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# TradeTech

14-15 April 2015  
CNIT La Defense, Paris, France

## The meeting place for leaders in European equity trading



### KEYNOTE SPEAKER

Christophe Roupie,  
*Global Head, Trading and Securities Financing,*  
**AXA Investment Managers**

### Leading Global Asset Managers contributing include:



Melissa Tuttle,  
*Global Head, Equity  
Trading,*  
**PIMCO**



Mike Bellaro,  
*Global Head,  
Equity Trading,*  
**Deutsche  
Bank AM**



Frédéric Romand,  
*Global Head, Trading,*  
**Generali Asset  
Management**



Christoph B. Mast,  
*Managing Director,  
Global Head of Trading,*  
**Allianz Global  
Investors**



Dales Brooksbank,  
*MD, Head,  
Trading EMEA,*  
**State Street Global  
Advisors**



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demands



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routed and why



### Source liquidity

Improve knowledge and  
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### Integrate cost effective trading processes

Streamline trading processes



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# Speakers



Learn from 60+ Market Experts Including:

## TOP RANKING GLOBAL ASSET MANAGERS

-  Christophe Roupie, Global Head, Trading and Securities Financing, **AXA Investment Managers**
-  Felix Mason, Managing Director, **Blackrock**
-  Joy Yang, Head, Trading, **Vanguard**
-  Dales Brooksbank, MD, Head, Trading EMEA, **State Street Global Advisors**
-  Melissa Tuttle, Global Head, Equity Trading, **PIMCO**
-  Frédéric Romand, Global Head, Trading, **Generali Asset Management**
-  Christoph B. Mast, Managing Director, Global Head of Trading, **Allianz Global Investors**
-  Gilbert Keskin, Co-Head & Volatility & Convertible Bonds, **Amundi**
-  Mike Bellaro, Global Head, Equity Trading, **Deutsche Bank AM**
-  Simon Steward, Head, European Equity Trading, **Capital Group**
-  Martin Henning, Head, Trading, **BNY Mellon**
-  Frederic Surry, Head of Equities and Convertibles, **BNP Paribas Investment Partners**
-  Lee Sanders, Head, FX and FI Dealing, **AXA Investment Managers**
-  Matthew Howell, Head Trader, **T. Rowe Price**
-  David Miller, Head, EMEA Trading, **Invesco Perpetual**

## GUEST SPEAKERS

-  Sir Jonathan Evans, ex-Director-General, **MI5**
-  David Bailey, Director, Financial Market Infrastructure, **Bank of England**

## TOP TIER BANKS AND BROKERS

-  Michael Seigne, Managing Director, **Goldman Sachs**
-  Richard Semark, Managing Director, Head of European Client Trading and Execution, **UBS** and CEO, **UBS MTF**
-  Antoine Bisson, Head, Execution, **Exane BNP Paribas**
-  Fabrice Theveneau, Head of Equity and Credit Research, **Société Générale**
-  Damien Vanderwilt, Managing Director, **Goldman Sachs**
-  Christopher Marsh, Head, AES Europe, **Credit Suisse**
-  Brian Pomraning, Head, Electronic Client Solutions, **JP Morgan**
-  Adam Toms, CEO, **Instinet Europe**
-  Phil Allison, CEO, **KCG Europe**
-  Rob Boardman, MD, CEO, **ITG Europe**

## REGULATORY EXPERTS

-  Markus Ferber, Member, **European Parliament**
-  Konstantinos Botopoulos, Chairman, **MISC Committee**, member of the Management Board, **ESMA**
-  Fabio Braga, Senior Associate, Trading Venues Policy, **Financial Conduct Authority**

## ASSET MANAGER AND HEDGE FUNDS

-  Eirik T. Hauge, Head of Trading, **DNB Wealth Management**
-  Frank Loughlin, Global Co-Head, Equity Trading, **Alliance Bernstein**
-  Milos Vukovic, Vice President, Investment Policy, **RBC Asset Management**

-  Gianluca Minieri, Executive Vice President, Global Head of Trading, **Pioneer Investments Management**
-  Jürgen Verschaev, Chief Investment Officer and Managing Director, **KBC Asset Management**
-  Huw Gronow, Director, Equity Trading, **Principal Global**
-  Julien Kockelkoren, Head, Execution, **Capital Fund Management**
-  Tim McCarthy, Co-CIO, Head, International Investment Management, **VTB CIM**
-  Christoph Hock, Head, Trading, **Union Investment Institutional**
-  Neil Bond, Head Trader, **Ardevora Asset Management**
-  Gero Breuer, Head of Trading Order Execution Desk, **Bayern Invest**
-  Claus Mose, Head, FX & Equities, **Sparinvest**
-  Nicolas Gaussel, CIO, **Lyxor Asset Management**
-  Jamie Mead, Partner, **Tyrus Capital**
-  Dr Ayo Salami, Chief Investment Officer, Duet Africa, **Duet Group**
-  Ercan Güner, General Manager, **Fokus Asset Management**
-  Victor Lebreton, Managing Director, **Quant Hedge**
-  Josh Levy, Managing Director, **Tactical Asset Management**
-  Giovanni Beliossi, Managing Director, **FGS Capital**
-  Alexander Kuppler, Head, Trading, **Arabesque Asset Management**
-  Philip Bille, Head, Trading, **Petercam**

Register Now!



# Advisory Board



## An Agenda Designed for the Industry by the Industry

Dear colleagues,

With the European equity market beset with regulatory changes, 2015 is the year where the market must ensure smarter trading and cost efficient practices. Liquidity sourcing is still the major cause of concern, so having smart trading strategies and efficient analytical platforms is essential to generate alpha, and for ensuring you provide the necessary level of service to your clients.

### Why Attend TradeTech Europe?

1. **13 of the top 20 Global Asset Managers** share how they are optimising and innovating to stay ahead
2. **500 senior buy side traders** to network and benchmark against and find solutions to your trading challenges
3. **30+ hours of discussions and debates** providing you with the practical tools you need to optimise your trading desk
4. **40+ buy side speakers** from global asset managers to specialist organisations give you a thorough market perspective on overcoming key buy side challenges
5. **10+ hours of networking** spread across interactive sessions: All star panels, interactive roundtable cafés, private meetings and receptions ensure you develop and nurture new business contacts
6. **3 concurrent streams** devoted to the most pressing developments in equity trading: From cutting-edge technology innovations to new trading opportunities in key European and emerging markets
7. **3 expert interviews** provide stimulating sessions on the future of IEX's platform, how ITG and State Street Global Advisors have improved trading practices, and how T.Rowe Price are leveraging technology innovation to drive smarter trading processes.
8. **2 interactive boardrooms** offering you in-depth training on specific aspects of multi-asset trading and execution in the German and Nordic markets
9. **1 Global Head Trader Think Tank** provides an exclusive invite-only boardroom for Buy Side Global Heads to discuss strategic challenges and solutions, Chatham house
10. **1 event** brings together all European equity trading participants to have those important discussions to help improve the market

With the help of the advisory board, the agenda we bring to you for 2015 will help you find solutions to the toughest trading challenges and offer valuable insight on how to prepare for future opportunities.

