



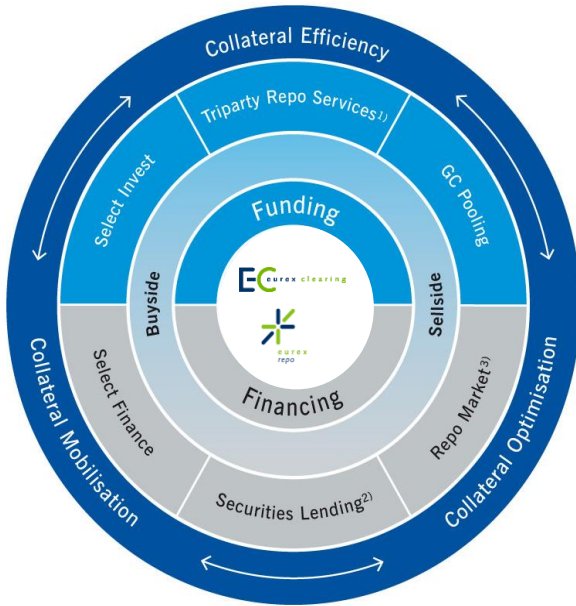
# Eurex Partnership Program

## Expansion to the Repo Segment

January 2019



# The Eurex repo services are fully integrated into the Euro denominated product suite across trading and clearing



1) Including eTriParty  
 2) CCP & uncleared, Agency & Principal  
 3) Baskets / single ISINs

As „Home of the Euro“ Eurex focuses on dealing efficiencies across Euro denominated products in Fixed Income, Funding and Financing

<b>EURO F&amp;O</b>	Bund/Bobl/Schatz	<input checked="" type="checkbox"/>	Repo – GC Pooling	<input checked="" type="checkbox"/>
	OAT	<input checked="" type="checkbox"/>	EUR OTC IRD/Inflation	<input checked="" type="checkbox"/>
	BTP	<input checked="" type="checkbox"/>	Repo – Special/GC/Buyside	<input checked="" type="checkbox"/>
	Bono	<input checked="" type="checkbox"/>	OTC FX	

**Eurex Partnership Program**

**REPO**

**Eurex Repo** operates three markets for secured funding and financing with direct connection to Eurex Clearing: GC Pooling, Repo and SecLend

**Eurex Clearing AG** is the only fully integrated QCCP maximising capital, margin and collateral efficiencies across instruments

**The Eurex Partnership Program**

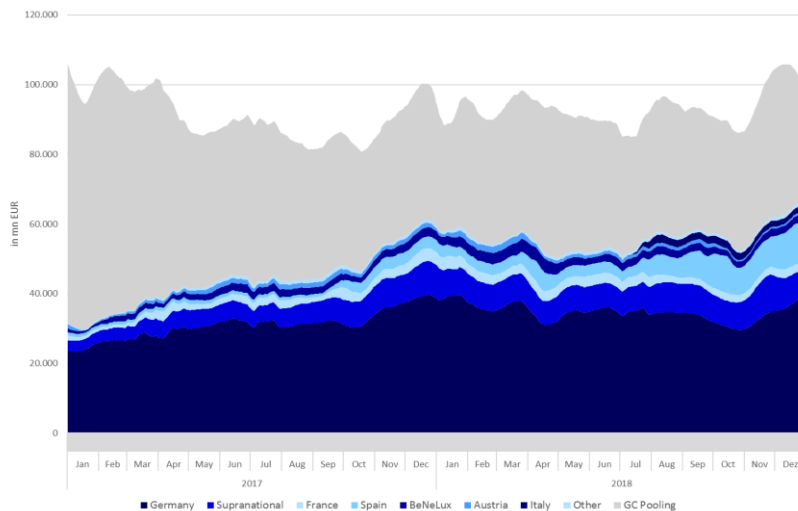
Eurex kicked-off the second phase of the Partnership Program and expand the Program to the **Special and GC Repo segment as well as the Dealer to Client segment<sup>1</sup> for both trading and clearing.**

<sup>1</sup> ISA Direct business incl. GC Pooling

# Existing volumes and membership base provides a strong basis to accelerate further growth

## Eurex Repo Market: 26% increase of average Special/GC Outstanding Volume (YoY 2018)

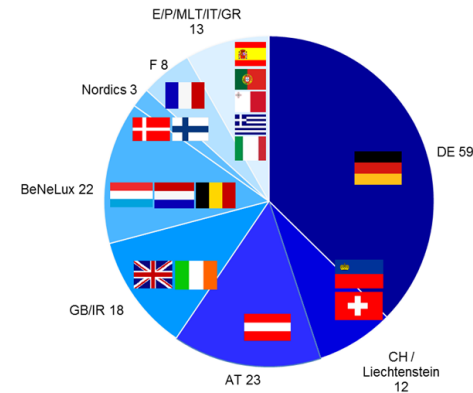
- Volume growth in the Eurex Special and GC segment is driven by:
  - Significant increase in Special Repo activity; in particular increased liquidity for German Bunds
  - Increase in number of active participants
- **Average outstanding volume of around EUR 56 bn**



