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Neuberger Berman picks J.P. Morgan for custody administration

Neuberger Berman has selected J.P. Morgan to provide custodial and fund administration services to Australian unlisted unit trust assets.

This new mandate comes after J.P. Morgan helped to launch the NB Global Corporate Income Trust (NBI) in 2018.

J.P. Morgan is the largest overall provider of custodial services in the Australian custody market, providing a range of broader capabilities, including asset management, fixed income, equities, investment banking and treasury services.

Bryan Gray, head of sales and relationship management, securities services of Australia and New Zealand at J.P. Morgan, said: "J.P. Morgan is uniquely positioned to support global asset managers in the Australian market and we are delighted to expand our partnership with Neuberger Berman."

He added: "The depth of J.P. Morgan's servicing capabilities ensure we are well-equipped to support Neuberger Berman's business in Australia, and partner in their growth plans and future product launches following the success of NBI."

Matt Thompson, head of intermediary distribution at Neuberger Berman, commented: "Our recent announcement to offer new units in the NBI, along with our plans to launch several managed funds, demonstrates our commitment to the Australian marketplace."

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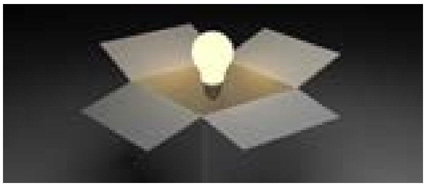

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Euroclear Sweden adds Danish krone to its exchange-traded products offering

Euroclear Sweden has added Danish krone to its exchange-traded products service offering. Euroclear Sweden now provides a service for issuance, settlement and payment of exchange-traded products in Danish krone, Euro and Swedish krona.

More than 95 percent of the issued volumes of exchange-traded products in the Swedish market are currently processed via Euroclear Sweden Plug & Clear.

Euroclear Sweden Plug & Clear is a straight-through processing solution for affiliation, issuing and de-registration of exchange-traded products such as warrants and standardised unit traded certificates.

The solution enables efficient processes throughout the product life cycle.

Michael Carty, CEO at Euroclear Sweden, commented: "We are excited to offer our clients the ability to issue and pay in Danish krone, Euro and Swedish krona. Our Nordic offering is available to all clients issuing exchange-traded products through our fully automated solution."

Hing Bank integrates J.P. Morgan's Interbank Information Network

Chong Hing Bank has selected J.P. Morgan's Interbank Information Network (IIN SM) to exchange payments-related information with other financial institutions, the first bank based in Hong Kong and the Asia Pacific to do so.

Developed by J.P. Morgan, IIN SM is a distributed peer-to-peer platform that minimises friction in the global payments process, enabling payments to reach beneficiaries faster and with fewer steps.

Chong Hing Bank is among more than 250 banks globally that have signed up to be part of IIN SM since the network's launch as a pilot in 2017.

Edward Chiu, executive vice president and COO at Chong Hing Bank, said: "As a fast-growing bank in Hong Kong and other cities in the Greater Bay Area, we have undergone significant digital transformation in recent years and will continue to add new technologies to create real value to our daily operations. We are excited to be the first bank in the Asia Pacific region to be connected to IIN SM and look forward to a closer partnership with J.P. Morgan on the implementation and exploring applications as part of the network to better serve our customers."

Kiat Seng Lim, global head of financial institutions group sales for treasury services at J.P. Morgan, commented: "We are pleased to have Chong Hing Bank connected to IIN SM and as more banks join the network, our clients will benefit from faster payment processes and less operational expense."

Opus Fund Services expands into Dublin

Opus Fund Services has launched one of its European fund administration businesses in Dublin, Ireland. This follows a comprehensive application process, resulting in authorisation by the Central Bank of Ireland under the Investment Intermediaries Act.

Opus is a client of IDA Ireland and was welcomed by Heather Humphreys, minister for business, enterprise and innovation.

Humphreys commented: "I am delighted that Opus has obtained Central Bank authorisation, which will see them open up their new European office in Dublin.'

"Ireland is now a major player in international financial services and we welcome leading international companies like Opus investing here. We have the skills and talent available to help them grow and I wish them well for the future."

Robin Bedford, global CEO of Opus, explained: "As we continue to scale our business, Ireland was the logical location of our European headquarters providing our existing clients with full access to the European Union."

He added: "Our proprietary technology-based administration platform has been embraced by the US market resulting in our rapid growth. We look forward to deploying this offering to the local Irish market."

Mary Buckley, executive director of IDA Ireland, said: "Ireland's offering as a leading International financial services hub within the EU continues to appeal to overseas investors looking to service their client base in this market. The international funds industry in Ireland is thriving with over €2.5 trillion domiciled here—the highest on record."

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Lazard AM adopts State Street's investment servicing platform

Lazard Asset Management (LAM) has formally registered intent to adopt State Street's front-to-back investment servicing platform.

LAM is currently a customer of State Street's middle and back office investment servicing solutions.

In addition, it relies on Charles River Development (CRD), which was acquired by State Street last year, for investment management solutions, such as data and analytics, to supplement institutional, wealth and alternative investment.