Yours sincerely,

Susie Benaim  
Conference Director  
TradeTech Europe



Mike Bellaro,  
Global Head of Equity Trading,



Simon Steward,  
Head, European Equity Trading,



David Miller,  
Head, EMEA Trading,



Huw Gronow,  
Director, Equity Trading,



Richard Balarkas,  
Managing Director,



Brian Murray,  
Head, Global Equity Trading,



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# Key Benefits

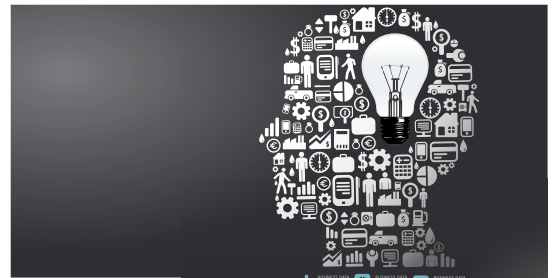


## Why Attending TradeTech Europe 2015 Delivers A Valuable ROI



### CUTTING-EDGE CONTENT TO ADDRESS YOUR TOP CHALLENGES

- » Discover winning strategies to ensure your trading execution caters for the new regulatory demands and client requirements of 2015
- » Prepare for increased market competition by integrating effective processes to ensure smarter trading
- » Capitalise on a better understanding of key European and emerging markets and new trading opportunities: Learn more about Sub-Saharan Africa, Russia, Turkey, Germany and the Nordics
- » Implement new technology innovations that can assist in smarter trading, more control and improved market connectivity
- » Benchmark against 40+ speakers from leading European and Global Asset Managers helping you to generate new ideas and find key solutions to your challenges
- » Evaluate how to overcome increasing liquidity challenges with the execution of blocks. Gain practical insight from key buy and sell side players
- » Maximise trading capabilities by applying equity trading strategies to create a multi-asset trading desk



### UN-MATCHED NETWORKING TO ENSURE YOU MEET THE RIGHT PEOPLE



- » Brainstorm some of the most pressing issues challenging your organisation in our buy side only interactive sessions
- » Interactive speed networking: Meet the greatest number of people in the shortest amount of time and walk away with valuable business contacts
- » Roundtable cafes: Profiled delegates ensure you meet with like minded post trade peers to solve the same challenges together
- » Create a personal connection in a social context over multiple breakfast, coffee and lunch breaks as well as informal drinks
- » 10 hours of structured networking breaks ensuring you meet all the key players who are impacting and changing the way you do business
- » Invite-only think tank exclusively for Global and European heads of trading from leading European and Global buy side firms to discuss high-level strategic challenges facing the industry



## Innovative Formats that Deliver a Captivating, Interactive Experience



### The Creative Boardroom

Where great minds meet

**A more rigorous, creative and interactive approach to tackling the critical challenges you all face today.**

Collaborate with 11 of your peers to determine a new 3-step action plan to take back to the office and test. Share your recent experiences, challenge each other on points of disagreement and ultimately find a way forward that leverages the innovation, know-how and insights from the collective brain power in the boardroom.



### All Star Panel

Re-think your leadership toolkit

**Panellists from leading companies will put forward their thoughts on strategies,** different models, different mind sets and different experiences on the same subject. The all star chair will provide 3 key takeaways or action points at the end of the session for you to take on the challenges addressed.



### Fire Side Chat

Investigate original answers

**Industry experts will be questioned by the interviewer to reveal brand-new information** and address difficult questions, and provide detailed information about a specific project they have been involved in. Walk away with a fresh mind-set, real answers and actionable takeaways to take back to the office!



### Drill-Down Roundtable Cafés

Delve deep to source solutions

**These informal subject-specific roundtables give you a unique opportunity to drill down** into the details of an issue that is really important to you by probing the knowledge and expertise of industry market leaders. Each roundtable is limited to 10 people for maximum interaction and is designed for you to meet like-minded peers and source practical solutions collaboratively. An exceptional way to genuinely get to grips with your key challenges.



### Buy-Side Leader Think Tank

Turn theory into practice

**An exclusive invite-only session for Global and European heads of trading from leading asset managers.** This closed session provides the opportunity for like-minded professionals to discuss the most pressing market issues, with topics decided at the time of the conference to remain timely. Limited to 15 professionals, this Chatham house session allows pioneering discussions and innovation to take place and notes will be written up and distributed for those attending. Followed by an invite-only cocktail reception to network with those in a less formal environment.



**Register Now!**



## Main Conference day 1 - 14 April 2015

08.00 Continental Breakfast and Registration

08.55 Chairman's Opening Remarks

### The Evolution of Equity Trading

09.10 **BUY SIDE KEYNOTE:** How to execute global investment strategy to best prepare for international business opportunities  
Christophe Roupie, Global Head, Trading and Securities Financing, [AXA Investment Managers](#)

09.30 **INTERVIEW:** The trading desk of the future- New developments and challenges in European buy side trading  
Rob Boardman, Managing Director, Chief Executive Officer, EMEA, [ITG Europe](#)  
Dales Brooksbank, MD, Head, Trading EMEA, [State Street Global Advisors](#)

### Commission Unbundling

09.50 **ALL STAR PANEL:** Unbundle the unbundling- How will Commission payment changes alter access to liquidity and shift market structure?  
Konstantinos Botopoulou, Chairman MISC Committee, member of the Management Board, [ESMA](#)  
Frédéric Romand, Global Head of Trading, [Generali Asset Management](#)  
Jürgen Verschaeve, Chief Investment Officer and Managing Director, [KBC Asset Management](#)  
Richard Semark, Managing Director, Head of European Client Trading and Execution, [UBS](#) and CEO, [UBS MTF](#)  
Michael Seigne, Managing Director, [Goldman Sachs](#)

10.30 Refreshments in the Exhibition Hall

### The Equity Market of the Future

11.10 **BUY SIDE KEYNOTE:** Leveraging volatility in the equity market for new investment opportunities  
Gilbert Keskin, Co-Head & Volatility & Convertible Bonds, [Amundi Asset Management](#)

11.30 **The evolution of equity returns:** Derisking investments and efforts to avoid proprietary trading  
Fabrice Theveneau, Head of Equity and Credit Research, [Société Générale](#)

12.00 **ALL STAR PANEL:** The equity business model of the future-Is consolidation of all market participants a reality?  
Simon Steward, Head, European Trading, [Capital Group](#)  
Christoph B. Mast, Managing Director, Global Head of Trading, [Allianz Global Investors](#)  
Phil Allison, CEO, [KCG Europe](#)  
Arjun Singh-Muchelle, Senior Advisor, Regulatory Affairs (Institutional & Capital Markets), [Investment Management Association](#)  
Antoine Bisson, Head, Execution, [Exane BNP Paribas](#)

