

introduction



Traditionally at the beginning of a new year we look forward to fresh starts and new opportunities. Well, now more than ever, we need them. Covid has disrupted so many lives, created so many challenges and turned our world upside down. In my humble opinion the UK vaccination program has, thus far, been the stand out success of the last 9 months and long may that continue. I sincerely hope that by Easter we have turned a corner and very simply, please continue to stay safe everyone.

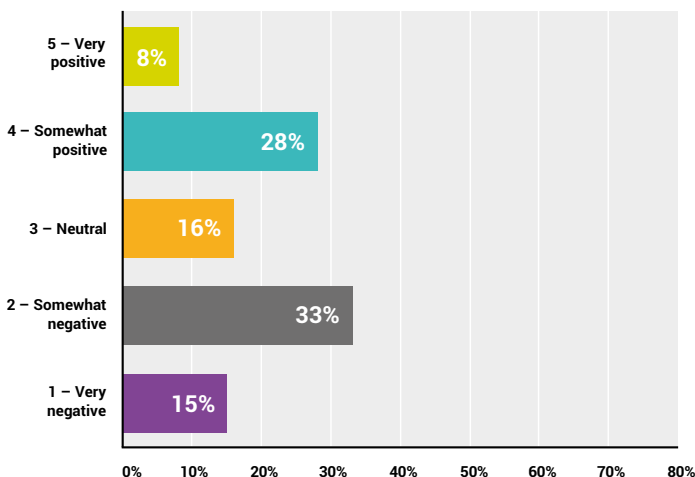
We had a tremendous response to our hot topic this quarter and hopefully our snapshot of comments has captured the essence of your feeling. Suffice to say Brexit remains as emotive as ever.

Workwise, after what seemed like an extended festive season, activity has returned with Real Estate Finance and Credit Risk mandates driving us forward. I hope the banking and financial services bonus round rewards you for your outstanding remote working efforts during 2020, and if you are home schooling... stay calm and carry on. We salute you.

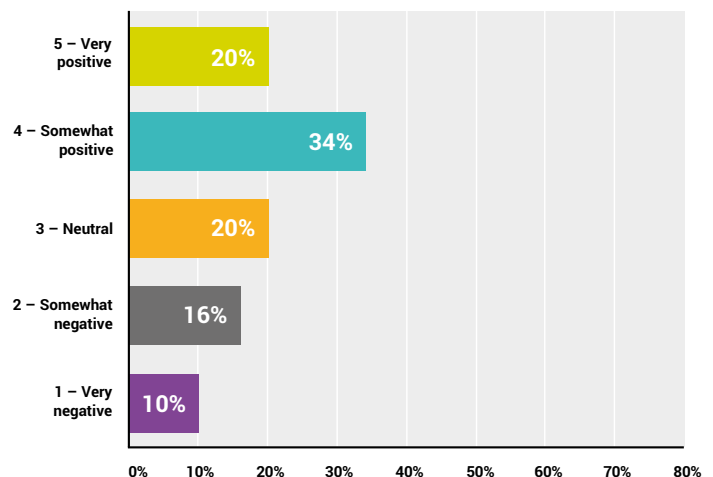
quarterly survey

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

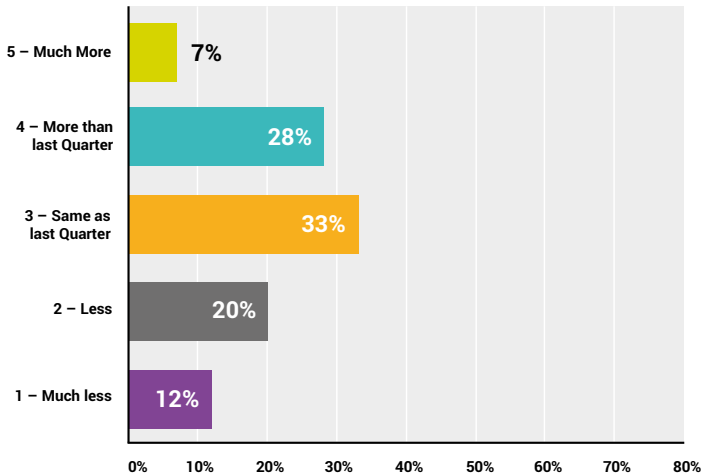
Q1 *Looking at the next quarter only, what is your personal outlook for business confidence?*