\*Other: Ireland, United Kingdom and Nordics

20 day moving average/single counted

## Well diversified membership across Europe



Total: 158 Participants\*  
Thereof: 142 GC Pooling and 142 Repo Market

- Credit institutions
- Central banks e.g. Deutsche Bundesbank
- Finance Agencies e.g. Dutch Finance Agency
- German regional countries
- Supranational organizations e.g. European Investment Bank (EIB)
- Corporates and Insurance Companies

\* See current Eurex Repo interbank participant list on:  
[http://www.eurexrepo.com/blob/136550/5cc0dad6e9c38337d5a64e79d805c222/data/Participant\\_list\\_Repo\\_at\\_d\\_GCP\\_and\\_SecLend.pdf](http://www.eurexrepo.com/blob/136550/5cc0dad6e9c38337d5a64e79d805c222/data/Participant_list_Repo_at_d_GCP_and_SecLend.pdf).

All Select Invest participants have access to GC Pooling. Current membership list on  
<http://www.eurexrepo.com/repo-en/buyside-services/select-invest>

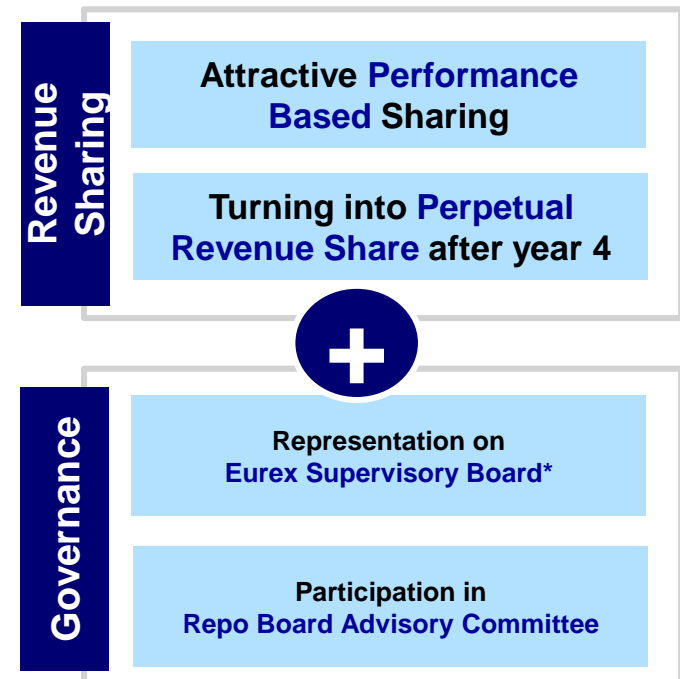
# This industry partnership program is designed to benefit the broader repo market

All Members and disclosed Clients of Eurex Repo and Eurex Clearing are eligible to participate in the Partnership Program

## Program designed to deliver benefits for all clients

- **Price transparency and liquid order book** for Repo participants of Eurex
- Choice of **execution** between different trading venues
- Innovative **direct buy-side access** models reduce capital requirements and **enabling cleared Dealer-to-Client trading**
- Capital and balance sheet optimisation through **industry leading compression and balance sheet netting capabilities**
- Broad eligible **collateral spectrum reduces funding costs and liquidity needs**

## Direct rewards to 10 most active participants...



\* Assigned based on cumulated performance across all Growth Products

# 25 Major market participants supporting the extension of the Program to Repo



“J.P. Morgan has been an early supporter and design partner for the OTC interest rate derivatives clearing segment of the Partnership Program. We welcome the planned extension of this successful program which is aimed at broadening market participants’ clearing options for the new asset classes and increasing resiliency.”

Charles Bristow, Co-Head of Global Rates Trading, J.P. Morgan

J.P.Morgan

“The extension of the Partnership Program further enhances choice and innovation in the marketplace. Market participants now can tap the full benefits of Eurex Clearing’s integrated value proposition across fixed income derivatives, Repo and FX markets.”

Erik Mueller, CEO Eurex Clearing

EC eurex clearing

# Market participants value the additional alternative to clear EUR-denominated Repos...

“With this initiative, Eurex Repo together with Eurex Clearing offers us an alternative for clearing European government bonds and in particular Bund-Repos via Eurex Clearing. Furthermore, it helps to manage our balance sheet with more netting opportunities.”

**Lars Stridde**, Head of Securities Financing at **LBBW**



“The new enhancements to Eurex Repo aim to increase the balance sheet netting opportunities and optimize margin requirements for Clearing Members. As one of the first members of the Eurex Clearing Partnership Program, we welcome this initiative and the exciting development for the industry.”

**Nicola Danese**, Head of EMEA FI financing at **J.P. Morgan**

**J.P.Morgan**

“The Financial Market Association AEFMA Germany welcomes the extension of Eurex’s Partnership Program to Repo. The increased liquidity in German Bunds is very important for the EUR-Repo Market, given the need for an alternative central clearer within the EU 27.”

