

A private summit for buyside Head Traders

# International TraderForum

6-8 September 2017
Hotel Arts Burcelona
Spain

# TUESDAY 5 SEPTEMBER 2017 BUYSIDE-ONLY EVENING

18.30 – 19.30 BUYSIDE WELCOME COCKTAIL RECEPTION

Blau 2 (40th Floor)

# WEDNESDAY 6 SEPTEMBER 2017 BUYSIDE-ONLY DAY

08.00 – 09.00 REGISTRATION AND BREAKFAST

Gaudí 1 & 2

09.00 – 09.15 WELCOME AND INTRODUCTION

Gaudí 3 & 4

Presented by:

Lew Knox Alex Beveridge
Executive Director Director

International TraderForum International TraderForum

United States United Kingdom

09.15 – 10.10 SET UPS AND SOLUTIONS – HOW IS THE BUYSIDE COPING WITH MIFID II?

Gaudí 3 & 4

Table workshop and Panel Discussion

These table discussions will allow delegates to share their thoughts and experiences on some of the practical changes they have implemented to ensure compliance with the new regulatory regime. What can buyside firms learn from each other?

Panelists:

William Anderson Chetan Joglekar

Head of Product – Consumption MD, Head of Global Equity Trading

DealogicTIAA InvestmentsUnited StatesUnited States

Neil ScarthEugene SeoPrincipalHead of ExecutionFrost ConsultingFindlay Park Partners LLP

United Kingdom United Kingdom

#### 10.10 – 10.50 PRACTICAL APPROACHES TO USING SYSTEMATIC INTERNALISERS

Gaudí 3 & 4

An overview of how leading buyside firms are approaching the use of systematic internalises. From compliance to systems and technology, what are some of the key lessons learned?

Panelists:

Neil Bond Morten Bo Prince

Head TraderProject Manager InvestmentsArdevora Asset Management LLPNordea Asset Management

United Kingdom Denmark

Christoph Hock Petter Hauger-Johannessen
Head of Multi-Asset Trading Senior Equity Trader

Union Investment Norges Bank Investment Management

Germany Norway

# 10.50 – 11.20 COFFEE BREAK

Salo Gaudí 3 & 4 Foyer

## 11.20 – 12.00 DISCUSSION BREAKOUTS

Saló Clavé, Saló Albéniz, Saló Picasso, Saló Granados

Delegates will choose one of the four topics below to discuss in further detail in breakout sessions.

## I. TRADING OPTIONS AND OTHER DERIVATIVES

Saló Clavé

Moderated by: Rosanna Bruni Senior Director, Trading PSP Investments

Canada

# II. INTERNAL CROSSING

Saló Albéniz

Issues covered in this session will include:

- Crossing trades between funds, at fund cash flow level?
- Between Funds?
- At Fund Cash Flow Level (inflows/outflows)?
- At stock level? Benchmark? Timing?
- Processed internally (price verification, publication, and settlement)?
- Processed externally (identification, data retention, costs)?
- Any MiFID roadblocks?

Moderated by:

Martin Ekers

Head of Dealing

# Northern Trust Asset Management

**United Kingdom** 

#### III: RESEARCH PAYMENTS AND MANAGEMENT

Saló Picasso

Co-moderated by:

Neil Scarth William Anderson

Principal Head of Product – Consumption

Frost Consulting
United Kingdom

Dealogic
United States

#### IV: VERTICAL VERSUS HORIZONTAL APPROACHES TO MULTI ASSET DESKS

Saló Granados

*Moderated by:* Fabien Orève

Global Head of Trading

Candriam Investors Group

Belgium

#### 12.00 - 13.10 LUNCHEON

Gaudí 1 & 2

#### 13.10 – 14.05 PLATO: ALTERNATIVE PERSPECTIVES ON THE EUROPEAN MARKET STRUCTURE DEBATE

Gaudí 3 & 4

#### <u>Presentation and Panel Discussion</u>

The Plato Partnership commissions academic research on market structure through MI3. In this session, Carole Comerton-Forde will discuss her paper, "Shedding Light on Dark Trading in Europe," followed by a panel discussion European equity market structure research topics by Plato board members and academics who have conducted research under the auspices of MI3.