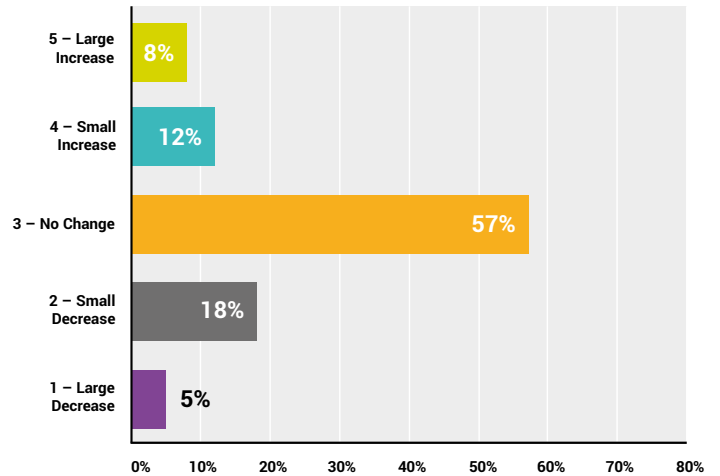
Q2 *... and what is your outlook for the next 12 months?*



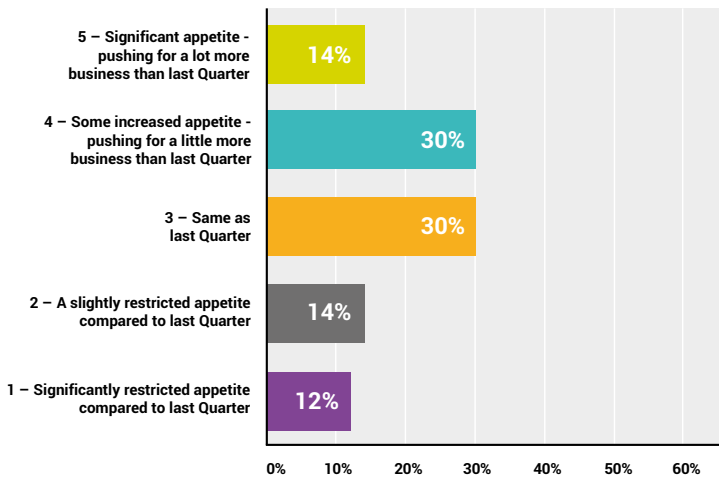
Q3 How much business has your institution written (approved and/or agreed) compared to last quarter?



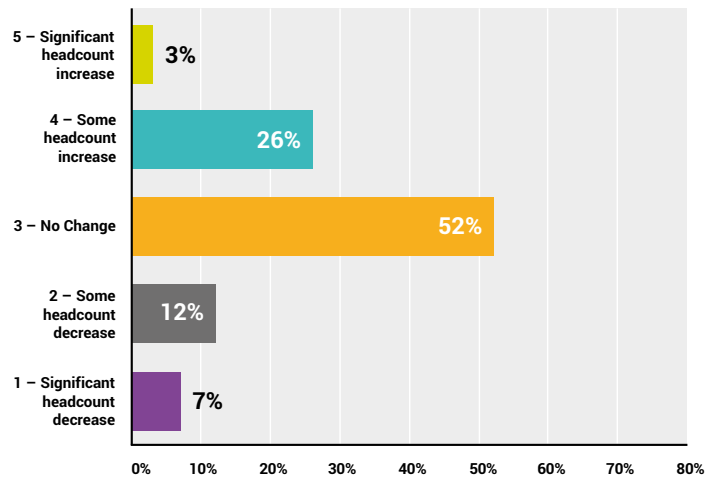
Q4 Has your department headcount changed since last quarter?



