



Dealing desks

Pericles offer: support Assets managers in their transformation project

April 2017



1. A complex environment

- ▶ Financial markets have dramatically changed since the introduction of MIFID 1 regulation
- ▶ Orders execution becomes much more complex due to the fragmentation of on a large number of trading venues
- ▶ Access to consolidated reference information also becomes nearly impossible making the supervision more difficult

2. Important regulatory changes

- ▶ The implementation of MIFID1 and the current one of MIFID2 force financial institutions to invest ever more and to maintain an increasingly expensive Information System in maintenance costs in order to be able to find the liquidity and to continue to obtain the best prices
- ▶ MIFID1 has imposed pre and post-trade transparency regime on equity instruments and assimilated. MIFID2 extend it on bonds and derivatives instruments. It also impose to separate research costs from dealing commission

3. A separation between Investment and dealing function

- ▶ Main european asset managers are delegating the execution of for all or part of their orders to a dealing desk in order to refocus investment managers on their core business

Périclès Group is helping you at each steps of your projects:

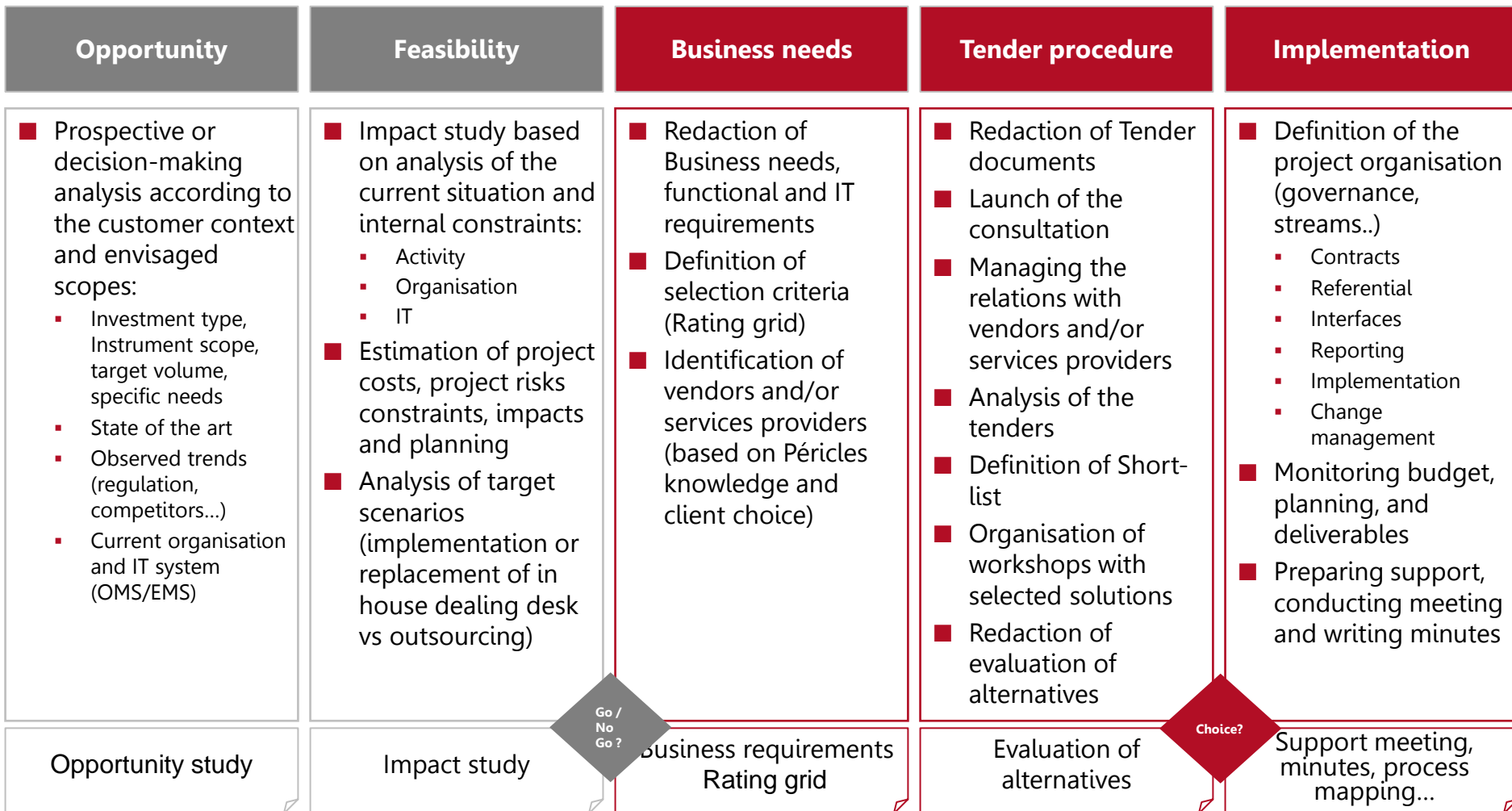
- Audit of your dealing desk
- Elaborate target scenarios with related impacts (creation of dealing desks, scope modification, dealing platform evolution, process review outsourcing...)
- Selection of a new solution or an service provider
- Evolution or implementation project

Our consulting firm has a **proven expertise** on this topic through missions we have already carried out, our internal capitalization and our studies and benchmarks which we are regularly updating

An average of 8 months

Preliminary study

From tender to the implementation



Go /
No
Go ?

Choice?

Dealing desks

Some references and contributions of our interventions

AUDIT OF IN HOUSE DEALING DESK

- **Delay** : 3 Months
- **Results**: Evaluation of the means in place versus the true needs of the investment manager and realisation of a compliance review of the agreement provided by French regulator

CREATION OF A DEALING DESK

- **Delay** : 6 Months
- **Results** : Realisation of an Preliminary study and creation of a dealing desk on Equity, Bonds and listed instruments

OUTSOURCING OF THE DEALING FUNCTION

- **Delay** : 12 Months
- **Results**: Selection of a service provider via a tender procedure and implementation of the outsourcing on all asset classes

The benefits of Périclès Consulting

« **A knowledge of the business of Asset Managers and theirs service providers** » Thanks to our seven professional clubs and capitalization groups, we have a precise vision of the market of asset managers and asset owners as well as OMS/EMS vendors. We are regularly updating our knowledge of market players among software vendors and service providers

« **A real expertise in the selection of solutions and service providers through a tender procedure** » with standard specifications that need to be completed / customized depending on the context, a full support of the relationship with vendors or service providers, an analysis of tenders with the limited solicitation of your teams and a final presentation of a synthetic and precise evaluation of alternatives

« **Make your projects a success.** » thanks to our knowledge of the market offers and a proven approach to structuring an implementation project as part of our interventions