

5th Annual

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Operational Efficiency in OTC Derivatives

a **marcusevans** event

Attaining Operational Success While Conforming to New Business Practices and Regulations

June 21-22, 2010,
New York, NY

**“ACHIEVE OPERATIONAL
EFFICIENCY**
for your organization in the changing
landscape of OTC Derivatives.”

Attending this Premier **marcusevans** Conference will Enable You to:

- **Gain** insight on the direction of pending OTC derivative reforms from key industry players
- **Identify** challenges still ahead for enabling operational efficiency in the derivatives market across all asset classes
- **Discuss** current trends with peers including technology innovations, central clearing parties, and collateralization concerns
- **Implement** best practices for streamlining portfolio reconciliation
- **Integrate** compliance initiatives at all levels of the business
- **Analyze** best practices to open market to transparency and mitigate risk

Who Should Attend:

marcusevans invites Managing Directors, EVPs, SVPs, VPs, Directors, Heads and other Senior Executives of the following:

- Operations/Back Office Operations/
OTC Derivative Operations
- Settlements
- Collateral Management
- Clearing
- Confirmations
- Risk Management
- Operational Risk
- Treasury
- Accounting
- Documentation Managers

Book Online at:

www.marcusevans.com/OTCDerivatives2010



Prepare for regulation requirements, increase optimum results and stay ahead of the game in the OTC derivatives arena.

Current OTC Derivatives Speakers Include:

Andrew Hovell

Global Head of Capital Market Initiatives
BNP Paribas

Lafir Thassim

Executive Director, Investment Bank Global
Head, Derivative Settlements Utility
UBS

William Frasca

Director, Derivatives
Citigroup

Ian G. Silver

Vice President, North America
Credit Derivatives
JPMorgan Chase

Scott Linden

Managing Director
BNY Mellon

Christopher Coleman

Vice President
BNY Mellon

Lynn Stout

Paul Hastings Professor of Corporate
and Securities Law
UCLA School of Law

Mani Carreiro

Vice President, Securities
and Treasury Operations
HSBC Bank (Canada)

Frank LoPiccolo

Vice President and Manager
Treasury Control, Loan & L/C Operations
Bank Hapoalim

James Wallin

Senior Vice President
AllianceBernstein

Michael Cloherty

Deputy Chief Operating Officer
ProMark Global Advisors

George Pratt

Director of Operations
Claren Road

Thomas Ciulla

Senior Manager
Deloitte and Touche

Chad Wekelo

Principal
Actualize Consulting

Preferred Partners:



Business Development Partner:

Sungard

8:30 Registration

9:15 Chairperson's opening address

EXAMINING THE EVOLUTION OF COLLATERAL IN OTC DERIVATIVES

9:30

Examining the Role of Collateral Management Pertaining to OTC Derivatives

- Discussing the importance of collateral management and new developments post AIG
- Investing in the physical and operational infrastructure needed to meet compliance and margin calls
- Examining the broad range of eligible collateral and how to handle disputes
- Integrating view of collateral between buy- side and sell-side firms
- Discussing models for pricing and valuation

William Frasca

Director, Derivatives

CitiGroup

10:15

Utilizing Electronic Settlements to Reduce Settlement Fails

- Ensuring confirmation and settlements systems are linked
- Conforming settlement procedures to deal with exotic derivatives
- Using Pay/Rec to settle CD trades
- Resolving discrepancies as they arise

Lafir Thassim

Executive Director, Investment Bank Global Head

Derivative Settlements Utility

UBS

11:00 Networking Break

EXAMINING INDUSTRY GOVERNANCE AND PENDING OTC REGULATORY CHANGES

11:30

Panel Discussion

Gaining a Global Perspective on Regulations

- Defining the impact of Senator Dodd's regulatory reform bill before the Senate
- Gathering insights from international regulatory bodies
- Creating an opportunity to have your thoughts and concerns heard
- Realizing international interoperability in a world of global transactional flow
- Anticipating volume increases as driven by OTC margin tightening and the operational impact

RISK MANAGEMENT SYSTEMS FOR OTC DERIVATIVES

12:15

Creating Robust Risk Management Systems in Case of Counterparty Default

- Assuring segregation of customer collateral in event of a default
- Assuring transference of customer collateral
- Predicting volume and modelling for collateralisation expectations

Michael Cloherty

Deputy Chief Operating Officer

ProMark Global Advisors

1:00 Lunch

2:00

Panel Discussion

Implementing Middle Office Functions and Capabilities

- Defining Middle Office functions
- Middle office service requirements by different organizations
- Challenges in finding and implementing the right systems and hiring the right personnel
- Industry standardization or lack thereof
- Solutions: build vs buy and insource vs. outsource
- Decision drivers: cost, risk transference and other drivers

Scott Linden

Managing Director

BNY Mellon

Christopher Coleman

Vice President

BNY Mellon

Thomas Ciulla

Senior Manager

Deloitte and Touche

THE ISSUE OF SELF GOVERNANCE

3:00

Roundtable

Evaluating the Steps Taken Towards Self-Governance in 2009 to Promote Transparency and Mitigate Risk in the OTC Arena

- Evaluating the latest Fed letter and the industry impacts
- Achieving clearing of CDS products through a central counterparty
- Rolling out trade repositories to help track invaluable trade data
- Reducing the trade confirmation backlog to expedite reconciliation