LAM will also adopt CRD's software-as-a-service solution for its equity and multi-asset clients.

Following the finalisation of agreements, LAM will be inducted onto the CRD Client Advisory Board, where it will have the opportunity to provide feedback and advice on the firm's strategic products and services.

Lou Maiuri, COO at State Street, said: "We are delighted with the prospect of LAM becoming a client of State Street's front-to-back investment servicing platform."

He added: "We have a long-standing relationship with the firm and believe the solutions we can provide will support their business needs. Today's announcement is evidence of the CRD acquisition enabling us to deepen and grow client relationships and deliver positive results for our shareholders."

Crestbridge sets up ManCo branch in London in light of Brexit

Crestbridge has established a branch of its Luxembourg Management Company (ManCo) in London to secure new opportunities post-Brexit.

The branch is intended to act as a point of contact for London fund managers making use of or exploring, the potential offered by an EU ManCo as part of their European market access strategy.

Crestbridge established its ManCo in Luxembourg in 2011 and was one of the first

firms to establish an alternative investment fund manager in early 2014, providing a third-party management company solution for managers of both UCITS and alternative investment funds with pan-European distribution needs.

Daniela Klasén-Martin, group head of management company services at Crestbridge, said: “Irrespective of when and how the UK exits the EU, it is almost inevitable that the position on cross border passporting of financial products between the UK and the EU will change, and many UK managers will ultimately need to identify alternative arrangements in the longer-term.”

She added: “We are in a strong position to provide solutions to fund managers regardless of how Brexit pans out, but we certainly see the Luxembourg ManCo specifically and greater cooperation between our London and Luxembourg offices as being absolutely central to supporting managers with their future structuring needs.”

Paul Windsor, managing director of Crestbridge’s London office and the branch manager, commented: “Through our new ManCo branch in London, our intention is to help the rising number of managers looking for a solution to the Brexit uncertainty understand the ManCo platform and the Luxembourg environment by offering a personable, easy access face-to-face service.”

EFG and AM-One launch multi-custody platform

EFG International has partnered with AM-One AG, a subsidiary of Expersoft Systems AG, to launch a new multi-custody platform that will aid with independent asset management.

The platform, which launches on 1 September 2019, will provide users with a multitude of management services, including client relationship, portfolio, reporting, compliance and risk, as well as access to EFG’s investment solutions service. Users are also expected to benefit from the platform’s provision of an automated custodian data feed.

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Volante to provide SEPA instant payments on Microsoft Azure

Volante Technologies is to provide end-to-end Single Euro Payments Area (SEPA) instant payments processing as an on-demand managed service on Microsoft Azure.

Volante’s SEPA Instant Payments as a service will provide all payment service providers certified access to the two principal pan-European schemes, EBA Clearing’s RT1 and European Central Bank (ECB) TARGET instant payment settlement (TIPS), through the SIAnet network.

Powered by VolPay, Volante’s Instant Payment service allows any market participant to send and receive instant payments through TIPS and RT1, an infrastructure solution for the processing of instant SEPA.

Domenico Scaffidi, director of business development at Volante Technologies, commented: “Demand from European institutions for rapid access to instant payments capabilities is on the rise.”

He added: “We are excited to be expanding our payment processing managed service with SEPA instant payments capabilities to meet this demand, and to be certified by SIAnet as a multi-network solution delivering more choice for our customers.”

Janet Lewis, vice president of worldwide financial services at Microsoft, said: “Volante’s cloud-based payments services provide significant benefits to clients, and we are delighted they have chosen Microsoft Azure to host their SEPA instant payments as a service.”

Giorgio Pradelli, CEO of EFG, said: “We are very pleased to collaborate with AM-One in order to introduce an integrated and tailor-made platform that will further complement our comprehensive service and product offering for our independent asset management clients.”

Philipp Bisang, CEO of Expersoft Systems AG, added: “We are proud that EFG is counting on AM-One’s expertise in intelligent technology solutions and integrated services for the asset management community.”

“We look forward to the launch of EFG’s new platform, which addresses the need for efficiency and agility in today’s market environment, and will allow independent asset managers to focus on their core business.”

Vermeg expands Asia Pacific reach

A Dutch bank, who remains anonymous, has adopted Vermeg’s AgileREPORTER solution.

The solution was developed by the banking and insurance software solutions provider to help firms with their regulatory reporting to the Monetary Authority of Singapore (MAS).

The AgileREPORTER solution assists with multi-jurisdictional reporting by providing a single data repository for banks.

This follows Vermeg’s expansion in Singapore in an effort to meet increased demand in the domicile as a result of MAS regulatory reform.

This new agreement will ensure Vermeg holds a market majority share within the region.

Vermeg’s general manager for the Asia Pacific (APAC), Joseph Kubeyka, said: “Increasingly, financial institutions want to work with a trusted and experienced vendor to ensure they meet the new and increasingly complex regulatory requirements. Vermeg’s established technology is highly beneficial to banks and financial institutions across APAC.”