Dr. Andrei Kirilenko

Panelists:

Professor Carole Comerton-Forde

Professor of Finance Director of the Centre for Global Finance and Technology

University of Melbourne Imperial College Business School

Australia United Kingdom

Yazid Sharaiha Michael Bellaro

Global Head of Investment Strategies Global Head of Equity and Listed Derivatives

Norges Bank Investment Management Deutsche Asset Management

United Kingdom Germany

# 14.05 – 14.25 UPDATE ON FIX INITIATIVES

Gaudí 3 & 4

<u>Presentation</u>

The latest news on the FIX initiative, and what the buyside can expect in the coming year.

Presented by: Huw Gronow

Head of Trading Desk

**Newton Investment Management** 

**United Kingdom** 

#### 14.25 – 15.05 MY BIGGEST PROBLEM AND WHAT I AM DOING ABOUT IT

Saló Granados, Saló Clavé, Saló Albéniz, Saló Picasso

<u>Breakouts</u>

#### I: FIRMS WITH AUM ≤\$20BN

Saló Granados

*Moderated by:* Neil Bond *Head Trader* 

**Ardevora Asset Management LLP** 

United Kingdom

## II: FIRMS WITH AUM >\$20BN AND <\$100BN

Saló Clavé

Moderated by:

Kevin Keagan

V.P., Head of Equity Trading

## **Mackenzie Investments**

Canada

## III: FIRMS WITH AUM ≥\$100BN AND <\$250BN

Saló Albéniz

Moderated by:

Richard Wan

Director and Head Trader, Public Equities

## Alberta Investment Management Corporation (AIMCo)

Canada

## IV: FIRMS WITH AUM ≥\$250BN

Saló Picasso

Moderated by:

Simon Steward

Head of Equity Trading

# **Capital Group Companies**

**United Kingdom** 

## 15.05 – 15.30 COFFEE BREAK

Salo Gaudí 3 & 4 Foyer

# 15.30 – 16.00 TRENDS IN EUROPEAN EQUITY COMMISSIONS: 2015–2016

Gaudí 3 & 4

#### Presentation and Q&A

Presented by:

William Llamas

Associate Director, Relationship Manager

#### **Greenwich Associates**

**United States** 

#### 16.00 – 16.40 IDEA LAB: APPLYING NEW TECHNOLOGIES TO THE INVESTMENT PROCESS

Gaudí 3 & 4

#### Presentation and Q&A

In this session we'll hear from developers of cutting edge trading and investment tools that extend and augment the human investor's intelligence. Two firms will present for 15 minutes each, followed by Q&A.

# SESSION I: ESSENTIA ANALYTICS - UNDERSTANDING HOW PMs GENERATE ORDERS

Presented by:

Clare Flynn Levy

Founder & CEO

## **Essentia Analytics**

United Kingdom

#### **SESSION II: ZANBATO: A TRADING SYSTEM FOR PRIVATE SECURITIES**

Presented by:

Christopher Fenichell

Head of Europe and Board Member

Zanbato Inc.

**United Kingdom** 

#### 16.40 – 17.35 DISRUPTIVE TECHNOLOGIES AND DIGITAL DESTINIES

Gaudí 3 & 4

Presentation and Q&A

Technology begets ever more capable technology, and sectors are revolutionized, with some overtaken and pushed aside by the new. The most difficult aspect of this chaotic future is anticipating and preparing for change whilst coping with the present. It is therefore essential for organisations to establish a 'tech radar' to complement their knowledge of markets and competition. "We have big data, but we need big understanding."

Presented by:

Dr. Peter Cochrane OB

#### 17.35 – 18.15 Q&A WITH KAY SWINBURNE

Gaudí 3 & 4

#### Interview with Q&A

In an interactive conversation, MEP Kay Swinburne will give her views on MiFID II, Brexit and the securities and investments industry and the outlook for the business amid both political change in Europe and rapid competitive evolution of the asset management industry.

