



## Building Competitive Advantage Choosing the Suitable Technology Solution



**Trayport**

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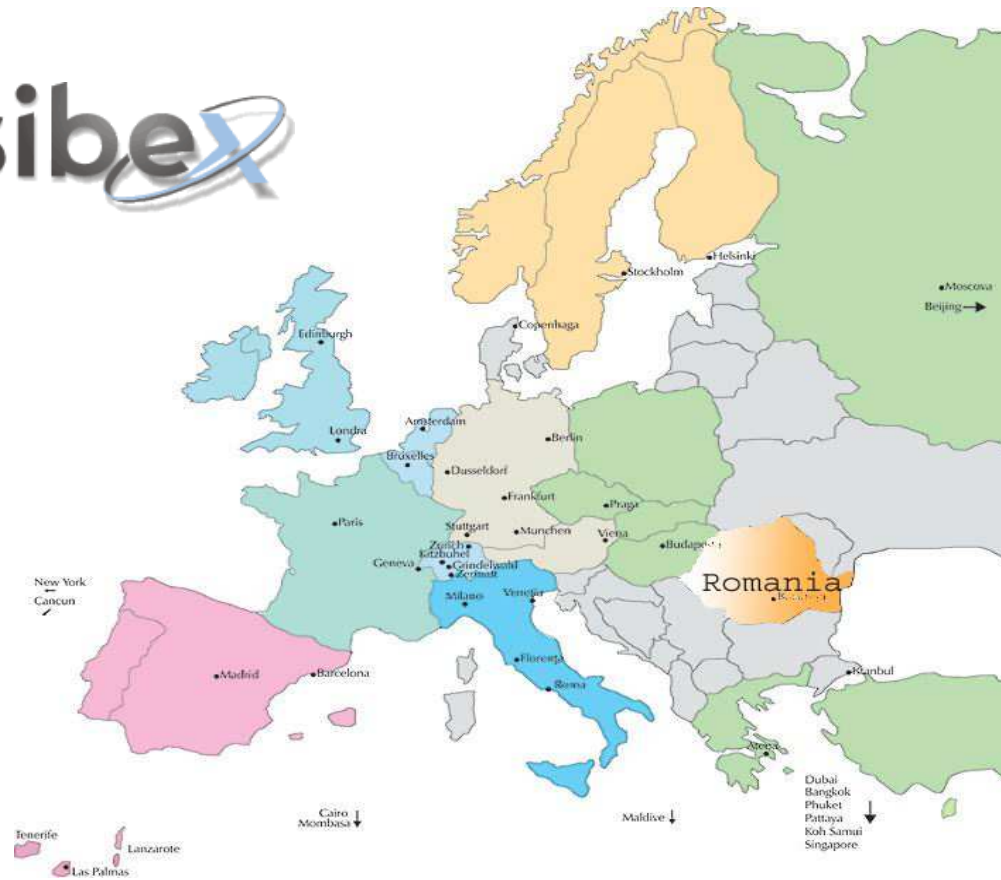
# Sibiu





# SIBEX

Sibiu Monetary Financial and Commodities Exchange





**SIBEX**

Sibiu Monetary Financial and Commodities Exchange



## **Sibex - Sibiu Exchange**

Derivatives Exchange located in Sibiu, a medium sized city in the South Transilvania Region of Romania

Particularity – the company was set up in 1994 as the result of a 100% private initiative. Note that the majority of the exchanges in Central and Eastern European countries have been set up by the government.



**SIBEX**

**Sibiu Monetary Financial and Commodities Exchange**



**1994** Exchange founded, initially for trading commodities in the spot market.  
There were 15 commodities exchanges in Romania.

**1997** Launches derivatives market (index and currency futures contracts).  
3 other local commodities exchanges launch currency derivatives.