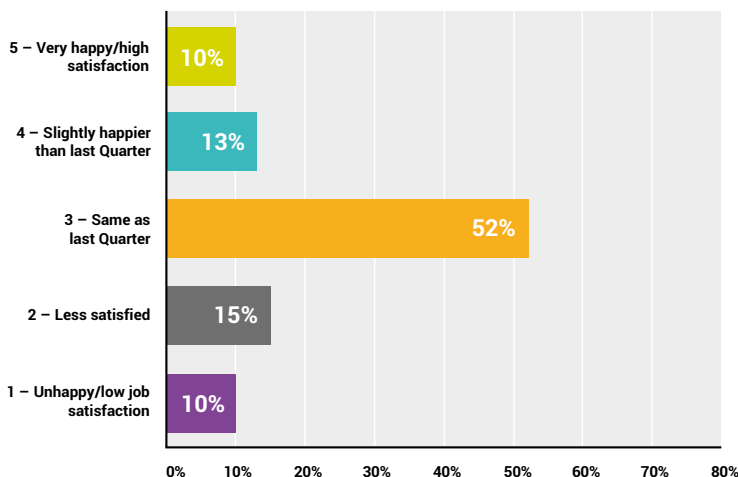
Q5 Regarding Credit Risk appetite, how 'open for business' is your institution compared to last quarter? (We refer here to the message being passed down from on high, are you being told that you want to do more or less business?)



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



Q7 What is your current level of job satisfaction?



Survey summary - You seem to be in agreement. Q1 not good, but longer term positive. That's encouraging, with 53% suggesting an upbeat 12 month outlook. Aside of this, stability seems to be the watchword, with most respondents reporting similar business activity and headcount to the last quarter. Moving forward 43% indicate that their institution has an increased credit appetite and a healthy 29% believe headcount will be increased in Q2. Interestingly job satisfaction has improved somewhat from last quarter, with 74% of people saying they are at least as satisfied than last quarter.



Hot topic: “...The deal is done. How will Brexit affect banking...”

“...The impact on financial services is yet to be revealed, things will be different. Growth will be lower but a different path is now being followed and it's time to embrace change and capitalise on new opportunities...”

“...Damage already done...”

“...No the deal isn't done - whole FS is still in woods...”

“...The loss of the passport freedom started affecting our activities immediately. We cannot market any of our services to the European clients anymore...”

“... Whether we agreed with BREXIT or not, we all now have to make it work. I am optimistic that the City will find a way to thrive...”

“... The complexity level will become similar to doing business in the US...”

“... potentially a massive reduction of UK headcounts. Likely to 80-90%...”

“...London will thrive: - Singapore on Thames taxation (financial) - Rule of law (predictable) - Multiculturalism (better results) - Western home of EM (high growth)...”

“...The industry in the City of London will need to redefine itself in the medium and long terms...”

“...Financial Services has long been the jewel in the UK crown. The government will do whatever it can to preserve this status, EU nationals will find it relatively easy to secure Banking roles and life will continue...”

“...Disgusted that so much effort was devoted to fishing, which is a tiny contributor to the economy and jobs, and hardly any moves were made to assist the financial services sector...”

“...It will make England great again...”

“...Huge changes coming and the public do not realise it yet...”

“...Brexit provides a clean slate for Banking in the UK. The Question is whether the Bankers in UK are up to the challenge or will the point their fingers at the politicians for the demise of their industry. Defining moment for Bankers in UK to choose between leading or lagging...”

“...Focus on the opportunities with the 6.5bn population in the rest of the world...”

“...Banking has been shut out of the EU. Huge failure by the government...”

“... All the major decisions have been taken in terms of client coverage and moving of roles to mainland Europe, etc. Now we start to see the real effects as clients adjust to new norms. Large corporates are prepared, SMEs will be more largely affected...”