12.40 Lunch

## CHOOSE YOUR TRACK

| TRACK A                                                                                                                                                                                                                                                                                                                                                                                                              | TRACK B                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | TRACK C                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | TRACK D                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| New Technologies:<br>TCA, SOR & OMS/EMS                                                                                                                                                                                                                                                                                                                                                                              | Next Generation<br>Trading Strategies                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Buy-Side Only<br>Roundtable Cafés                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Buy-Side<br>Leader Think-Tank<br>(invite only)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 13.50 Chairperson's Opening Remarks                                                                                                                                                                                                                                                                                                                                                                                  | 13.50 Chairperson's Opening Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 13.50 Chairperson's Opening Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 13.50 Chairperson's Opening Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 14.00 <b>DISCUSSION PANEL:</b> Making smarter trading decisions in real time- What does this really mean?<br>Tom Doris, CEO, <a href="#">OTAS Technologies</a><br>Alun Cutler, Director, Product Management EMEA, <a href="#">Charles River Development</a><br>Stefan Hendrickx, Founder & Executive Director, <a href="#">Ancoa</a><br>Julien Kockelkoren, Head, Execution, <a href="#">Capital Fund Management</a> | 14.00 <b>Dealing with the reality of multi trading desks: Developing your knowledge to stay ahead</b><br>Mike Bellaro, Global Head, Equity Trading, <a href="#">Deutsche Bank AM</a><br>14.20 <b>DISCUSSION PANEL:</b> How detrimental is HFT behavior and possible front running to the market?<br>Miroslav Budimir, Senior Vice President, <a href="#">Deutsche Börse</a><br>Josh Levy, Managing Director, <a href="#">Tactical Asset Management</a><br>Huw Gronow, Director, Equity Trading, <a href="#">Principal Global</a> | 14.00 <b>ROUNDTABLE CAFÉS:</b><br><b>Table 1: How to improve desk efficiency with innovative workflow and communication structures</b><br>Matthew Howell, Head Trader, <a href="#">T. Rowe Price</a><br><b>Table 2: Establishing effective order routing to brokers for best execution: A technical perspective</b><br>Duncan Higgins, Head, Electronic Trading Sales, <a href="#">ITG</a><br><b>Table 3: How to establish best execution through effective broker management</b><br>Neil Bond, Head Trader, <a href="#">Ardevora Asset Management</a> | 14.00 <b>Head Trader Think Tank</b><br>Invite only, closed door boardroom catering for discussions with 10-15 Global Heads of trading. Topics will be decided closer to the time.<br>- No press<br>- Session write ups provided for those attending<br>- No sell side, no vendors<br>Confirmed Participants:<br>Felix Mason, <a href="#">Blackrock</a><br>Brian Murray, <a href="#">Wellington</a><br>David Miller, <a href="#">Invesco Perpetual</a><br>Joy Yang, <a href="#">Vanguard</a><br>Melissa Tuttle, <a href="#">PIMCO</a><br>Gianluca Minieri, <a href="#">Pioneer Investments Management</a> |
| 14.40 <b>DISCUSSION PANEL:</b> Are current technological developments really allowing for better real time analysis, execution control and costs?<br>Alexander Kuppler, Head, Trading, <a href="#">Arabesque Asset Management</a><br>Claus Mose, Head, FX & Equities, <a href="#">Sparinvest</a>                                                                                                                     | 15.00 <b>Developing strategies to enhance index management and assess the future of benchmarks</b><br>Nicolas Gausse, CIO, <a href="#">Lyxor Asset Management</a>                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |



# At A Glance



## Main Conference day 1 - 14 April 2015

15.20 Afternoon Coffee and Networking

### CHOOSE YOUR TRACK

| TRACK A                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | TRACK B                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | TRACK C                                                                                                                                                                                                                                                                                                                                                                                                                                 | TRACK D                                                                                                                                                                                                |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>New Technologies:<br/>TCA, SOR &amp; OMS/EMS</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <b>Next Generation<br/>Trading Strategies</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <b>Developments in<br/>Trading Latency</b>                                                                                                                                                                                                                                                                                                                                                                                              | <b>Buy-Side<br/>Leader Think-Tank</b><br>(invite only)                                                                                                                                                 |
| <p>16.00 <b>DISCUSSION PANEL:</b><br/>Smarter order routing-<br/>What are the current<br/>market capabilities<br/>and where does the<br/>responsibility lie?<br/>Julien Kockelkoren, <i>Head,<br/>Execution, Capital Fund<br/>Management</i><br/>Victor Lebreton, <i>Managing<br/>Director, Quant Hedge</i></p> <p>16.40 <b>Using real time TCA for<br/>improved routing logic<br/>and execution venue<br/>analysis</b><br/>Eirik T. Hauge, <i>Head, Trading<br/>and Risk Model, DNB Wealth<br/>Management</i></p> | <p>16.00 <b>DISCUSSION PANEL:</b><br/>How to define and<br/>quantify the toxicity of<br/>venues and its market<br/>impact<br/>Milos Vukovic, <i>Vice President,<br/>Investment Policy, RBC Asset<br/>Management</i><br/>Neil Bond, <i>Head Trader,<br/>Ardevora Asset<br/>Management</i><br/>Rudolf Siebel, <i>Managing<br/>Director, BVI</i></p> <p>16.40 <b>The evolution of the<br/>sell side/buy side<br/>relationship for improved<br/>trading in small and mid<br/>caps</b><br/>Philippe Bille, <i>Head, Trading,<br/>Petercam</i></p> | <p>16.00 <b>DISCUSSION PANEL:</b><br/>The need for speed- Is<br/>it really needed in the<br/>current market?<br/>Josh Levy, <i>Managing<br/>Director, Tactical Asset<br/>Management</i><br/>François Bonnin, <i>CEO, John<br/>Locke Investments</i></p> <p>16.40 <b>FIRE SIDE CHAT:</b><br/>Innovations in technology<br/>and how it can drive<br/>improvements in trading<br/>Matthew Howell, <i>Head Trader,<br/>T.Rowe Price</i></p> | <p>16.00 <b>Exclusive Head Trader<br/>drinks reception- invite<br/>only</b><br/>Sponsored by <b>KCG Europe</b></p>  |

17.00 **INTERVIEW with IEX: We need better referees- The role and responsibility of market centers**

Interviewee: Ronan Ryan, *CSO, IEX*

Interviewer: Frank Loughlin, *Global Co-Head, Equity Trading, Alliance Bernstein*

17.20 TradeTech Europe 2015 Cocktail Reception



Make the most of our on-site networking opportunities to make new business contacts and nurture old relationships

**Register Now!**

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## Main Conference day 2 - 15 April 2015

- 08.30 Continental Breakfast
- 09.10 Chairperson's Opening Remarks  
Richard Balarkas, *Managing Director*, **Quendon Consulting**
- 09.20 **KEYNOTE GUEST SPEAKER: Coping with emerging cyberthreats- A practitioner's perspective**  
Sir Jonathan Evans, *ex- Director-General*, **MI5**

### Dark Pool Activity and Searching for Liquidity

- 10.00 **ALL STAR PANEL: How will MiFID II impact dark pool trading and liquidity in 2015?**  
Chairman: Markus Ferber, *Member*, **European Parliament**  
Fabio Braga, *Senior Associate - Trading Venues Policy*, **Financial Conduct Authority**  
Per Lovén, *Head, International Corporate Strategy*, **Liquidnet Europe**  
Gianluca Minieri, *Executive Vice President, Global Head of Trading*, **Pioneer Investments Management**  
Mark Hemsley, *Chief Executive Officer*, **BATS Chi-X Europe**  
Brian Schwieger, *Head, Equities*, **London Stock Exchange**

- 10.50 **ALL STAR PANEL: Does the silver bullet for block trading exist?**  
Mike Bellaro, *Global Head of Trading*, **Deutsche Bank AM**  
Christoph Hock, *Head, Trading*, **Union Investment Institutional**  
Damien Vanderwilt, *Managing Director*, **Goldman Sachs**  
Christopher Marsh, *Head, AES Europe*, **Credit Suisse**

- 11.30 Refreshments and Networking in the Exhibition Hall

- 12.10 **KEYNOTE ADDRESS: The ongoing evolution of EU Financial Markets- A central bank perspective**  
David Bailey, *Director, Financial Market Infrastructure*, **Bank of England**

### Best Execution Strategies

- 12.30 **ALL STAR PANEL: Evaluating the future of crossing networks and the role of venues in assisting best execution**  
Martin Henning, *Head, Trading*, **BNY Mellon**  
Gero Breuer, *Head of Trading Order Execution Desk*, **BayernInvest**  
Brian Pomraning, *Head, Electronic Client Solutions*, **JP Morgan**  
Adam Toms, *CEO*, **Instinet Europe**

- 13.10 **Implementing trading processes that allow more intelligent data-driven decisions**  
Jamie Mead, *Partner*, **Tyrus Capital**