**1998** Romanian Clearing House was set up as a separate entity  
(used to be a department within the Exchange).  
First options contract (having futures contracts as underlying)



**SIBEX**

**Sibiu Monetary Financial and Commodities Exchange**



**2000** Fully electronic exchange replacing open outcry trading

First single stock futures launched.

Electronic trading software built in-house (trading, clearing and risk-valuation modules being integrated in a single application)

**2004** Officially entered the Romanian Capital Market

(Licensed by the National Security Commission as market operator).

1997 - 2004 derivatives were unregulated

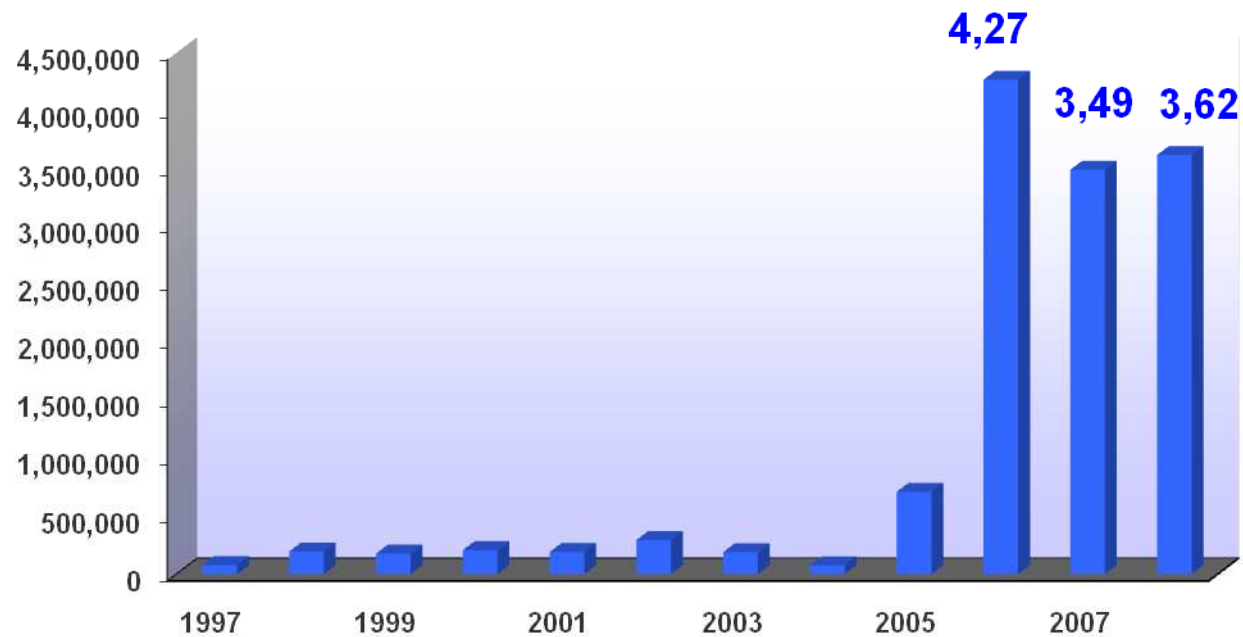
**2007** Futures on gold

Currently offers trading of Futures & Options in: Equities, Currencies, Gold, Stock Indexes, Interest rate.



### SIBEX market turnover 1997 – 2008

- futures & options contracts -





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## **1997 – 2004**

Establish the Exchange

300, 000 contracts/year average turnover  
most traded instruments: currency futures

## **2004 – 2008**

Significant growth in turnover

single-stock futures (on local stocks)  
local brokerage houses, domestic players





# The Challenge



**By the end of 2007, SIBEX was looking to:**

## **Open new markets**

- equity cash market

## **Introduce new asset classes**

- environmental products (CO2 certificates)