“...As awful as Covid has been, it has softened the Brexit blow. Remote working has been thrust to the forefront which as we all know now has no borders and no red tape...”

recent market moves

November 2020

Christina Steinmueller

Vice President Distribution, Portfolio Management at Greensill

November 2020

Ryan Whitworth

Regional Sales Director, Asset Based Lending at Leumi ABL

November 2020

Hafsa Sadiq

EMEA Analyst at MUFG

November 2020

Andrew Keehner

Relationship Manager at Catalyst Property Finance

November 2020

Lorenzo Ravelli

Executive Director, Trade Finance EMEA at JP Morgan

November 2020

Guy Brocklehurst

Relationship Manager at Bank Leumi

November 2020

Janki Amin

Case Manager at Glenhawk

November 2020

Jihao Zhang

Analyst at Mizuho

November 2020

Miguel Borlido

Working Capital Advisory, Trade Origination at Santander

November 2020

Jean-Philippe Claude

Director, Corporate & Institutional Banking at Europe Arab Bank

November 2020

Caroline Barlow

Head of Commercial Credit Risk Policy & Portfolio Oversight at Metro Bank

November 2020

Jyotika Dhingra

Credit Quality Assurance Manager at MUFG

December 2020

Omar Bolton

Trade Finance Portfolio Underwriter at AIG

December 2020

Liliana Slavova

Senior Trade Finance Portfolio Underwriter at AIG

December 2020

Sandeep Chopra

Operational Risk Manager at OneSavings Bank

December 2020

Khaoula Bennour

VP, Senior Risk Manager at Citibank

December 2020

Jean-Charles Jarry

Vice President, Infrastructure Finance at Societe Generale

December 2020

Chris Shaw

Business Development Manager at Paragon Bank

December 2020

Alexander Pereira

Manager, Acquisition Finance at CIC

January 2021

Jason Southgate

Head of Operational Risk at Masthaven Bank

January 2021

Liam Hogan

UK Head of Trade Sales at Citi Commercial Bank



**recent market
moves** *continued*



January 2021

Richard Cannings

Underwriter, Development Finance
at London Wall Lending

January 2021

Abbie Ward-Corderoy

Associate Director
at Auxilium Real Estate

January 2021

Rob Cuthbertson

Associate Director,
Investment Advisory at CBRE

January 2021

Richard Ngumi

Transactor, Trade Finance
at Africa Merchant Capital

January 2021

Anisha Thawrani

Portfolio Manager
at Paragon Banking Group

January 2021

Ben Drummond

Credit Partner at ThinCats

January 2021

Sam Larking

Asset Manager at Mount Street

January 2021

Sarah Dix

Relationship Director
at Paragon Banking Group

January 2021

Nick Bennett

Chief Technology & Operations Officer
at Castle Trust Bank

January 2021

Olivia Govender

EMEA Treasury and
Trade Solutions Sales at Citi

January 2021

Alla Batistella

Director, Export Credit Agency
Financing at Lloyds Banking Group

January 2021

Sam Larking

Senior Associate at Mount Street

January 2021

Usman Fateh

Relationship Manager, Corporate &
Commercial at Santander

January 2021

Michael Mann

Business Relationship Manager
at Allica Bank

January 2021

Kelly Matthews

Business Development Manager
at Paragon Bank

January 2021

Anne-Marie Woolley

Credit Committee
at Africa Merchant Capital

January 2021

Baljit Malah

Director at Barings

January 2021

James Hogan

ABL Director at IGF

January 2021

Daniel Martin

Senior Relationship Director
at Shawbrook Bank

January 2021

Josh Thorneycroft

Director, Business Development
at Arbutnot Commercial Asset
Based Lending

January 2021

Michael Ward

ABL Sales Director at IGF



a sample of current mandates on c-jamesjobs

**Corporate Banking:
Project Management
£60,000 - £120,000 basic**

**Shipping and Asset Finance:
Finance Director
£90,000 - £110,000 basic**

**Modelling and Analysis:
Property Finance
£55,000 - £70,000 basic**

**Non-Performing Loans:
Credit Analyst
£60,000 - £75,000 basic**

**Corporate Banking:
Assistant Relationship Manager
£55,000 - £65,000 basic**

**Project Finance (Infrastructure &
Renewables):
Manager
£80,000 - £100,000 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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