Interviewer:

Ari Burstein

President

**Jory Global Consulting** 

**United States** 

Speaker:

**Kay Swinburne, MEP**United Kingdom

#### 18.15 – 18.35 FREE TIME

#### 18.35 – 18.45 ASSEMBLE IN LOBBY FOR COACHES TO DINNER VENUE

Lobby of the Hotel Arts

## 19.00 – 22.00 JOINT BUYSIDE AND SELLSIDE COCKTAILS & DINNER AT CASTELL DE SANT MARÇAL

#### Dinner sponsored by Euronext

This beautiful castle dates all the way back to the 11th century and is surrounded by a beautiful and romantic park, as well as a Polo field. After several modifications, the last one being made by Cayetano Buígas, known for its monument to Christopher Columbus in Barcelona, the castle preserves its 13th century ground surface, almost square. In the last years, a lot of work has been done to restore and revalue the building and its surroundings, emphasizing the contributions of its long history. Upon arrival at the castle, you will enjoy a cocktail hour, with open-bar and passed hors d'oeuvres in the magnificent garden.

Castell de Sant Marçal 08290 Cerdanyola del Vallès Tel. (+34) 932 805 936

# THURSDAY 7 SEPTEMBER 2017 JOINT BUYSIDE AND SELLSIDE DAY

#### 08.00 - 09.00 REGISTRATION, MAIN BREAKFAST AND EXHIBITS

Foyer, Gaudí 1 & 2

Sponsors: please re-register Thursday morning if you attended Wednesday's dinner to receive a new badge and confirm meals for the rest of the conference.

# 08.00 - 09.00 ADVISORY BOARD BREAKFAST (This interactive discussion is by invitation only)

Pau Casals 1

# 09.10 – 09.30 WELCOME AND INTRODUCTION

Gaudí 3 & 4

Presented by:

Lew Knox Alex Beveridge Executive Director Director

#### **International TraderForum**

**United States** 

#### International TraderForum

**United Kingdom** 

#### 09.30 – 10.20 MANAGING LIQUIDITY THROUGH THE EVOLVING MARKET STRUCTURE

Gaudí 3 & 4

# Table Workshops and Panel Discussion

Delegates will have 10 minutes to discuss the above topic in small groups. Groups will then be expected to contribute questions and comments for the panel to discuss.

This session will examine how, MiFID II will change buyside decision making. How can the market participants work together to improve market liquidity under the new regime? What are the key challenges faced by both the buyside and sellside, and, and can both sides be incentivised to work in each other's interests?

Panelists:

Simon Steward

Head of Equity Trading

Capital Group Companies

United Kingdom

Mark Pumfrey

Head of Liquidnet, EMEA

**Liquidnet** United Kingdom

**Richard Semark** 

Managing Director, Equities Execution Client Relationship Management &

President of UBS MTF

**UBS** 

United Kingdom

Steve Grob

Director of Group Strategy

Fidessa

**United Kingdom** 

**Matthew Cousens** 

Co-Head of AES European Sales

**Credit Suisse**United Kingdom

Richard Parsons

Chief Executive Officer

Instinet Europe Limited

**United Kingdom** 

#### 10.20 – 10.50 COFFEE BREAK AND EXHIBITS

Gaudí 1 & 2

# 10.50 – 11.35 THE FUTURE ROLE OF SYSTEMATIC INTERNALISERS UNDER MIFID II

Gaudí 3 & 4

## Table Workshops and Panel Discussion

Delegates will have 10 minutes to discuss the above topic in small groups. Groups will then be expected to contribute questions and comments for the panel to discuss.

The role of systematic internalisers has become a key issue under MiFID II. This sessions will explore the potential form SIs will take from both the buyside and sellside perspectives. The discussions will take in views from broker and market maker SIs.