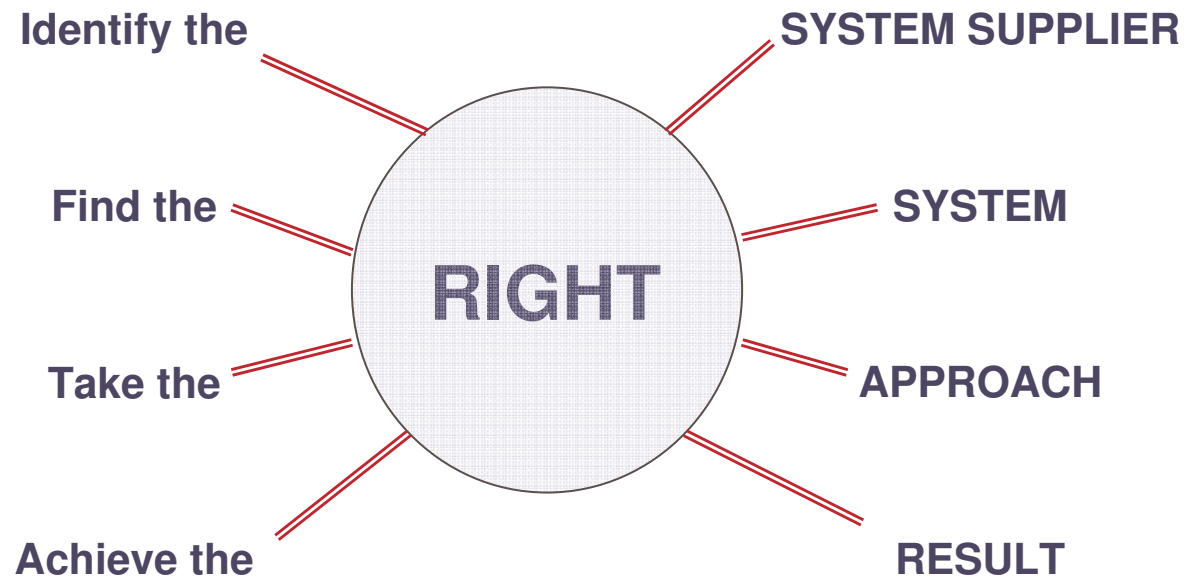
## **Broaden its liquidity base**

## **Improve member connectivity**

- allow them to use their own applications instead of the standard front-end provided by SIBEX

## **Attract new members**

- banks, market-makers, foreign brokers





# Criteria



**The new trading technology:**

**from a specialized provider** (instead of in-house development)

**better technology** (to improve overall trading activity in terms of speed, security, etc)

**flexibility / customization** (special features required by the SIBEX market trading environment, )

**communication / connectivity** (compliant with commonly used communication standards, internet connections etc)

**accessibility** (in terms of financial effort)



# Benefits



**KEY:** SIBEX can focus on market administration activity  
(and NOT on software development)

Freedom to choose any type of client trading front-end  
(delivered by Trayport, SIBEX, independent provider or developed in-house)

Improved data dissemination (standard data-feed protocol)

Improved technology for market participants

Connectivity with other applications (trading, clearing, settlement etc)

New features (types of orders, opening/closing auction etc)



# The right supplier



## Key factors in a system supplier

Partnership

Accessible – easy to work with

Track record

Delivery – on time and within budget

Domain expertise

Continued product investment



# The right system



## Key factors in a new system

Operability – reliability and quality

Evolution – a solution for now and the future

Member satisfaction – easy connectivity and easy usability

Partnership – straightforward and accessible supplier

Any new system must also provide connectivity to:

- Member (ISV) front end systems
- SIBEX web-based client interface
- SIBEX risk management, clearing and settlement systems



# The right approach



## Key factors in a successful deployment

Flexibility

Understanding

Partnership



## The right result



“Key factors for us are the flexibility and proven performance that GlobalVision delivers.

Through this, we will be able to facilitate business growth and expansion into new asset classes while supporting our existing clients and markets.

The constraints that we were facing with our existing platform will now be lifted.”

Darius Cipariu, Deputy Managing Director of **SIBEX**.





Trayport

**Thank You**