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JSE launches new trading and clearing solution

The Johannesburg Stock Exchange (JSE) has formulated a new trading and clearing solution for equity and currency derivatives. JSE explained that the solution was designed to create “better integration and cross-market harmonisation” for its regulatory, trading and clearing markets.

Launch of the solution is expected to strengthen the JSE’s status as Africa’s largest multi-asset class stock exchange, as well as a “global market player”, in its provision of centralised risk management and clearing efficiency.

The JSE currently utilises the MilleniumIT trading platform for derivatives and cash bond markets, while clearing is integrated into Cinnober’s real-time solution.

Nicky Newton-King, CEO of the JSE, said: “The successful launch of what has been a multi-year project enables our products to trade on robust technology using world-class functionality and risk management techniques which we expect will enable our clients to lower their end to end cost of trading those products.”

“This has been a long journey and I want to express my gratitude to all our clients for their exceptional commitment to getting here with us.”

BOV Fund Services Limited, Malta's top fund administrator, provides highly competitive, cost-efficient turnkey fund set-up solutions. Other services provided to fund managers and fund promoters cover a comprehensive range of fund administration services including fund accounting, shareholder registry services, regulatory reporting and corporate services amongst others.

Other ancillary services include a full package of back office services that enable our clients to comply with international regulations as well as best market practices.

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"Our expanding regional presence, leading solution and strong delivery capabilities have led banks to partner with Vermeg in their regulatory reporting journey."

Nimoh Mohankumar, managing director, sales, APAC, commented: "AgileREPORTER has out-of-the-box coverage for multiple jurisdictions globally."

"Our ability to understand our customers' data, deep domain expertise and robust scalable solution are the key reasons that banks trust Vermeg for their regulatory reporting."

inSPire launches first centralised utility to mutualise due diligence costs

Delta Capita's structured products service offering, inSPire, has launched inSPire Due Diligence, a utility focused on the know-your-distributor due diligence process. The utility, which is now live, has been designed to minimise the resource impact on both issuers and distributors.

The utility offers a shared centralised resource to facilitate the flow of due diligence information between distributors and permissioned issuers.

inSPire Due Diligence provides a centralised team of structured product specialists who collect, produce and monitor the due diligence data on behalf of participating structured product issuers, mutualising the benefits of a centralised industry solution.

inSPire Due Diligence has also agreed on a common standard for due diligence questionnaires (DDQs). The utility also eliminates the unnecessary duplication of DDQ design, production and monitoring.

The launch of inSPire Due Diligence comes after the launch of inSPire Direct, an end-to-end structured product issuance platform.

Mark Aldous, managing director of inSPire, said: "This new utility represents part of a much wider vision to use our track record as trusted structured products experts to bring the market together, creating common standards, mutualising costs and generating efficiencies."

Joe Channer, CEO of Delta Capita, commented: "This is another example of inSPire bringing together the industry with an exciting new initiative for the mutual benefit of all participants".

"inSPire's Due Diligence service will deliver significant efficiencies and cost reductions to the market at a time when it is most needed."

Wells Fargo launches prime trade services

Wells Fargo Corporate and Investment Banking has launched a prime trade services group to give clients customised outsourced and agency trading solutions.

The group, coupled with the Wells Fargo prime services platform, will offer alternative and traditional investment managers a team of experienced traders who will act as an extension of their clients' investment teams.

It will provide clients access to Wells Fargo prime services resources and access to Wells Fargo's innovative Compass and Sharp technology platforms, which provide comprehensive risk management, reporting solutions and metrics.

The suite of technology and trading products available to prime trade services clients include outsourced trading, technology-driven portfolio management, broad trade execution capabilities in an open trading architecture, and integrated commission management solutions.

According to Wells Fargo, these solutions allow Wells Fargo's clients to focus on high-value, alpha-generating activities and convert the fixed costs and burdens of managing technology and people to a more efficient and capable, variable cost solution.

Jud Howson, head of prime trade services at Wells Fargo, said: "Wells Fargo has a deep history of providing custom-tailored trading solutions for more than 15 years. This is the natural progression for our platform, as we look to bring the breadth and depth of our bank to our clients, and an exciting time in our industry to further invest in these capabilities."

`DZ BANK Group has selected Itiviti's OMS for speed and connectivity

DZ BANK Group has selected Itiviti's multi-asset order management system (OMS) to support an increase in customer demand as well as speed and connectivity to different markets and brokers.

The OMS/execution management systems (EMS) provide standardised order handling functionalities for multiple asset classes including cash equities, futures and options, mutual funds.