**Michael Schneider**, Chairman of the Allied European Financial Markets Association (AEFMA) Germany

“Continued high demand for HQLA collateral combined with a concentration of settlement in Europe requires strong sources of market liquidity. The linkage between custody, triparty, CCP and electronic trading are key to achieve this high degree of market efficiency. Commerzbank as a key driver of digital innovation joint the Eurex Partnership Program Repo in order to ensure operational readiness towards the next level of Liquidity/HQLA management.”

**Inga Johal**, Head of Group Treasury at **Commerzbank**

**COMMERZBANK**

## ...as well as new product enhancements and additional balance sheet netting opportunities

“As a design partner of the Eurex Partnership Program, we highly appreciate the inclusion of Repo as it offers us an additional alternative to clear our EUR-denominated Repos.”

**Peter Fejfer Nielsen**, Head of EMEA Finance Desk at Citigroup



“As one of the leading Repo and Securities Lending houses in Germany, we welcome Eurex’s Partnership Program to offer an alternative solution for trading and clearing of our EUR-denominated Repos within the EU27.”

**Michael Cyrus**, Head of Collateral Trading and FX at DekaBank



“We do all we can to support our customers to ensure a smooth transition to a post Brexit world. Therefore, we are very pleased that the extension of our Partnership Program to the Repo segment meets the market needs and we thank all our design partners.”

**Matthias Graulich**, Member of the Eurex Clearing Executive Board



“The extension of the Eurex Partnership Program to Repo is a logical step for Eurex Clearing to complete the value proposition for interest rate products. DZ Bank AG as a longstanding client of Eurex Repo is therefore very pleased to be involved and be a partner in this initiative too!”

**Oliver Deutscher**, Head of Money Market and Repo Trading at DZ Bank AG

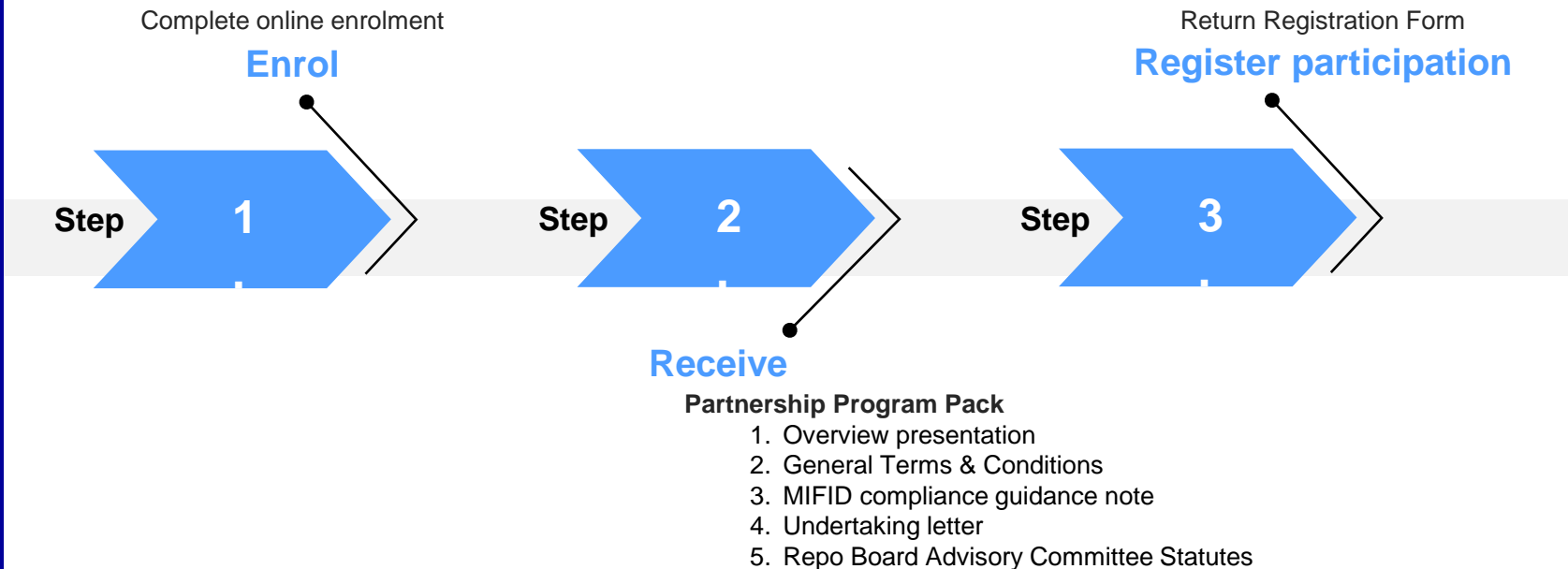


# Register for the Program<sup>1</sup>

## Milestones

- Registration: open on 30 October 2018
- Early registration deadline: 30 November 2018
- Continuous monthly performance measuring: starting on 1 February 2019

## Registration process



**Lean Program Expansion: As existing member of the Eurex Clearing Partnership Program you can extend your existing relationship to a new asset class by signing only one additional legal document (additional Annex)**

<sup>1</sup> <http://www.eurexclearing.com/clearing-en/markets-services/partnership-program-repo>





Eurex Exchange / European Energy Exchange / Eurex Clearing / Eurex Bonds / Eurex Repo



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