

Press Release
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Damian McCarthy
CEO, London

"At Expand, we have witnessed the role of data in financial services rapidly evolve. Institutions are no longer satisfied with simply knowing what's happening—they want to understand how to act on it. For some time, clients with specific profiles have told us that our benchmarking is incredibly valuable, but that they often lack the resources, or skill sets to capitalize on the opportunities we identify. This gap presented a missed opportunity for both our clients and for Expand. As a result, we're excited to evolve our offering, moving beyond best in class factual reporting to delivering intelligent, actionable insights with the added benefit of advisory and execution services.

Our unique position comes from not only the depth and breadth of proprietary data we've collected over the past two decades but also deep practical expertise. Our work on both brokerage and market data advisory cases with major global investment banks, have proven that we don't just know the numbers—we understand what drives them, how they behave across various market conditions, and what it takes to move them. This operational understanding allows us to give clients a more strategic view of where value lies and how to unlock it.

The addition of Kevin and Chris to our 3rd party cost team is transformative. Kevin's time at HSBC where he leveraged our data-driven insights firsthand, as well as the experiences he recently gained as a CDO will be invaluable in helping our clients navigate the complexities of reducing market data costs and simplifying processes. He is also a new addition to a growing network of former clients and market practitioners joining Expand, which is a sign of our direction of travel.

Chris, with his background at Axon and TRG, is a great fit as we continue to build on the success of our integration into Calero's MDM system. This is empowering our clients to seamlessly consume our data catalogue and benchmarking insights as part of their market data inventory.

Together, Kevin and Chris represent another significant investment in our long-term future and will be instrumental in expanding our capabilities to provide high-impact solutions that directly contribute to clients' success. They will help us stay ahead of the curve, ensuring we continue to offer data driven insights, with the added benefit of a full spectrum offering. As a BCG company, we are in the unique position of being able to provide benchmarking based on industry leading data, along with advisory and execution.

We're excited to see how Chris and Kevin help to shape the future of our business and drive real value for our clients."