- 13.30 Lunch

## CHOOSE YOUR TRACK

| TRACK A | Opportunities in Developed and Emerging Markets                                                                                                                                                                      | TRACK B | Next Generation Trading Strategies                                                                                                                                                                                                                                                                | TRACK C | Interactive Sessions                                                                                                                                                                                                                                                                                                                                                                              |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 14.30   | Chairperson's Opening Remarks                                                                                                                                                                                        | 14.30   | Chairperson's Opening Remarks                                                                                                                                                                                                                                                                     | 14.30   | Chairperson's Opening Remarks                                                                                                                                                                                                                                                                                                                                                                     |
| 14.40   | <b>How to capitalise on the rapid growth of the Sub-Saharan African market</b><br>Dr Ayo Salami, <i>Chief Investment Officer</i> , <b>Duet Africa</b> , <b>Duet Group</b>                                            | 14.40   | <b>Leveraging quantitative research to develop a smarter asset allocation strategy for reduced risk and an improved return</b><br>Chantal Brennan, <i>Chief Investment Officer</i> , <b>Davy Asset Management</b>                                                                                 | 14.40   | <b>ROUNDTABLE CAFÉS: Expanding your portfolio into new asset classes</b><br><b>Table 1: FX</b><br>Lee Sanders, <i>Head, FX and FI Dealing</i> , <b>AXA Investment Managers</b><br><b>Table 2: Derivatives</b><br>Christoph Hock, <i>Head, Trading</i> , <b>Union Investment Institutional</b><br><b>Table 3: Equity Futures</b><br>Victor Lebreton, <i>Managing Director</i> , <b>Quant Hedge</b> |
| 15.00   | <b>DISCUSSION PANEL: The latest developments in Nordic Commission Sharing Agreements and how this impacts European trading</b><br>Eirik T. Hauge, <i>Head, Trading and Risk Model</i> , <b>DNB Wealth Management</b> | 15.00   | <b>DISCUSSION PANEL: Challenging the impact of increasing market data fees and ensuring transparency in the industry</b><br>Frederic Surry, <i>Head of Equities and Convertibles</i> , <b>BNP Paribas Investment Partners</b><br>Giovanni Beliossi, <i>Managing Director</i> , <b>FGS Capital</b> |         |                                                                                                                                                                                                                                                                                                                                                                                                   |

- 15.40 Afternoon Refreshment and Networking in the Exhibition Hall

### Strategies for Market Access

- |                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                  |                                                                                                                                                                                                                      |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>16.10 <b>DISCUSSION PANEL: Russia: How to gain a foothold on the market by developing key market relations</b><br/>Sergei Sinkovich, <i>Managing Director</i>, <b>Otkritie</b><br/>Tim McCarthy, <i>Co-CIO, Head, International Investment Management</i>, <b>VTB Capital Investment Management</b><br/>Andrey Shemetov, <i>Deputy CEO</i>, <b>Moscow Exchange</b></p> | <p>16.10 <b>DISCUSSION PANEL: How to build valuable and necessary relationships when accessing the Turkish market</b><br/>Ercan Güner, <i>General Manager</i>, <b>Fokus Asset Management</b></p> | <p>16.10 <b>INTERACTIVE BOARDROOM: Germany- How can you make the most of current partnerships to gain a greater market share</b><br/>Christoph Hock, <i>Head, Trading</i>, <b>Union Investment Institutional</b></p> |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

- 16.50 **Analysing smart order routing conflicts and gaining more control of execution**  
Larry Tabb, *Founder and CEO*, **TABB Group**

- 17.10 Close of Conference- See you again next year





Tuesday 14 April 2015

08.00 Continental Breakfast and Registration

08.55 Chairman's Opening Remarks

## THE EVOLUTION OF EQUITY TRADING

09.10 **BUY SIDE KEYNOTE: How to successfully integrate a global order routing system for more streamlined global execution**

BUY SIDE KEYNOTE



Christophe Roupie, *Global Head, Trading and Securities Financing, AXA Investment Managers*

Christophe oversees equity, fixed-income, forex and derivatives trading activity, as well as securities lending and repo on desks located in Paris, London and Greenwich. With running the trading operation for one of the biggest asset managers in the world, Christophe shares his knowledge on how to streamline global activities in line with recent regulations.

- » Overcoming operational challenges with migrating various platforms to a single platform: Dealing with varying team skill sets and ensuring unified input
- » Ensuring clients are signed into the platform to prevent additional costs for onward redirecting of orders
- » Evaluating technical challenges and current tools for monitoring best execution

09.30 **KEYNOTE INTERVIEW: The trading desk of the future- New developments and challenges in European buy side trading**

KEYNOTE INTERVIEW



Interviewer: Rob Boardman, *Managing Director, Chief Executive Officer, EMEA, ITG Europe*



Interviewee: Dales Brooksbank, *MD, Head, Trading EMEA, State Street Global Advisors*

ITG is an independent execution and research broker that work with global portfolio managers and traders. Find out from ITG's CEO how a real life partnership with State Street Global Advisors works in practice and how they can empower the buy side investors: From the investment decision stage to settlement with an increased intellectual capital and first class technology.

- » What needs to change and why?
- » The impact of the evolving and merging of the buy side and sell side technologies and how to ensure maximised revenues and capturing alpha
- » Identifying what platforms are available to the buy side to optimise the trading desk performance and better monitor

## COMMISSION UNBUNDLING

09.50 **ALL STAR PANEL: Unbundle the unbundling- How will Commission payment changes alter access to liquidity and shift the market structure**

ALL STAR PANEL



Konstantinos Botopoulos, *Chairman MISC Committee, member of the Management Board, ESMA*



Frédéric Romand, *Global Head of Trading, Generali Asset Management*



Jürgen Verschaev, *Chief Investment Officer and Managing Director, KBC Asset Management*



Richard Semark, *Managing Director, Head of European Client Trading and Execution, UBS and CEO, UBS MTF*



Michael Seigne, *Managing Director, Goldman Sachs*

ALL STAR PANEL

Benefit from insight of key regulatory body, ESMA, and leading buy side and sell side experts in how the changes to research payments and a more itemised payment model will impact your business. Learn winning strategies to increase margins yet still source liquidity and value.

- » Clarification on the Dealing Commission's requirements on what can be paid for with commissions: Corporate access, execution, research?
- » Managing conflicts of interest for buy side and sell side in best execution policies and payments for research: Where does the responsibility lie?
- » How are the sell side reacting and increasing transparency for the market and offering value for money

10.30 Refreshments in the Exhibition Hall

## THE EQUITY MARKET OF THE FUTURE

11.10 **BUY SIDE KEYNOTE: Leveraging volatility in the equities market for new investment opportunities**

BUY SIDE KEYNOTE



Gilbert Keskin, *Co-Head & Volatility & Convertible Bonds, Amundi Asset Management*

Gilbert has been driving forward the use of volatility as a new asset class, for new investment opportunities. He provides insight on analytical approaches, market participants and product range to better understand the current market, future opportunities and how this benefits the end investor.

- » Volatility funds as an investment of their own: How to capitalise on volatility for improved liquidity?
- » Leveraging the ability to trade both long and short term investments to provide more trading opportunities
- » Analytical approaches to test for this volatility and to better understand the current market, and future opportunities
- » Overview of the benefits of volatility trading to the end investor

11.30 **The evolution of equity returns: Derisking investments and efforts to avoid proprietary trading**



Fabrice Theveneau, *Head of Equity and Credit Research, Société Générale*

Fabrice is responsible for leading the equity and credit research team at Société Générale, and his current focus is on building and continuing the success of the macro house part of the business, specialising in economy, quant and strategy development. He was ranked 3rd best individual analyst in capital goods in Exel European Survey in 2004 and 2005, n°1 in France and n°2 across all sectors.

