

March 2023

David Smith

Managing Director
at Starwood Capital

March 2023

Michael Weinberg

Senior Relationship Manager
at DBS

March 2023

Ferheen Parkar

Associate Director,
Credit Administration at Trimont

March 2023

Conor Sharkey

Vice President, Cash Management
at Santander

March 2023

Thomas Welch

Business Support Manager
at Cynergy Bank

April 2023

Kenton Hartwell

Senior Manager, Trade Finance
at FCMB

April 2023

Janki Amin

Portfolio Manager
at Jordan International Bank

April 2023

Kevin Dunn

Senior Credit Analyst
at Bank of China

April 2023

Niall Dunphy

Client Director, ABL
at Shawbrook Bank

April 2023

Olawale Ajayi

VP, Private Equity Fund Solutions
at Crédit Agricole CIB

a sample of current mandates on c-jamesjobs

**Corporate Coverage:
Relationship Manager
c£90,000 - £100,000 basic**

**Major Corporates:
Loan Administration
c£70,000 - £85,000 basic**

**Major Corporates:
Credit Analyst
£80,000 - £95,000 basic**

**Commercial Real Estate:
Senior Asset Manager
£105,000 - £120,000 basic**

**Financial Institutions:
Credit Analyst
£75,000 - £90,000 basic**

**Commercial Real Estate:
Analyst
£55,000 - £65,000 basic**

contact us

Our door is open and all contact is treated in total confidence. If you wish to discuss your own situation, new hiring mandates, future hot topics or anything else, please do use the contact details below:

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www.c-james.com