Panelists:

Rob Boardman

Managing Director, CEO, EMEA

ITG

United Kingdom

Jeremy Bruce

Managing Director, Prime Services

Société Générale United Kingdom

Christoph Hock

Head of Multi-Asset Trading

**Union Investment** 

Germany

**Ralston Roberts** 

Managing Director, Co-Head of Execution Services for EMEA and Co-Head of Goldman Sachs Electronic Trading in EMEA

**Goldman Sachs International** 

**United Kingdom** 

Simon Dove

Head, Liquidity Management

Tower Research Capital Europe Ltd

**United Kingdom** 

#### 11.35 – 12.35 SPLIT STREAM DISCUSSION GROUPS

## STREAM A: BEST EXECUTION: PERFORMANCE MONITORING FOR LARGE ORDERS IN A MIFID II WORLD

(open to buyside only)

Pau Casals 1

For best execution, MIFID II requires investment firms to set up of process that tracks and monitors the trading performance. We propose a streamlined and systematic way to do that for large algorithmic orders. We present a list of tools that track the trading performance and detect major deviations, detect a list of outlier orders and complement them with additional data that help with the decision process and review these orders with detailed trade reports. The goal of the exercise is to create a virtuous feedback loop feeding into the trading logic or start a discussion with the broker, depending on the user's type of activity.

Presented by:
Khalil Dayri
EMEA Quantitative Researcher
Bloomberg Tradebook
United Kingdom

#### STREAM B: EVOLUTION OF ETF LIQUIDITY (open to buy and sellside)

Pau Casals 2

This session will discuss fragmentation of liquidity and comparison of venues; growth of RFQ platform trading; increasing role of ELPs in providing liquidity; MiFID II and how it will impact the ETF trading/liquidity landscape.

Presented by: Slawomir Rzeszotko European ETF Sales & Trading Jane Street United Kingdom

# STREAM C: EMERGING MARKETS AND MIFID II: ARE YOU READY? (open to buy and sellside)

Gaudí 3 & 4

MiFID II has dominated TraderForum conversations in Europe for the past couple of years. In emerging markets, we have left MiFID II issues by the wayside. But that is no longer possible. If you are US-based and you trade in South Africa via London, the truth is that MiFID II is in scope. And if you are based in the UK and you trade in Egypt and you are delayed by the unblocking of shares, guess what—you have a MiFID 'best execution problem' as volume trades around you. And if that isn't enough—imagine the nexus of MiFID II, synthetic securities, QFI applications, and the newest country added to the MSCI EM watchlist: Saudi Arabia. This 30-40 minute interactive discussion will look at all kinds of scenarios across the EM universe—including FX transactions—that impact the buyside and the sellside at the time of execution and present all kinds of pitfalls for EMEA emerging markets in the year ahead.

Presented by:
Michael Fidance
Head of Sales/Trading for CEEMEA Equities, Global Markets
HSBC
United Kingdom

#### **12.35 – 13.35 LUNCH AND EXHIBITS**

Gaudí 1 & 2

# 13.35 – 14.20 JUSTIFYING BROKER SELECTION

Gaudí 3 & 4

#### Table Workshops & Panel Discussion

Delegates will have 10 minutes to discuss the above topic in small groups. Groups will then be expected to contribute questions and comments for the panel to discuss.

Best execution and quantitative basis for broker selection – what kind of data is the buyside getting to use for this? How are buyside desks automating the routing of orders?

Panelists:

Neal Naidoo
Head of Electronic Execution &
Analytics for EMEA
Deutsche Bank

Sarah Heffron Managing Director J.P. Morgan United Kingdom **United Kingdom** 

Rupert Fennelly Tom Doris
Managing Director, Co-Head of MSET EMEA CEO

Morgan Stanley OTAS Technologies - a Liquidnet company

United Kingdom United Kingdom

Ian Mawdsley

Head of ETI Trading EMEA

Thomson Reuters United Kingdom

#### 14.20 - 15.50 SPLIT STREAMS (SESSION I)

The buyside audience will be split in half and members will have session and room assignments on the back of their badges. The first group will participate in Stream A, while the second group participates in Stream B. After the coffee break, the groups will swap so that everyone has had a chance to see each presentation. Please check the back of your badge for your assignments.