- » Monitoring the risk of an equity portfolio
- » Finding value and yield in this strategy
- » Key quantitative approaches to ensure smart investment choices

12.00 **ALL STAR PANEL: The equity business model of the future- Is consolidation of all market participants a reality?**

ALL STAR PANEL



Simon Steward, *Head, European Trading, Capital Group*



Christoph B. Mast, *Managing Director, Global Head of Trading, Allianz Global Investors*



Phil Allison, *CEO, KCG Europe*



Arjun Singh-Muchelle, *Senior Advisor, Regulatory Affairs (Institutional & Capital Markets), Investment Management Association*



Antoine Bisson, *Head, Execution, Exane BNP Paribas*

Please see next page for more information on this panel.

Register Now!



Tuesday 14 April 2015

## ALL STAR PANEL

Is there really market consolidation? Ask the experts on where and when consolidation is occurring and what does this mean for you. Key buy and sell side players discuss evolving roles of both sides of the market. Discuss if and how growing autonomy of the buy side is going to impact the market chain.

- » Understanding the further implications of price crunched mid-tier asset managements and brokers and the next steps for business growth
- » The impact of the rise of specialist research companies and agency brokers for the top tier investment banks
- » Managing growth of the SME market and evaluating liquidity and transparency of these stocks: Options for rewarding smaller brokers offering unique services under the current pricing model
- » Knock-on effects of trends in buy side internal research on research costs for the sell side research cost for the sell side

12.40 Lunch

## CHOOSE YOUR TRACK

✓A, ✓B OR ✓C

### ✓ TRACK A

#### NEW TECHNOLOGIES: TCA, SOR & OMS/EMS

13.50 Chairperson's Opening Remarks

14.00 **DISCUSSION PANEL: Making smarter trading decisions in real time: What does this really mean?**



Tom Doris, *CEO,*  
**OTAS Technologies**



Alun Cutler, *Director, Product Management EMEA,*  
**Charles River Development**



Stefan Hendrickx, *Founder & Executive Director,*  
**Ancoa**



Julien Kockelkoren, *Head, Execution,*  
**Capital Fund Management**

Evaluate the leading technologies that provide the market with improved capabilities to evaluate market opportunities and act in real time. Benefit from key technology providers debating how current technology can be applied correctly to provide the market with smarter trading capabilities.

- » How to adapt trading processes considering the current market changes
- » Understanding how research investments can really improve work flow processes
- » The role of OMS and EMS in the search for alpha as part of the improved process
- » Evolution of big data tools to manage increasing amounts of data and to make real time decisions
- » Integrating these new tools and systems efficiently through the whole investment cycle- practical insight

14.40 **DISCUSSION PANEL: Are current technological developments really allowing for better real time analysis, execution control and cost efficiency?**



Alexander Kuppler, *Head, Trading,*  
**Arabesque Asset Management**



Claus Mose, *Head, FX & Equities,*  
**Sparinvest**

Developments in TCA are a major industry focus, but do they live up to industry requirements? Discover, from two investment managers, how they are assessing current technologies and the factors they identified to be major indicators of ROI for an organisation.

## DISCUSSION PANEL

- » Effectively matching data and evaluating it's representation of the market
- » How to effectively perform TCA and adhere to current good practice
- » Current solutions and approaches to contextualized trading- how can this be achieved?
- » Who actually looks at this information? Approaches to effective extraction of relevant data the correct information
- » The role of TCA in dark pool moderation: How can this be implemented in practice?
- » Being prepared for increased complexity in questions from clients and truly understanding the cost implications for the buy side

15.20 Afternoon Coffee and Networking

16.00 **DISCUSSION PANEL: Smarter order routing- What are the current market capabilities and where does the responsibility lie?**



Julien Kockelkoren, *Head, Execution,*  
**Capital Fund Management**



Victor Lebreton, *Managing Director,*  
**Quant Hedge**

Taking greater control over your orders and being accountable for how they are routed, falls under new requirements from the FCA's systemic review. These two key hedge funds discuss what technologies and processes need to be in place to ensure full compliance and improved execution.

- » Overcoming challenges in order routing with the buys side and sell side and what current technologies are being developed to avoid conflict of interests
- » Developing your abilities to effectively allocate block trades in the market place
- » The importance of time of trade in ensuring the trade at the right place and right time
- » How can SOR provide the trader with real time information about where they are impacting their stock?

16.40 **Using real time TCA for improved routing logic and execution venue analysis**



Eirik T. Hauge, *Head, Trading and Risk Model,*  
**DNB Wealth Management**

As Head of Trading at one of the largest Nordic asset managers and with over 60 billion euro of AUM, Eirik is responsible for all equity trading globally. With a current focus on evaluating current broker relationships and establishing effective processes to best analyse data generated, he explains how developing an in-house TCA tool can help trade-to-trade and venue analysis for more educated trade decisions.

- » Evaluating the application for real time TCA on an increased basis to better monitor and finesse the trade
- » Applications of TCA in dark pool moderation and deciphering market reaction to specific traders
- » Success of assessing outliers with broker data and having more control on order routing and venue choice
- » Automating the broker selection process dependent on post trade analysis to remove subjection from traders

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Tuesday 14 April 2015

## ✓ TRACK B

### NEXT GENERATION TRADING STRATEGIES

13.50 Chairperson's Opening Remarks

14.00 **Dealing with the reality of multi trading desks: Developing your knowledge to stay ahead**



Mike Bellaro, *Global Head, Equity Trading, Deutsche Bank AM*

Mike has a core focus on technology innovations for improved execution globally. He is currently in developing and further educating his trading desk on market structure and risk management as well as implementing an innovative sector trading approach. By encouraging portfolio construction, Mike looks to improve intellectual capital on the trading desk as well as increasing smart trading.

- » What is the true value in sector approach trading compared to other practices?
- » Best evaluating your position in the growth cycle and whether this approach will add value
- » Factors to consider to best implement this approach internally: Resources, portfolio management, technology etc.
- » Evaluating the team skill set: How have current skills have to develop and change-lessons learnt

14.20 **DISCUSSION PANEL: How detrimental is HFT behaviour to the market?**



Miroslav Budimir, *Senior Vice President, Deutsche Börse*



Josh Levy, *Managing Director, Tactical Asset Management*



Huw Gronow, *Director, Equity Trading, Principal Global, UK*

The debate regarding high frequency traders has changed: from do they exist to how they exist. Join this interactive debate addressing how to really evaluate HFT behaviour and what real impact this has on your trades. Hear both sides of the story from a prop trading firm and global asset manager on what behaviour to look out for and how to study the impact on the market.

- » Evaluating the actual behavior of HFTs and deciphering what behavior is wanted and not wanted
- » Are HFTs actually front running and how can this be proved?
- » How can this behavior be accurately accessed to demonstrate a negative impact on the market
- » What are the strategies to best analyse, describe and prevent this behaviour?

15.00 **Developing strategies to enhance index management and assess the future of benchmarks**



Nicolas Gausse, *CIO, Lyxor Asset Management*

Nicolas is responsible for the investment strategies of exchanged-traded index funds (ETFs) and exchanged-traded notes (ETN). With a core focus on quantitative management, Nicolas provides insight on how good quantitative analytics, good data and effective index management can drive forward more educated and successful trading decisions.