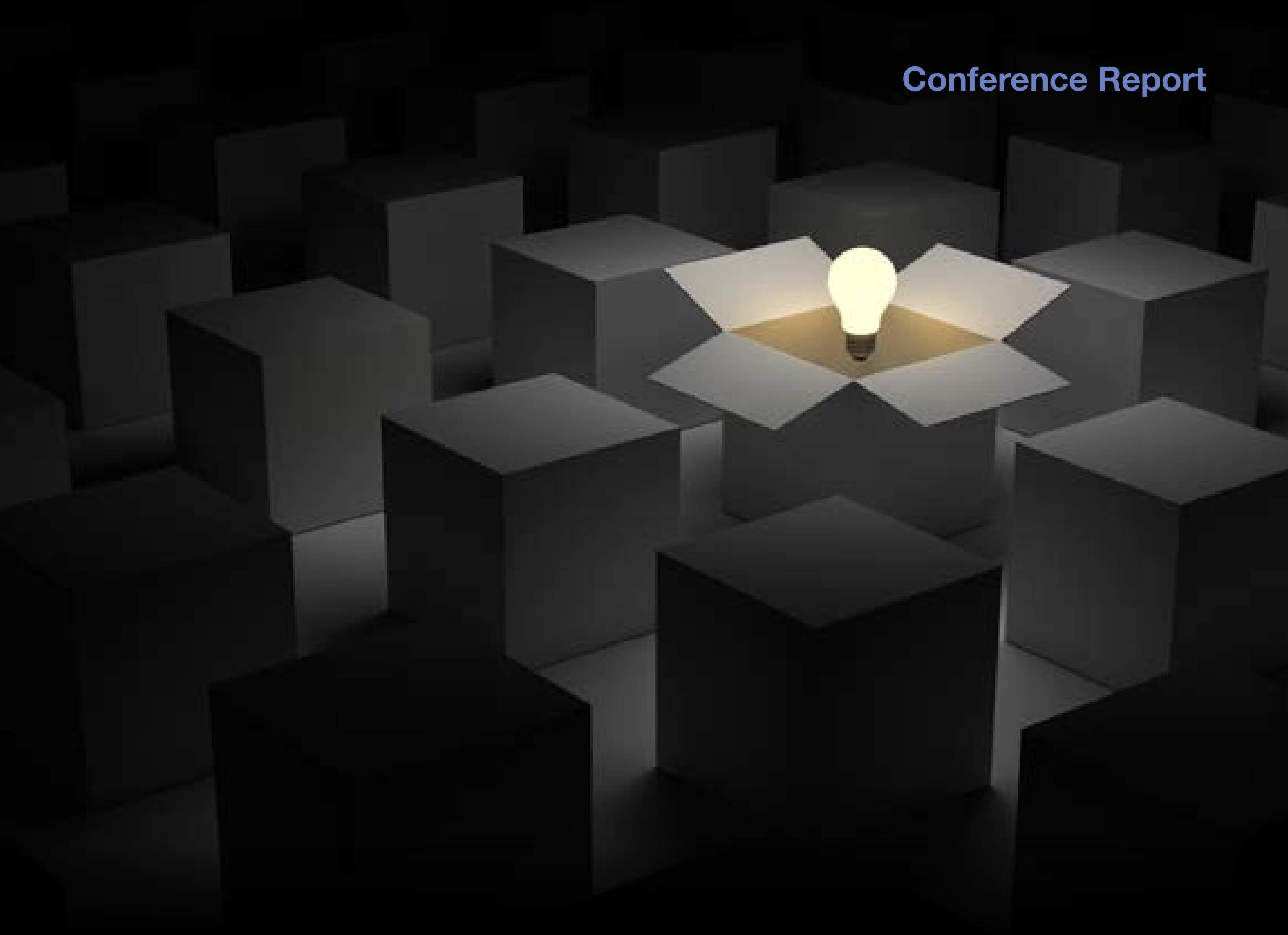
The OMS can quickly onboard clients, manage orders in real-time through a shared order book, route execution to any venue, customise commission schemes and automate post-trade tasks to secure bookings and regulatory compliance.

Itiviti's OMS supplies access to cross-asset orders from a global network of customers and is easily integrated with third-party systems to ensure fast and reliable executions.

Vincent Lemaire, Europe, the Middle East and Africa president for agency trading at Itivitti, said: "This is another successful milestone for Itiviti in moving customers from legacy providers in the execution market.

We have become the default migration path for sell-side execution OMS clients following the announcement from Bloomberg, and we see this as a great opportunity to help our customers who now find themselves looking for an alternative solution."

Frank Tüffers, head of integrated execution services at DZ PRIVATBANK, commented: "We welcome the opportunity to build on our relationship with Itiviti as their solution provides the full customisation, performance and global outreach we value as an opportunity for growth."



Thinking outside the box

While AI was the main talking point of The Network Forum, collaboration and open source development were also a big hit

Maddie Saghir reports

This year's Network Forum took place in Athens where more than 450 custody and post-trade members discussed a number of topics including consolidation and collaboration, data, and technologies such as artificial intelligence (AI) and machine learning (ML).

AI was a particularly hot topic and was discussed in several panels, however, during a presentation Virginie O'Shea, research director, Aite Group, argued that while the industry has been talking about AI, it should really be discussing topics such as open source development.

O'Shea explained: "Looking at the maturity of open source adoption, it is just as important to the industry as any other technology words that we have been talking about."

She advised the industry to look at and think about what is going on in this space and noted that many in the market are consuming open source but not necessarily giving it back.

According to O'Shea, open source and the community are helping firms to find and attract experienced technology talent "uber engineers".