#### STREAM A: TRADING ROUND ROBIN (open to buyside and participating sponsors below only)

Saló Miró, Saló Albéniz, Saló Picasso, Pau Casals 1, Pau Casals 2

Five sellside firms will address different topics related to trading in Europe. The five speakers will visit each room for 15 minutes in turn, making a brief presentation and leading a discussion among the delegates. Delegates remain at their tables and speakers move from room to room. The only sellside participants allowed in this session are the speakers below and their firms' remaining representatives on site.

#### **!:** AN OPEN DISCUSSION WITH VIRTU

Presented by:

Stephen Cavoli Michael Seigne

Senior Vice President, Global Execution Services Co-Head European Electronic Execution Services

Virtu FinancialVirtu FinancialUnited StatesUnited Kingdom

Christiaan Scholtes Head of EMEA Markets Virtu Financial

Ireland

# II: ACCESSING LIQUIDITY, EXECUTION PRICING, ROLE OF CRB/SIS

Presented by:

Natan Tiefenbrun Nick Egerton

Managing Director, Head of EMEA Equities Managing Director, Head of EMEA Equities Sales Trading

Execution Services Bank of America Merrill Lynch

Bank of America Merrill Lynch United Kingdom

**United Kingdom** 

**Gerry Dunning** 

Managing Director, Head of EMEA CRB, ETF &

Risk Portfolio Trading

**Bank of America Merrill Lynch** 

**United Kingdom** 

# **III**: RETHINKING LIQUIDITY AND EXECUTION POST MIFID II

Presented by:

Eric Krueger Nej D'jelal

Managing Director, Head of Equity Cash Managing Director, Head of Electronic Equities Product, EMEA

Execution Sales, EMEA Barclays
Barclays United Kingdom

**United Kingdom** 

David Tait

Managing Director, Head of Cash Trading, EMEA

**Barclays** United Kingdom

## **IV: DISHING UP OUR MIFID II SOLUTIONS**

Presented by:

Jerry Avenell Alex Dalley Co-Head of Sales Co-Head of Sales

Bats Europe, a CBOE Company Bats Europe, a CBOE Company

**United Kingdom United Kingdom** 

## V: BRIDGING THE GAP BETWEEN HIGH TOUCH AND LOW TOUCH TRADING IN EQUITIES AND ETFS

Presented by:

Simon Gallagher Isabell Moessler

Head of Cash Equities ETF Sales & Business Development Manager

**Euronext Euronext** France **United Kingdom** 

# STREAM B: SHORT PRESENTATIONS AND TABLE WORKSHOPS (open to buy and sellside)

Gaudí 3 & 4

## 14.20 - 15.05: SESSION I: MATCH FIT AND READY FOR MIFID II

Presented by:

James Harris Mani Singh

Managing Director, Head of Low Touch Managing Director, Global Head of Platform Sales Citi

Execution and Platform Sales EMEA

**United States** 

**United Kingdom** 

James Baugh

Head of European Market Structure

Citi

**United Kingdom** 

## 15.05 - 15.50: SESSION II: ALGO WHEELS: EMPOWERMENT OR ABDICATION?

Presented by: Ben Springett

European Head of Electronic and Program Trading

**Jefferies United Kingdom** 

#### 15.50 - 16.20 **COFFEE BREAK AND EXHIBITS**

Gaudí 1 & 2

#### 16.20 - 17.50 **SPLIT STREAMS (SESSION II)**

# STREAM A: SHORT PRESENTATIONS AND TABLE WORKSHOPS (open to buy and sellside)

Gaudí 3 & 4

## 16.20 - 17.05: SESSION I: ALGO WHEELS: EMPOWERMENT OR ABDICATION?

Presented by: Ben Springett

European Head of Electronic and Program Trading

**Jefferies** 

United Kingdom

17.05 – 17.50: SESSION II: MATCH FIT AND READY FOR MIFID II

Presented by:

James Harris

Managing Director, Head of Low Touch

Execution and Platform Sales EMEA

Citi

**United Kingdom** 

James Baugh

Head of European Market Structure

Citi

**United Kingdom** 

Mani Singh

Managing Director, Global Head of Platform Sales

Citi

**United States** 

# STREAM B: TRADING ROUND ROBIN (open to buyside and participating sponsors below only)

Saló Miró, Saló Albéniz, Saló Picasso, Pau Casals 1, Pau Casals 2

## **I: AN OPEN DISCUSSION WITH VIRTU**

Presented by:

Stephen Cavoli Michael Seigne

Senior Vice President, Global Execution Services Co-Head European Electronic Execution Services

Virtu FinancialVirtu FinancialUnited StatesUnited Kingdom

Christiaan Scholtes Head of EMEA Markets Virtu Financial

Ireland

#### II: ACCESSING LIQUIDITY, EXECUTION PRICING, ROLE OF CRB/SIS

Presented by:

Natan Tiefenbrun

 ${\it Managing\ Director,\ Head\ of\ EMEA\ Equities}$ 

Execution Services

**Bank of America Merrill Lynch** 

**United Kingdom** 

**Gerry Dunning** 

Managing Director, Head of EMEA CRB, ETF &

Risk Portfolio Trading

**Bank of America Merrill Lynch** 

**United Kingdom** 

Nick Egerton

Managing Director, Head of EMEA Equities Sales Trading

**Bank of America Merrill Lynch** 

United Kingdom

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Presented by:

Eric Krueger Nej D'jelal

Managing Director, Head of Equity Cash

Managing Director, Head of Electronic Equities Product, EMEA

Execution Sales, EMEA Barclays
Barclays United Kingdom

United Kingdom

David Tait

Managing Director, Head of Cash Trading, EMEA

Barclays United Kingdom

# IV: DISHING UP OUR MIFID II SOLUTIONS

Presented by:

Jerry Avenell Alex Dalley
Co-Head of Sales Co-Head of Sales

Bats Europe, a CBOE Company

Bats Europe, a CBOE Company

United Kingdom United Kingdom

# V: BRIDGING THE GAP BETWEEN HIGH TOUCH AND LOW TOUCH TRADING IN EQUITIES AND ETFS

Presented by: Simon Gallagher

Head of Cash Equities

Isabell Moessler

ETF Sales & Business Development Manager

**Euronext** France

**Euronext** United Kingdom

#### 17.50 – 18.30 TIME AT LEISURE

#### 18.30 ASSEMBLE IN LOBBY FOR DINNER

Lobby of the Hotel Arts

#### 19.15 COCKTAILS AND DINNER AT OPIUM BARCELONA

Dinner sponsored by Bats Europe, a CBOE Company

Opium Barcelona is the essential venue of the Passeig Marítim, a place to see and to be seen every night. It is placed on an incomparable location with views to the Mediterranean Sea and the Barceloneta beach, next to Hotel Arts. Opium merges the benefits of a very select restaurant, cocktail bar and lounge, with a club where best international DJ's and artists have left their mark. A chic and very carefully designed environment, with unique style and decoration.

Opium Barcelona Passeig Marítim, 34 08003 Barcelona, Spain Tel. (+34) 932 25 91 00

# FRIDAY 8 SEPTEMBER 2017 JOINT BUYSIDE AND SELLSIDE DAY

# 08.00 - 08.40 MAIN BREAKFAST AND EXHIBITS

Gaudí 1 & 2

#### 08.00 - 08.40 BREAKFAST SESSION: BLOCK TRADING PERSPECTIVES: A US BUYSIDE-TO-BUYSIDE EXPERIENCE

Room Fortuny

# Breakout presentation and discussion

This session will focus on the state of block trading, how the block market has been evolving, and where it is going in the future.

Presented by: Tony Camlin

Senior Sales & Relationship Manager Luminex Trading & Analytics LLC

**United States** 

# 08.40 - 08.50 OPENING REMARKS

Gaudí 3 & 4

Presented by:

Lew Knox Alex Beveridge
Executive Director Director

International TraderForum International TraderForum

United States United Kingdom

# 08.50 – 09.30 THE RISE OF ELECTRONIC BLOCK TRADING

Gaudí 3 & 4

Table Workshops & Panel Discussion

Delegates will have 10 minutes to discuss the above topic in small groups. Groups will then be expected to contribute questions and comments for the panel to discuss.