- » Developments and activated benchmarks of equity indices for better trade prediction
- » Managing index funds more effectively
- » How can this effectively be utilised to ensure market capitalisation

15.20 Afternoon Coffee and Networking

16.00 **DISCUSSION PANEL: How to define and quantify toxicity of venues and its market impact**



Milos Vukovic, *Vice President, Investment Policy, RBC Asset Management*



Neil Bond, *Head Trader, Ardevora Asset Management*



Rudolf Siebel, *Managing Director, BVI*

As trading environments become more complex, how can investment managers make sure trading is conducted in a cost-efficient, non-conflicted manner? Discover what mechanisms are available to ensure efficiency and speed in this increasingly conflicted market.

- » The reality of a winning venue toxicity formula: Has it arrived?
- » How to effectively measure and evaluate the effect of venue toxicity
- » How much is really down to the venue on dark pool trading
- » What needs to be done in the future to have more control over order routes from the buy side, sell side, regulators and venue perspectives?

16.40 **The evolution of the sell side/buy side relationship for improved trading in small and mid caps**



Philip Bille, *Head, Trading, Petercam*

Philip is in charge of the Equity Broker Review process, the relationship with the sell-side and market structure related topics. With over 20 years experience in small and mid-cap equities, both on the sell-side and the buy-side, he is in a unique position to shed light on how these two parts of the market are currently evolving in small to mid cap trades.

- » Identifying key information and tags that need to be reported and strategies to ensure compliance from the sell side: Broker review implications
- » Evaluating touch points that need to be developed within organisations to drive better information exchange, improved trading and better use of capital
- » Assessing high touch vs low touch technology and current applications
- » Assessment processes for monitoring cost vs value in brokers

## ✓ TRACK C

### BUY-SIDE ONLY ROUND TABLE CAFÉS

13.50 Chairperson's Opening Remarks

14.00 **BUY-SIDE ONLY ROUNDTABLE CAFÉS (Limited To 30 Buy-Side Attendees)**

Discuss and debate with your peers some of the most pressing and heated topics for your market. These three topic-specific roundtable cafes offer you the opportunity to interact in small groups of 10, potential new solutions improve communication infrastructure and best execution strategies.

There will be three round tables, each limited to 10 people per table.

**Table 1: How to improve desk efficiency with innovative workflow and communication structures**



Matthew Howell, *Head Trader, T. Rowe Price*

**Table 2: Establishing effective order routing to brokers for best execution: A technical perspective**



Duncan Higgins, *Head, Electronic Trading Sales, ITG Europe*

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Tuesday 14 April 2015

## Table 3: How to establish best execution through effective broker management



Neil Bond, *Head Trader, Ardevora Asset Management*

15.20 Afternoon Coffee and Networking

## DEVELOPMENTS IN TRADING LATENCY

16.00 **DISCUSSION PANEL: The need for speed- Is it really needed in the current market?**



François Bonnin, *CEO, John Locke Investments*



Josh Levy, *Managing Director, Tactical Asset Management*

Is speed really needed in the current equity market? This session delves into what impact the quest for high speed trades has had on market liquidity. Walkaway with key takeaway strategies to help improve liquidity and market access.

- » Discovering what really needs to be done to stop the race for speed and how has this really impacted the current market
- » Evaluating how speed has reduced liquidity in the market through encouragement of ghost trades
- » Implementing ways to increase transparency of trades via frequent batch auctions: How can these assist and how do they work in practice to increase liquidity?

16.40 **FIRE SIDE CHAT: Innovations in technology and how it can drive improvements in trading**



Interviewee:  
Matthew Howell, *Head Trader, T.Rowe Price*

This dynamic interview with leading buy side organisation T.Rowe Price, delves into the evolving relationship between technology and trading. This session looks at how the buy side have been approaching new technology and strategy and what lessons could be learned from their successes and failures. The discussion will cover different approaches and technologies that are helping T Rowe gain a competitive edge and improving the trading desk's service to internal and external clients.

- » How can this work organisationally? What are the first steps?
- » Gaining the right information on what really needs to be improved and prioritised
- » How to shift the mindset from short term to long term technology investments?

## ✓ TRACK D BUY-SIDE LEADER THINK-TANK (INVITE ONLY)

13.50 Chairperson's Opening Remarks

14.00 **Head Trader Think Tank**

An exclusive invite only session not to be missed. Closed door discussions for buy-side Global Heads of Trading: no press, no sell side and no vendors. Notes will be taken throughout the session and are available only to the participants. Topics will be decided closer to the date to remain current.

A few of the confirmed participants include:



Melissa Tuttle, *Global Head, Equity Trading, PIMCO*

HEAD TRADER THINK TANK



Felix Mason, *Managing Director, Blackrock*



Joy Yang, *Head, Trading, Vanguard*



David Miller, *Head, EMEA Trading, Invesco Perpetual*



Brian Murray, *Head, Global Equity Trading, Wellington Investors*



Gianluca Minieri, *Executive Vice President, Global Head of Trading, Pioneer Investments Management*

15.20 Afternoon Coffee and Networking

16.00 **Exclusive buy-side cocktail reception- invite only**  
**Sponsored by**



## CLOSING PLENARY

17.00 **Interview with IEX: We need better referees- The role and responsibility of market centers**

Interviewee:



Ronan Ryan, *Chief Strategic Officer, IEX*

Interviewer:



Frank Loughlin, *Global Co-Head, Equity Trading, Alliance Bernstein*

This is a do not miss session where Frank interviews the Chief Strategic Officer of the US dark pool IEX, Ronan Ryan, on the future developments that lies ahead. With extensive experience in the financial services industry and networking infrastructure, Ronan discusses IEX's efforts to restore trust into the stock market, in a market where computerised HFT activity is still a concern for market rigging. This interviews delves into how they are going to improve their current platform and insight into what we can expect for 2015.

17.20 **TradeTech Europe 2015 Cocktail Reception**  
**MAXIMISE NETWORKING OPPORTUNITIES**

As part of the formal conference you're invited to join us on Tuesday 14th April, for our themed try our cocktail reception. This reception is open to all attendees, situated in the exhibition area. We hope you can join us at for this perfect opportunity to make new contacts and catch up with old friends.



**Meet over 400 key buy side professionals to benchmark against and find solutions to your challenges**





Wednesday 15 April 2015

08.30 Continental Breakfast

09.10 Chairperson's Opening Remarks



Richard Balarkas, *Managing Director,*  
**Quendon Consulting**

09.20 **KEYNOTE GUEST SPEAKER: Coping with emerging cyberthreats – a practitioner's perspective**



Sir Jonathan Evans, *ex-Director-General, MI5 and Non-Executive Director,*  
**HSBC Holdings**

As the former director-general of the UK's Security Service, MI5, where he spent 33 years focusing on international and domestic counter-terrorism and cyber-threats and as a previous member of the Prime Minister's National Security Council, Jonathan offers insight on governance of systemic threats, cyber security and digital espionage. In his current role as an Independent Non-Executive Director at HSBC, he is in a unique position to draw on his experience of approaches to data security within the public service and the financial sector.

GUEST SPEAKER

## DARK POOL ACTIVITY AND SEARCHING FOR LIQUIDITY

10.00 **ALL STAR PANEL: How will MiFID II impact dark pool trading and liquidity in 2015?**



Chairperson: Markus Ferber, *Member,*  
**European Parliament**



Fabio Braga, *Senior Associate - Trading Venues Policy,*  
**Financial Conduct Authority**



Per Lovén, *Head, International Corporate Strategy,*  
**Liquidnet Europe**



Gianluca Minieri, *Executive Vice President, Global Head of Trading,*  
**Pioneer Investments Management**



Mark Hemsley, *Chief Executive Officer,*  
**BATS Chi-X Europe**



Brian Schwieger, *Head, Equities,*  
**London Stock Exchange Group**

Don't miss this powerful discussion addressing the impending MiFID II regulation and its impact on equity trading. Discover how all market participants are preparing for this change, implementing strategies to ensure compliance and developing solutions to ensure market stability and liquidity.