She said: "To be really effective, digital transformation has to be really boring—small problems need to be solved. It is about innovation but with a defiant change agenda and trying to push through change. It is assumed that technology will change problems but, unfortunately, it doesn't solve much at all."

The topic of governance was also discussed, and O'Shea explained that, without proper governance, management level visibility of the

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benefits and hence buy-in to projects beyond limited areas can be hard to attain. Additionally, a lack of consistency in approach across business units can mean wasted resources and efforts as a result of lack of proper governance management level visibility.

In addition, the operational risk and legal risk around intellectual property can be increased. She also noted that technology due diligence work requires specialist understanding and metrics to measure success and prove to clients and business stakeholders is currently missing.

Later during the conference, a poll asking delegates which technology is being deployed the most found that just 12 percent are deploying AI over other technologies. Findings from the survey suggested that some 14 percent are deploying ML the most, 11 percent were unsure what their organisations are deploying, while some 61 percent are deploying robotic process automation (RPA) the most.

Ralph Achkar, managing director, State Street, commented: “RPA doesn’t necessarily fix broken processes and it is not always intelligent. ML is about computers learning from the data, while cognitive computing is a form of AI exhibiting human behaviour.”

He continued: “We, like other participants in this industry, have legacy systems today leading to silos of databases and processes requiring manual intervention; this is an area where we have leveraged RPA to bring all this information together.”

“There is a significant investment going into AI. We are working on components to accelerate additional AI cases, there is a large focus to obtain a unified data set and a having flexible architecture across the organisation. Beyond technology, we are also focusing on a second pillar, which is talent.”

Commenting on how AI remains fit for purpose over time, one panellist said the industry needs to make sure that there is an environment for AI and we need to understand what it is and what it isn’t, and what its capabilities are.

Edwin De Pauw, head of data services and innovation, Euroclear, commented: “When we use AI to optimise existing processes, we aim for a return on investment of maximum 12 months. If not, we prefer to focus on re-designing the end-to-end process.”

Another panellist added: “We [the industry] need to make sure that there is an in-house talent. There needs to be governance around AI or it will only exaggerate problems that we already have. You always need to keep the client impact in mind.”

In agreement, Achkar explained: “We need to keep some sort of control to ensure proper governance and watch out for situations where computers are managing computers. The industry has enough talent but the question is how do we attract them to the financial industry and then how do you attract them to your organisation? This is where culture becomes super important within organisations. You can find talent anywhere the trick is attracting them. And after you get them on board you need to think about how you will retain them.”

AI continued to be discussed in another panel which focused on data and digital solutions. In terms of how technologies such as AI and ML can help with coping with the abundance of data, one panellist highlighted they are both “completely useless” without good data and the quality of the data is what is really important.

This was echoed by another speaker on the panel who noted that AI doesn’t require knowing or understanding the data, it just requires the data to be knowable.

Meanwhile, during a separate panel, speakers discussed regulation with one panellist, Ryan Marsh, director, customer and clearing global product development manager, Citi, noting that regulation is both a help and a hindrance.

The moderator asked the panel if regulation could be looked at as a double-edged sword, and in response, Marsh said: “New regulation tends to bring opportunities and challenges. Looking back on the first Financial Instruments Directive (MiFID I) for example it fostered competition and created a huge—mostly positive—change through trading and clearing and the associated business.”

Marsh explained: “Regulators needs to keep up with new trends as the industry evolves. While regulation is always well intended—at times it can also slow down the adoption of new trends and changes that are much needed for the industry’s future.”

Mike Clarke, director, Deutsche Bank, affirmed: “Not only does regulation need to keep up, but we also need to keep up. The combination of regulation which limits the number of providers that can create a ledger is quite a costly piece.”

“Also adapting a market to this change is an incredibly hard thing to do in a short time. The drivers are very common and they include efficiency and enhanced client experience. That is what we have to do right now and we can’t wait. We need to deliver things in a more Amazon-like way, it needs to be quick so that we are not waiting two days to deliver securities.”

Clarke continued: “We are in a world where we are under constant cost pressures. The pressure on fees is on all of us but there is still an expectation that risk coverage is there and people need to be prepared to change how we price and how we change the cost model to the end investors. People are willing to pay for quality and value.”

The panel also talked about collaboration in the industry and Clarke cited: “We should collaborate on commodity and compete on value-added services. Across the value chain, we are competitors and it is sometimes difficult to take that collaboration and put it into execution. It's about solving the right problems and delivering them in the right way."

He added: "You have to be focused on value for clients. We focus on making sure we can deliver today, which includes making our systems more robust, training our people, and making sure that we're aware of the risks going on in our markets."

Regulation was also a topic of interest at the event. An audience poll found that more than 70 percent of participants said they do not yet completely understand the impacts on their business and also feel unprepared to respect the closest deadlines of the Central Securities Depositories Regulation (CSDR) compliance.

One panellist stated: "The industry has around one to five years to comply with the settlement discipline regime. Given the number of matters that need to be implemented, and that the authorities are still working on the final details in the form of a Q&A, this time is a scarce resource. CSD participants need to quickly catch up with their understanding of requirements and start implementing as soon as possible."