The industry has seen a steady growth in the use of electronic block trading, and this session will explore the likely path this continued growth will take. Will MiFID II's regulation of dark trading impact the demand for trading larger blocks?

Panelists:

Mark Hemsley Scott Bradley

President, Europe Head of Sales and Marketing
CBOE Holdings London Stock Exchange Group

United Kingdom United Kingdom

## 09.30 – 10.30 PRACTICAL DEVELOPMENTS IN THE USE OF ETFs FOR TRADERS

Gaudí 3 & 4

#### Table Workshop & Panel Discussion

This session will focus on some of the practical ways in which buyside desks can use the ETF toolkit. Are there significant trends in the use of ETFs and what is the actual state of liquidity in the market?

Moderated by: Robert Gouley

Trader

**OMERS Capital Markets** 

Canada

Presented by:

Adriano Pace Patrick Mattar

Managing Director, Head of European ETFs Managing Director, Head of EMEA Broker Dealer Sales

and Equity DerivativesiShares by BlackRockTradewebUnited Kingdom

**United Kingdom** 

# 10.30 – 11.00 COFFEE BREAK AND EXHIBITS

Gaudí 1 & 2

# 11.00 – 11.45 THE VALUE OF HIGH-TOUCH SALES/TRADING UNDER MIFID II

Gaudí 3 & 4

# Table Workshops & Panel Discussion

Delegates will have 10 minutes to discuss the above topic in small groups. Groups will then be expected to contribute questions and comments for the panel to discuss.

MiFID II puts the onus on buyside traders to make sure they are getting best execution when selecting brokers and trading strategies. In that environment, and with tight restrictions on the use of dark pools, will buyside desks increase or decrease their use of high-touch block trading services, and why? How do buyside traders evaluate the quality of a high-touch trader?

Panelists:

Gary Cunningham Simon Pearce
CEO Senior Sales Trader

JonesTrading International Limited JonesTrading International Limited

United Kingdom United Kingdom

# 11.45 – 12.30 THE TRUE COLOUR OF THE DARK

Gaudí 3 & 4

### Panel discussion

What does the future hold for dark liquidity? How can the buyside make best use of new auction facilities? When does it make sense to trade using blocks? What is best practice for workflow and managing fragmentation?

Panelists:

Dr. Robert Barnes
Chief Executive Officer

Turquoise

**United Kingdom** 

#### 12.30 – 13.15 RE-ENGINEERING BEST EXECUTION AHEAD OF MIFID II

Gaudí 3 & 4

#### Presentation

Rebecca Healey, Liquidnet's EMEA Head of Market Structure and Strategy IN EMEA, and one of Europe's leading industry voices on market structure and co-chair of FIX Trading Community's EMEA Regulatory Subcommittee, joined Liquidnet in July 2016 to use her 18 years' experience to collaborate and deliver research and insights for both the European equities and fixed income markets. The latest research report that Rebecca has completed covers the topic of 'Re-Engineering Best Execution' ahead of MiFID II. Rebecca spoke to over 50 heads of trading at global asset management firms in April and May 2017 to understand how firms are taking Best Execution from an ad-hoc generic policy to a MIFID II compliant operational process. Just 6% of respondents believed their best execution policies and procedures were currently sufficient to meet the higher regulatory standard of MiFID II. The challenge for firms is how to improve policies and processes, without creating a regulatory straightjacket that prevents order execution.

Presented by:
Rebecca Healey
Head of EMEA Market Structure and Strategy
Liquidnet
United Kingdom

13.15 – 13.20 CONCLUDING REMARKS

Gaudí 3 & 4

13.20 - 14.20 LUNCHEON

Gaudí 1 & 2

14.20 END OF INTERNATIONAL TRADERFORUM 2017

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