- » Insight into how to best comply and key factors to consider for new dark pool structures
- » Feedback on European caps for dark pool trading and the expected changes to order routing
- » How will these caps be executed, managed and controlled in reality
- » Evaluating alpha generation through dark pools, liquidity impact and improvements on fragmentation
- » Economic conflicts of who are in the dark pools, how many and who is/should be allowed- the role of the venue

ALL STAR PANEL

10.50 **ALL STAR PANEL: Does the silver bullet for block trading exist?**



Mike Bellaro, *Global Head of Trading,*  
**Deutsche Bank Asset Management**



Christoph Hock, *Head, Trading,*  
**Union Investment Institutional**



Damien Vanderwilt, *Managing Director,*  
**Goldman Sachs**

ALL STAR PANEL

ALL STAR PANEL



Christopher Marsh, *Head, AES Europe,*  
**Credit Suisse**

It is hugely important for investors to trade in blocks to reduce market impact and associated transaction and execution costs that benefit the end-client. However, how can this be done in a manner that all parties trust each other, and are there good electronic block solutions to assist?

- » Effectively trading in blocks in a market that increasingly favours electronic trades: The rise of electronic block matching dimensions
- » Convincing internal advocates to commit capital for block trades and developing risk price strategies
- » Development of indication of interest (IOIs) and improvements in reliability
- » Evaluating the current efforts by venues and brokers to accommodate and help drive block trades in the market: The potential to maintain liquidity through electronic, high touch and portfolio routes

11.30 Refreshments and Networking in the Exhibition Hall

12.10 **KEYNOTE ADDRESS: The ongoing evolution of EU Financial Markets- A central bank perspective**



David Bailey, *Director, Financial Market Infrastructure,*  
**Bank of England**

David focuses on the supervision of the UK's central counterparties, securities settlement systems and systemically important payment systems, as well as policy development with respect to FIMs and the markets in which they operate. As a previous Head of Markets Infrastructure & Policy at the UK FCA and prior to that a derivatives trader, David's perspective combines experience as a central banker, regulator and market participant.

- » Overview of current developments in EU markets
- » The impact of current legislative and regulatory initiatives and the opportunities and risks they present from a market functioning and financial stability perspective
- » Discussion of future priorities

KEYNOTE ADDRESS

## BEST EXECUTION STRATEGIES

12.30 **ALL STAR PANEL: Evaluating the future of crossing networks and the role of venues in assisting best execution**



Brian Pomraning, *Head, Electronic Client Solutions,*  
**JP Morgan**



Adam Toms, *CEO,*  
**Instinet Europe**



Martin Henning, *Head, Trading,*  
**BNY Mellon**



Gero Breuer, *Head of Trading Order Execution Desk,*  
**Bayern Invest**

ALL STAR PANEL

With impending changes to the crossing network model and limitations on execution prices in dark pools, what other venues are emerging, and how will these cope with order flow? Discover from key traders what impact these changes have on their trading strategies and execution.

- » Evaluation of current cross border and territory regulations and what currently can and can't be done
- » How can cross network trading be normalised?
- » Insight in the regulatory bottlenecks for cross network trading and how to best overcome these
- » Will cross trading disappear: Overview of key alternative models to cross trading

Register Now!



Wednesday 15 April 2015

## 13.10 Designing processes to allow intelligent data-driven trade decisions to find liquidity



Jamie Mead, *Director, Partner,*  
**Tyrus Capital**

Jamie is responsible for managing multiple asset classes and strategies at a Hedge Fund with over \$2.75 billion of assets under management. With a specific focus on leveraging trading technology to improve business efficiency, he will discuss how technology can truly add value to your business.

- » Managing rich data and understanding the capabilities of this information in improved trade decisions
- » Building an efficient internal data infrastructure to allow traders to use this data in an easy and effective manner
- » Extracting data that is applicable to real life processes: How can this information be measurable and easily tweaked?

13.30 Lunch

## CHOOSE YOUR TRACK

✓A, ✓B OR ✓C

### ✓ TRACK A

#### OPPORTUNITIES IN DEVELOPED AND EMERGING MARKETS

14.30 Chairperson's Opening Remarks

## 14.40 How to capitalise on the rapid growth of the Sub-Saharan Africa market



Dr Ayo Salami, *Chief Investment Officer Duet Africa,*  
**Duet Group**

Ayo has been an integral part of developing the new Africa investment arm of Duet Group, with AUM of ~£500 million.. With a specific focus on Eastern and Western African markets, he has been involved in researching African equity markets and played a key role in equity capital markets activity.

- » » Evaluating what type of stocks are available in these markets
- » » Understanding what brokers and connections are available and how can these relationships be made and developed
- » » Insight into key trading regulations and how to ensure the best understanding of the market rules including costs and fees
- » » Gaining a true understanding on the restrictions on the currency

## 15.00 DISCUSSION PANEL: Reviewing the latest developments in Nordic Commission Sharing Agreements (CSAs) and how this impacts European trading



Eirik T. Hauge, *Head, Trading,*  
**DNB Wealth Management**

To capitalise on the potential of the Nordic market, this interactive discussion panel offers you direct insight from the largest Nordic asset manager on how to tackle the ever changing dynamics in this region, evaluate the impact of the domestic reforms on business strategies, examine deal flows and expansion and growth opportunities.

- » What types of services can be bought through CSA agreements? By what means do asset managers need to prove the relevance of bought research?

- » Understanding the role of technology in facilitating CSA implementation and what are the alternatives to these type of agreements
- » Preparing for future implications of increased CSA penetration in the Nordic research market for both the buy and sell side
- » Investor opportunities and practical examples of how the exchange can assist

15.40 Afternoon Refreshment and Networking in the Exhibition Hall

## 16.10 DISCUSSION PANEL: Russia- Gaining a foothold in the market by developing key market relations



Sergei Sinkevich, *Managing Director,*  
**Otkritie**



Tim McCarthy, *Co-CIO, Head, International Investment Management,*  
**VTB Capital Investment Management**



Andrey Shemetov, *Deputy CEO,*  
**Moscow Exchange**

With huge investment potential, however undergoing major political unrest, Russia remains a market that many are looking to understand how to gain access. This interactive panel allows insight from all market participants on what needs to be achieved to ensure extensive market understanding and what market connections need to be developed.

- » Understanding the major market differences in trading practice from Europe to Russia
- » Approaches to developments in market knowledge cost effectively: Offshore expertise or build internally
- » Evaluating what type of stocks are available in these markets
- » Understanding what brokers and connections are available and how can these relationships be made and developed
- » Insight into key trading regulations and how to ensure the best understanding of the market:
- » Gaining a true understanding on the restrictions on the currency

DISCUSSION PANEL

### ✓ TRACK B

#### NEXT GENERATION TRADING STRATEGIES

14.30 Chairperson's Opening Remarks

## 14.40 Leveraging quantitative research to develop a smarter asset allocation strategy for reduced risk and an improved return



Chantal Brennan, *Chief Investment Officer,*  
**Davy Asset Management**

Tasked with global investment expansion, Chantal shares how her experience in raising asset and developing investment teams has enabled her to develop a business with over 3 billion euros in AUM. She homes in on the product, strategy and operations factors that need to be considered to achieve this global growth.