Meanwhile, another panellist discussed consolidation within the industry. A survey, taken at the conference, found that only 5 percent could see the consolidation of custodians as inevitable within the next 12 months.

Some 12 percent of the audience at the conference said they thought that the consolidation of custodians was unlikely to happen. However, 39 percent said within the next 12 months to five years there would be consolidation, while 44 percent said it would happen within the next five years to 10 years.

One speaker suggested the word 'consolidation' is "fearful" and the industry should use words such as collaboration and partnership to see a greater change.

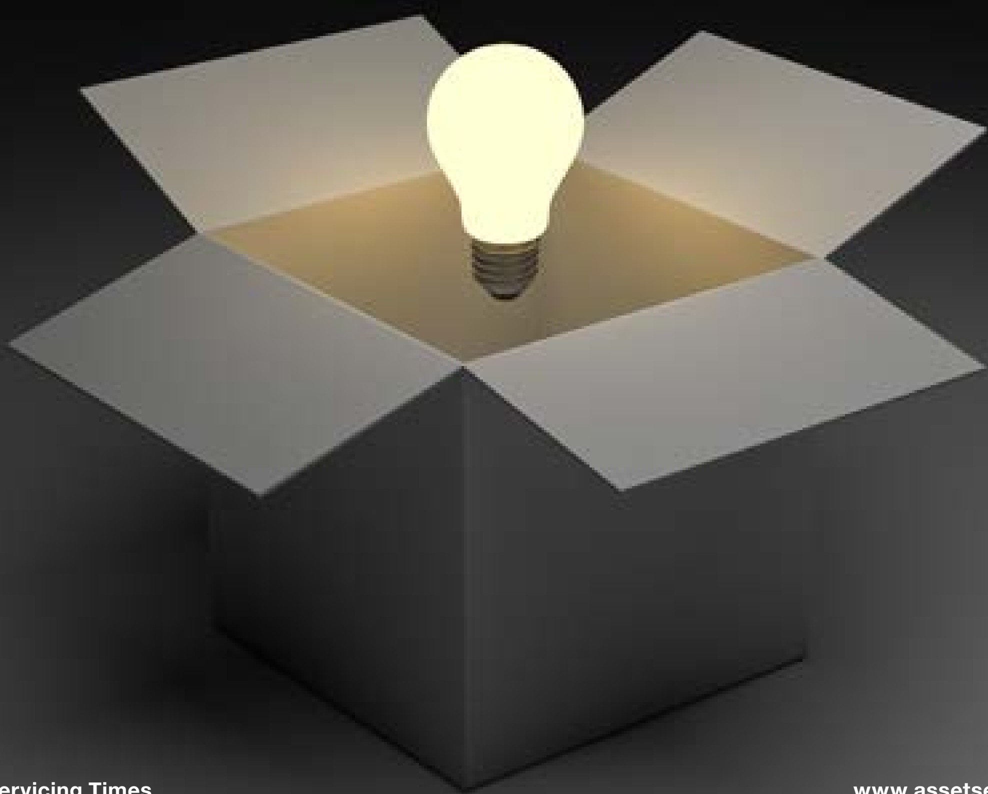
Additionally, the audience was asked where they would like to see more consolidation.

Over half of those surveyed wanted to see more collaboration in market infrastructure.

Other areas included custodians (9 percent) and vendors (8 percent), while 17 percent said no more consolidation was needed. Commenting on the results, one panellist said: "Last year we saw that consolidation was ongoing.

This is because we are constantly talking about topics like regional providers, choosing a new provider, risk management, know your customer, etc. There are so many things that need to be considered, which is why consolidation is ongoing.

Banks try not to have too many relationships as it is getting more complicated all around."



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Post trade is paramount

Gernot Schmidt, product manager for regulatory solutions at SimCorp, discusses the importance of having a successful, transparent post-trade programme and highlights how firms can achieve both low-risk and low-cost post trading

How important is it for firms to have a successful, transparent post-trade programme, especially post-financial crisis? Can a firm survive without one?

Robust and comprehensive post-trade reporting processes are clearly becoming more business critical for investment firms. Since post-trade reporting is a daily activity, it requires a sound and scalable operational setup, otherwise it's not possible to provide regulators with the required range of information, in high quality and in a timely manner, day after day.

The regulatory texts for reporting regimes, such as Markets in Financial Instruments Regulation (MiFIR) and the upcoming Securities Financing Transactions Regulation (SFTR), very clearly define that investment firms are responsible for continuously monitoring reporting quality, identify and resolve issues, and adapt data management and reporting processes, in order to comply with the latest changes to the technical implementation of the reporting regimes.

Last month the Financial Conduct Authority (FCA) levied substantial fines under the second Markets in Financial Instruments Directive (MiFID) transaction reporting regime to UBS and Goldman Sachs. Together with other FCA commentary about the enforcement of the second Markets in Financial Instruments Directive (MiFID II) requirements, this shows that post-trade reporting quality is monitored closely by regulators and firms are expected to comply.

