

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

Embassy Suites Hotel | New York City

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

Conference Chairperson:

George Pratt
Director of Operations
Claren Road

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



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, Global Head –
Derivative Settlements Utility, Investment Bank
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

James Wallin
Senior Vice President
AllianceBernstein

Atanas Goranov, CFA, FRM
Managing Director
Derivatives Risk Officer Investments
**The Guardian Life Insurance
Company of America**

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:



Silver Media Partners:



Exclusive global news for over-the-counter derivatives professionals

8:00 Registration

8:45 Opening Remarks by Conference Chairperson

HISTORICAL PERSPECTIVE AND REGULATORY OUTLOOK FOR OTC DERIVATIVES

9:00

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

9:45

Regulator Driven Targets and their Impact on Operational Processes

- The asset classes impacted
- The high level industry goals—transparency, central clearing, standardization, collateral, operational efficiency
- The impact of regulator targets on the credit derivatives market – This is the first asset class impacted
- Impacts on operating model – Both in terms of organization and IT
- What are the next targets we expect from regulators?

Andrew Hovell

Global Head of Capital Market Initiatives

BNP Paribas

10:30 Break

11:00

Implementing Operational Responses to Mandatory Product Evolution Due to Financial Regulatory Reform

- Review the Legislative for Reporting, Execution, Clearing, & Bookkeeping Requirements
- Audit what you have in terms of existing internal resources to meet mandated requirements
- Create a Project Management Plan to coordinate necessary actions (Legal, Technical, Reporting) of expanded counterparty relationships needed to adapt to the new environment
- Mapping and implementing the necessary steps to connect to an Exchange Based /Central Clearing Automated Environment
- Living in an operational World where some things are OTC and some trades are exchange traded

George Pratt

Director of Operations

Claren Road

11:45

Roundtable 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

George Pratt

Director of Operations

Claren Road

12:30 Lunch

DISCUSSING EVOLUTIONS IN COLLATERAL MANAGEMENT

1:30

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

William Frasca

Director, Derivatives

Citigroup

2:15

Panel Discussion

Evolution in Collateral Management and Counterparty Credit Risk Management

- Pre-crisis state of collateral management and counterparty risk exposure management
- Counterparty exposure issues brought to the fore with Lehman bankruptcy
- Where we are today in counterparty credit management and collateral management:
 - Steps taken by the industry in implementing new credit and operational risk policies and valuation dispute policies
 - Steps taken by the industry in implementing collateral management systems
- Impact of potential regulatory landscape: Implications of one or multiple CCPs for collateral management systems and counterparty credit risk mitigation

Moderator:

Chad Wekelo

Principal

Actualize Consulting

Panelists:

William Frasca

Director, Derivatives

Citigroup

George Pratt

Director of Operations

Claren Road

3:00 Break

EVALUATING DEVELOPMENTS CONCERNING CLEARING AND COUNTERPARTIES

3:30

Panel Discussion

Analyzing Two Schools of Thought: Clearing vs Exchange

- Creating engines that tolerate more complexity and offer more trading opportunities
- Opening the market to transparency while protecting confidentiality
- Discussing value and place for exotic derivatives
- Determining if any standard trades would be better off in an exchange setting

Moderator:

Lynn Stout

Paul Hastings Professor of Corporate and Securities Law

UCLA School of Law

Panelists:

James Wallin

Senior Vice President

AllianceBernstein

Atanas Goranov

Managing Director, Derivatives Risk Officer Investments

The Guardian Life Insurance Company of America

4:15 Closing Remarks by Conference Chairperson

8:15 Registration

8:40 Opening Remarks by Conference Chairperson

8:45

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

9:30

The Role of Central Counterparties

- Exchange vs OTC
- Clearing and Margin
- Clearing house as a central counterparty
- Futures vs forwards

Atanas Goranov

Managing Director, Derivatives Risk Officer Investments

The Guardian Life Insurance Company of America

10:15 Break

AUTOMATING AND STREAMLINING OPERATIONAL PROCESSES

10:45

Utilizing Electronic Settlements to Reduce Settlement Fails

- Ensuring confirmation and settlements systems are linked
- Conforming settlement procedures to deal with exotic derivatives
- Using matching tools to reduce settlement exceptions
- Resolving discrepancies as they arise

Lafir Thassim

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

UBS

11:30

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

Moderator:

Thomas Ciulla

Senior Manager

Deloitte and Touche

Panelists:

Scott Linden

Managing Director

BNY Mellon

Christopher Coleman

Vice President

BNY Mellon

Michael Cloherty

Deputy Chief Operating Officer

ProMark Global Advisors

12:15 Lunch

1:15

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

2:00

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

2:45 Closing Remarks by Conference Chairperson

3:00 Close of Conference

SPONSORSHIP INFO

Does your company have solutions or technologies that the conference delegates would benefit from knowing? If so, you can find out or about the exhibiting, networking and branding opportunities available by contacting: **Darrin Grove**, 312 894 6345 darring@marcusevansch.com.

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. **Katie Walsh**, katiew@marcusevansch.com.



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WHY YOU MUST ATTEND:

With the worst of the economic downturn behind us, we are ushering in a new era in the capital markets. Regulatory reform will be a defining aspect of this era, with OTC derivatives at the center of this critical debate.

Thus, **marcus evans' 5th Annual Operational Efficiency in OTC Derivatives** conference comes at a pivotal time for this market. The conference will bring together high-level operational executives across asset classes to evaluate the new market landscape and how to navigate accordingly. Conference attendees will discuss a multitude of back office issues, including central clearing parties, consistency in derivative documentation, new paths toward automation and the effects pending regulatory reform will have on back office operations. By bringing together both buy and sell side participants, this two-day interactive event will help key market players develop all-encompassing solutions to challenges facing the back office.