- » How to de risk your allocation strategy with effective index management
- » Demonstrating your decisions as to why specific allocations
- » Designing index products for an accurate index-linked investment product for your investors
- » Insight on how effective asset allocation can truly provide an effective return for your clients

DISCUSSION PANEL

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Wednesday 15 April 2015

## 15.00 DISCUSSION PANEL: Challenging the impact of increasing market data fees and ensuring transparency in the industry



Frederic Surry, *Head of Equities and Convertibles, BNP Paribas Investment Partners*



Giovanni Beliossi, *Managing Director, FGS Capital*

Is controlling the increasing market data costs really improving transparency in the market? Benchmark against a global investment manager and a boutique hedge fund to learn how you can ensure minimal impact on your business yet ensure maintained quality of market data.

- » Predictions of how changes in market data fees will drive improved transparency in the industry
- » Understand what controls will be in place to ensure transparency, maintain data quality and control revenues
- » Impact on financial bottom line for buy side
- » Insight into what is commercially viable and acceptable for data providers and venues

## 15.40 Afternoon Refreshment and Networking in the Exhibition Hall

## 16.10 DISCUSSION PANEL: Understanding effective trading strategies to capitalise on the Turkish market



Ercan Güner, *General Manager, Fokus Asset Management*

Ercan has experience in both fund managing and trading, something unique in the Turkish market. He introduced a new investment strategy to the Turkish investment market, where he combined top-down and bottom-up investment approaches which has improved how asset managers perform and how the market trade. Learn from Ercan's key successes and improve your understanding of Turkish market access.

- » Insight on compliance considerations on processes for engaging with new clients
- » Evaluating the role of the brokerage compared to other market brokerages: Execution v.s research
- » Connections that the Turkish exchange have with other venues for improved European access
- » Using DMA in the Turkish market and how this route has altered the types of assets traded

## ✓ TRACK C INTERACTIVE DEVELOPMENT SESSIONS

## 14.30 Chairperson's Opening Remarks

## 14.40 ROUNDTABLE CAFÉS: Expanding your portfolio into new asset classes

Modern trading desks need to trade cross asset. These roundtable cafes allow you to find out how current equity trading practices can be transferred across all asset classes. Each table will be led by an industry expert, and after discussion, key results will be summarised and actionable takeaways presented for the whole group.

### Table 1: FX



Lee Sanders, *Head, FX and FI Dealing, AXA Investment Managers*

## Table 2: Derivatives



Christoph Hock, *Head, Trading, Union Investment Institutional*

## Table 3: Equity futures



Victor Lebreton, *Managing Director, Quant Hedge*

ROUNDTABLE CAFES

## 15.40 Afternoon Refreshment and Networking in the Exhibition Hall

## 16.10 CREATIVE BOARDROOM: Germany- How can you maximise current collaborations and gaining a greater market share



Christoph Hock, *Head, Trading, Union Investment Institutional*

From one of Europe's leading asset managers, Christoph manages trading activities for the entire portfolio including cash equities, listed and OTC derivatives, funds and ETFs and especially for the equity side in currencies and securities lending, with extensive experience in portfolio management and trading. This interactive session allows you to find solutions to the key challenges and new trading opportunities in the German market,

- » Insight into the current state of the market regarding investment opportunities
- » Understanding the current state of play for investment banks and the impact of current restructuring
- » Better understanding the German equity market regarding liquidity, risk and return
- » Investor opportunities and practical examples of how the exchange can assist

CREATIVE BOARDROOM

## CLOSING PLENARY

## 16.50 Analysing smart order routing conflicts and gaining more control of execution



Larry Tabb, *Founder and CEO, TABB Group*

Larry shares his unbiased insight in the challenges of the global equity market players. He offers you essential data and market research on conflicts that currently exist within the market and insight on best execution for all market participants.

- » Overcoming operational challenges with migrating various platforms to a single platform: Dealing with varying team skill sets and ensuring unified input
- » Ensuring clients are signed into the platform to prevent additional costs for onward redirecting of orders
- » Evaluating technical challenges and current tools for monitoring best execution

## 17.10 Close of Conference- See you again next year

*"Agenda was relevant, timely and featured many great new speakers"*

Dale Brooksbank,  
*Head of European Trading, Statestreet Global Advisors*

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# Why Sponsor



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-  **Generate qualified leads** from our highly focused, European audience including traders from the entire trading value chain.
-  **Engage with existing clients and new prospects through** interactive conference formats. Gain direct contact, join discussion panels and lead drill down roundtable cafes and workshops to demonstrate thought leadership.
-  **Position your company brand** to a high level audience creating a valuable impression as an industry leader.
-  **Launch new products or services** by drawing attention to your products and brand. Use the conference as a launch pad for new developments, products or services.
-  **Broker new business partnerships** with other supporters and delegates. Attendees at the conference are looking for new and exciting partners to deliver more compelling products and solutions. WBR conferences offer you an ideal opportunity for just this.

*"Enjoyed the guest speakers and got some great ideas from peers"*

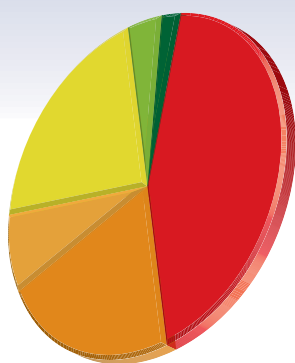
Matt Lyons,  
CFA, Senior Vice President, Global  
Trading Manager,  
Capital Group

*"TradeTech in Paris is a great networking opportunity - I felt the buzz was back this year"*

Belinda Keheyman,  
Head of Marketing,  
Aquis Exchange

*"TradeTech has proven again to be a cornerstone event for an open and constructive dialogue on the advancement of financial markets."*

Dr. Christian A. Katz, CEO,  
SIX Swiss Exchange



### WHO ATTENDED IN 2014?

|                                  |     |
|----------------------------------|-----|
| Asset/ Fund Management Companies | 44% |
| Brokerage Firms                  | 21% |
| Exchanges and AEs                | 8%  |
| Solution Providers               | 21% |
| Media Representatives            | 4%  |
| Others                           | 2%  |



A packed conference room, with over 1000 attendees over 2 days



TradeTech is a great platform for doing new business and meeting existing clients



A thriving exhibition area with attendees engaging with all the sponsors at their stands

**Register Now!**

 [www.tradetecheurope.com](http://www.tradetecheurope.com)

 [tradetech@wbr.co.uk](mailto:tradetech@wbr.co.uk)

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# Sponsors



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**Find out how you can benefit from sponsorship opportunities at TradeTech Europe**

Joseph Hougue-Simmons, +44 (0) 207 368 9330, Joseph.Hougue-Simmons@wbr.co.uk

Henry Wallis, +44 (0)207 368 9559, Henry.Wallis@wbr.co.uk

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## The perfect location to relax and mix with your senior level peers

### A BEAUTIFUL LOCATION

Paris, the city of lights, has a timeless familiarity for first-time and frequent visitors, with instantly recognisable architectural icons, along with exquisite cuisine, chic boutiques and priceless artistic treasures.

The historic heart and driving force of La Défense, an economic and cultural crossroads and the largest European business district, the CNIT welcomes you under its spectacular vault, a true architectural achievement and an international emblem. 2 exhibition halls, 2 amphitheatres, 2 multi-purpose areas able to hold 2,000 people. The CNIT has been recently remodeled to become the most modern and innovative conference centre in Paris and a platform for new initiatives and trends.



### VENUE INFORMATION

CNIT Paris  
2 Place de la Défense,  
Paris-La Défense,  
92053, France  
Website: [www.cnit.com](http://www.cnit.com)  
Tel: +33(0) 1.40.68.22.22

### MAXIMISE NETWORKING OPPORTUNITIES

As part of the formal conference you're invited to join us on Tuesday 14th April, for our themed cocktail reception. This reception is open to all attendees, situated in the exhibition area, we hope you can join us at for this perfect opportunity to make new contacts and catch up with old friends.



**Register Now!**