Looking at the recent fines issued by FCA, it becomes clear that even small or medium-sized investment firms can easily face large fines if found to be reporting wrongly over a prolonged period of time.

How have regulators helped/guided firms to achieve better post-trade services? What else could they be doing?

Naturally, complex reporting regimes like MiFIR and SFTR create countless questions about the operational and technical practicalities of daily reporting. The regulator, specifically European Securities and Markets Authority (ESMA), has provided extensive Level 3 texts for MiFIR to address many questions by the industry.

Unfortunately, the European legislative process often prevents that these detailed Level 3 texts are available early since they can't be published before the Level 2 texts. But it's fair to say that the industry as a whole has learned how to engage better with the regulators, either individually or through relevant industry associations.

And there seems to be a better understanding by the regulators of the operational and technical complexities associated with building compliance for post-trade reporting regimes. Still, earlier visibility of implementation guidelines would help all involved parties.

What opportunities/challenges does a good level of post-trade transparency bring for the industry as a whole?

Typically, regulatory post-trade reporting draws on many data points that become available as part of the normal post-trade processing and trade enrichment at an investment firm. Hence, it's important that post-trade reporting processes are an integrated part of the wider post-trade operations set up at any firm.

Otherwise, data will be processed inconsistently and changes to operational data flows will not be reflected in the regulatory reporting flow, and vice versa. But this dependency shows that implementation of good and robust regulatory reporting processes can lead to improved operational processes in general.

How can firms achieve low-risk and low-cost post-trading, especially within Europe and the US, while still meeting the relevant regulations?

With SFTR go-live in April 2020, the triangle of European transaction reporting regimes (after EMIR and MiFIR) will be complete. Despite their differences, these regimes establish similar operational concepts and data requirements, giving firms an opportunity to leverage synergies on an operational level.

At the very least firms should use the same technology stack for complying with these three regimes. Ideally, firms can establish operational processes that leverage existing post-trade operations teams, rather than having segregated teams for operations and regulatory reporting.

Cloud full-service solutions will play a pivotal role in helping firms to achieve a low total cost of ownership for regulatory reporting. Each new regulation requires a significant upfront investment to adapt in-house systems and processes to comply with the new regulatory rules. At the same time, the technical details of each regulatory regime changes frequently. For example, under EMIR there is a relevant technical change every four to eight weeks, due to new guidance from ESMA or additional validation requirements implemented by trade repositories.

Unless investment firms keep deep and expensive regulatory expertise in-house, it is impossible to digest this information and update systems and processes in a timely manner. Dedicated cloud full-service solutions allow firms to subscribe to an 'always compliant' regulatory solution.

The solution vendor takes ownership of defining, operating, updating, and testing the regulatory reporting solution. This subscription model to regulatory compliance is becoming more and more accepted by firms, but also by the regulators.

SimCorp, for instance, has developed a cloud-based SFTR Solution for its clients, to provide simplified implementation ahead of the 2020 deadline, with on-going regulatory guidance.

The solution, which is integrated to SimCorp Dimension's Investment Book of Record (IBOR) delivers the buy side, automation of daily report processes, validation of trade data against the regulatory rule set and a consistent overview across all business processes, to achieve reporting quality close to 100 percent.

Do you think the level of innovation within post-trade is where it should be?

I agree that many firms still haven't tackled the challenge of technological innovation. One reason is that the technology platform for many in the investment industry is still based on best-of-breed architectures and legacy components that are insufficiently integrated with each other.

This makes technological innovation difficult and hampers the adoption of modern technology for tackling the many challenges with regulatory reporting. That said, regulations such as SFTR can trigger productive and constructive change, including competitive advantage, which may create further interest in the market.

For example, taking a consolidated approach (rather a patchwork approach) to regulations can make all the difference. For one, it enables firms to pool data and use a centralised investment book of record both for processing and reporting.

This increased organisational transparency can also be leveraged in business workflows around securities financing, be it optimisation of collateral or cross collateralisation between over the counters and securities financing transactions (if you clear them on the same central counterparties). That's something that can make a significant and positive impact on your bottom line.


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Comings and goings at the ECB, REGIS-TR and more

The executive board of the European Central Bank (ECB) has appointed Ulrich Bindseil as director general of market infrastructure and payments, effective November this year.

In his new role, he will replace Marc Bayle who is leaving ECB to take up a position in the private sector.

Currently, Bindseil serves as director general market operations, a post he has held since May 2012. He also served as deputy director general of the same directorate general from September 2009 and prior to that headed the ECB's risk management division.

Bindseil started working in the field of central banking in 1994 in the economics department of the Deutsche Bundesbank.

REGIS-TR has appointed Thomas Steimann as new CEO, effective immediately.

Steimann succeeds Elena Carnicero who became CEO in 2014. Previously, Steimann served at Iberclear, the Spanish Central Securities Depository and at BME Subsidiary, where he was an external advisor for strategic projects in the area of domestic and cross-border post-trade securities services. Between 1998 and 2017, he served at Deutsche Bank in Madrid, initially with responsibility for non-resident institutional clients' securities clearing and custody activity in the Spanish market.