Moderated by Today's Chairperson

IMPROVING INTERCONNECTEDNESS BETWEEN TRANSACTION COUNTERPARTIES

3:45

Hear From Buy-Side CDS Participants Concerning Migration to Central Clearing

- Discussing operational roadblocks encountered with OTC trades with the buy-side
- Learn tips regarding the preparation and execution of CDS clearing
- Hear about the state of CDS post experiment in clearing
- Share stories about various central clearing parties and which ones are preferred

James Wallin

Senior Vice President

AllianceBernstein

4:30 Chairperson's Closing Remarks

MARKETING INFO

A limited amount of exhibition space is available at the conference. Sponsorship opportunities covering luncheon, evening functions and documentationalso exist. For further details, please inquire to **Natakii David** at CapitalMarkets@marcusevansbb.com or call 1 246 227 3715.

PRODUCER INFO:

I would like to thank everyone who has assisted with the research and organization of the event, particularly the speakers for their support and commitment. **Stephanie Ping**, stephaniep@marcusevansch.com.

8:30 Registration

9:15 Chairperson's opening address

CONTROLLING RISK, COMPLIANCE PREPARATION, AND STREAMLINING OPERATIONS PROCESSES

9:30

Analyzing Documentation Automation as a Means to Control Risk and Make Compliance Easier

- Improving visibility of risks before they become a problem
- Building safeguards into future contacts for a tighter approach
- Creating a more proactive approach towards documentation across asset classes
- Realizing goal for better management from trade to reconciliation
- Examining the newest revisions of ISDA® Master Agreements

Andrew Hovell

Global Head of Capital Market Initiatives

BNP Paribas

10:15

Maintaining a Fluid Environment and Harnessing Risk Through Innovation and Growth

- Discussing the benefits of electronic OTC platforms
- Creating collective strategies for OTC efficiencies
- Establishing a proactive stance towards portfolio reconciliation
- Standardizing pricing and valuation models

Ian G. Silver

Vice President, North America Credit Derivatives

JP Morgan Chase

11:00 Networking Break

MITIGATING RISK BY INVOLVING RELEVANT PARTIES

11:30

Roundtable

Encouraging More Buy-Side Involvement in Clearing to Mitigate Risk

- Determining which central clearing party to use and evolution of products during their life-cycle
- Formulating concrete strategies for margin calculations, costs, and eligibility
- Understanding the technical and operational aspects required for clearing
- Moving towards more standardized contracts to expedite clearing
- Realizing if complex terms are better off as a bilateral understanding between two parties

EFFICIENT PROCESSES FOR TRADE AUTOMATION

12:15

Creating an Automated Process for Reconciling Trade Details Between Parties

- Getting to the point where all trade details are confirmed upfront
- Predicting back office needs during trade design
- Agreeing to terms on T+0
- Utilizing electronic messaging and other technological advances to encourage real-time pricing and overall better trade design

George Pratt

Director of Operations

Claren Road

1:00 Lunch

EVALUATING NEXT STEPS: FUTURE OF OTC DERIVATIVES

2:00

Panel Discussion

Moving Forward: Creating a Roadmap for 2010, Post Regulation

- Identifying what may be the next big operational challenges given the pending congressional reform
- Determining resilience of market with great transparency
- Developing strategies to maintain long term success
- Creating standards for compliance concerning new regulations
- Which derivatives will be cleared, which won't
- End user risk management OTC exemptions – Impact of multiple clearing & settlement platforms

2:45

A Brief History of OTC Derivatives and Derivatives Regulation

- How does a \$600 trillion market appear overnight? The legal origins of the OTC market
- The common law approach and the problem of legal uncertainty
- The 2000 deregulation and the 2008 crash
- Where now? How can we maximize the benefits of OTC trading while minimizing risks?

Lynn Stout

Paul Hastings Professor of Corporate and Securities Law

UCLA School of Law

3:30 Chairperson's Closing Remarks

PREFERRED PARTNERS



BNY MELLON

BNY Mellon is a global financial services company focused on helping clients manage and service their financial assets, operating in 34 countries and serving more than 100 markets. The company is a leading provider of financial services for institutions, corporations and high-net-worth individuals, providing superior asset management and wealth management, asset servicing, issuer services, clearing services and treasury services through a worldwide client-focused team.



OPENLINK

OPENLINK is a global financial services company focused on helping clients manage and service their financial assets, operating in 34 countries and serving more than 100 markets. The company is a leading provider of financial services for institutions, corporations and high-net-worth individuals, providing superior asset management and wealth management, asset servicing, issuer services, clearing services and treasury services through a worldwide client-focused team.



Actualize Consulting

Actualize Consulting is a professional services firm specializing in business process engineering and technology implementations for financial institutions. We focus on serving mortgage firms, banks, insurance companies and other financial institutions, as well as a variety of firms in the Fortune 1000. With offices in Boston, New York and Virginia our highly accredited and experienced consultants improve procedures and systems for our clients through their extensive expertise in capital markets, mortgage and fixed income operations and accounting and financial analysis.

BUSINESS DEVELOPMENT PARTNER

Sungard

Sungard is one of the world's leading software and technology services companies. Sungard has more than 20,000 employees and serves 25,000 customers in 70 countries. With annual revenue exceeding \$5 billion, Sungard is ranked 435 on the Fortune 500 and is the largest privately held business software and IT services company.