He also served as head of securities clearing and custody and depository bank services at Deutsche Bank from 2006 to 2017.

Philip Brown, chairman of the board at REGIS-TR, commented: "We are pleased to announce the appointment of Thomas Steimann as new CEO.

He has many years of experience in the regulatory environment."

He added: "Our business has grown and thrived under Elena Carnicero's leadership, and we are grateful to her for her contribution towards building the REGIS-TR franchise. We wish her every success in her next role."

Ocorian has appointed Graham Dew and Yves Cheret to its fund administration and depositary market team.

Dew has been appointed as head of depositary services and will lead and shape Ocorian's new depositary service offer.

Previously, Dew has held senior positions at Ermitage, Rothschilds, Fortis, J.P. Morgan and Vistra.

Cheret has been appointed as executive director of fund administration service in Luxembourg.

Cheret has worked in the alternative investments industry for more than 10 years and has knowledge of private equity, real estate and venture capital.

Both Dew and Cheret will report to Jean-Marie Bettinger, country head of Luxembourg and Netherlands.

Commenting on his new role, Dew said: "I'm excited to join Ocorian and to drive and build out its depositary service. Ocorian is committed to growing a robust and responsive fund service offer for the Luxembourg market, and a localised depositary service is central to that."

Cheret commented: "I was very impressed by Ocorian's fund service offer but especially its technology solution, which is very different to anything else available in the market. They've also got a great book of business which I think has enormous potential for expansion."

Bettinger said: "This is an exciting time for our business. We are building an impressive portfolio of services and an experienced and professional team to deliver them in what is attractive, but still a complex market."

The Citco Group has launched Citco Institutional Services, an investment record keeping and reporting team to be headed by Nick Eisenlau.

Eisenlau, who will lead the development of the business, most recently served as Citco's head of strategy and analytics, where he led the development and rollout of CitcoOne, the asset servicing web data analytics and visualisation platform.

CIS will work closely with Citco's core operations teams, leveraging asset processing capabilities while offering new services optimised for pensions, endowments, outsourced chief investment officers and family offices.

CIS will offer verification of fund fees, across both open-end and closed-end fund charges, including management, incentive and carry structures as well as delivery of standardised reports.

CIS will also provide a performance book of record so that investors can capture full transparency on their investments, as well as outsourcing services for alternatives data capture and quality control to meet the growing complexity of multi-asset portfolios.

CIS' performance reporting can be tiered based on client needs, including data services to other applications, reporting dashboards or interactive user analysis tools.

Roald Smeets, president of Citco, said: "Citco has serviced investor assets for 75 years. Institutional Services is a natural evolution of our core administration capabilities and will broaden our relationship with investors across the globe. We are thrilled to have such an experienced talent as Nick Eisenlau to drive the build-out of this offering."

SS&C has appointed an industry veteran from Apex as head of fund administration for SS&C Fund Services Bermuda Ltd.

SS&C has appointed Ken Mahadeo as head of fund administration for SS&C Fund Services Bermuda Ltd.

In his new role, Mahadeo will lead an experienced team based out of the Bermuda office. He will report to Henry Toy, managing director, SS&C GlobeOp.

Most recently, he served at Apex Fund Services where he was responsible for business development, operations management and overseeing regulatory and compliance functions.

SANNE has appointed David Fowler as country head of Singapore, effective immediately.

Fowler will be responsible for continuing to drive SANNE's alternatives and corporate offering in Singapore and across the region.

Fowler joins SANNE from PwC Singapore where he was a director for PwC's venture hub.

At PwC, Fowler was responsible for leading the formation of a new business unit, overseeing all venture capital engagements with oversight of strategy, delivery quality and financial reporting.

Based in SANNE's Singapore office, Fowler will take over the role from Valérie Mantot.

Mantot has been appointed head of business development for the Asia Pacific (APAC) and Mauritius.

Mantot will be responsible for exploring new strategic business development opportunities throughout each of the seven locations SANNE operate in to raise brand profile across Asia including India, Dubai and Mauritius.

Jing Jing Qian, managing director of SANNE's APAC business, commented: "We have ambitious plans for our APAC business and there is much to deliver in 2019 and beyond. I look forward to working closely with David Fowler. His background in private equity and venture capital will be a great asset in helping SANNE deliver its future development and regional growth."

Commenting on his new role, Fowler said: "SANNE is uniquely positioned in that it offers high-quality products across 18 global office networks. I look forward to building equity into the brand in Singapore and working with the wider APAC business leaders to deliver a compelling product proposition while ensuring our client service delivery remains of a high-quality standard."

Upcoming Events

GAIM

2-3 July 2019

GAIM

London, UK

finance.knect365.com

InvestOps by tradetech

17-19 September 2019

Invest Ops Europe

London, UK

finance.knect365.com

sibos

23-26 September 2019

SIBOS 2019

London, UK

www.sibos.com

26-27 September 2019

International Collateral Management Forum

Vienna. Austria

ict-solutions-hu.com