MiFID2 Market Making

Regulatory Requirements and Eurex Implementation

June 2017



Executive Summary

Regulatory Requirements

- German implementation of MiFID2 requires formal admission as MiFID2 Market Maker, if the qualifying criteria are fulfilled. Once admitted, they must fulfil maintenance criteria.
- MiFID2 mandates trading venues to introduce "Stressed Market Conditions" (SMC) and Exceptional Circumstances.
- MiFID2 mandates Trading Venues to introduce incentives to Market Makers to provide liquidity especially during SMC in equity index products and products with a liquid equity or ETF underlying. Quotation is not required during "Exceptional Circumstances."

Eurex implementation (subject to regulatory approval)

- To address the admission requirement, Eurex will introduce by Q4 2017
 - a formal admission process for "Regulatory Market Makers" (RMM)
 - Change its current "Eurex (Commercial) Market Maker" to "Liquidity Provider" (LP), introducing a Eurex Liquidity Provider Framework. Eurex participants need to sign a contract, if they want to further receive LP rebates (former MM rebates) in the future!
 - RMM and LP will need to assign the respective products via an electronic process: The eListing Tool, available in the Eurex Member Section (available in Q4/2017)
- To address the requirement to introduce new market conditions, Eurex will introduce in January
 - The new market conditions SMC and Exceptional Circumstances
 - Current "Fast Market" concept will be aligned with SMC
 - Implement monetary incentives for options (a new Building Block "Stress Presence") and
 - Implement non-monetary incentives for futures and options



Agenda

- 1. MiFID2 Requirements
- 2. Eurex Implementation: Regulatory Market Maker Vs. Liquidity Provider Roles
- 3. Eurex Implementation of Market Conditions
- 4. Eurex implementation of incentives for quotation during Stressed Market Conditions
- 5. Next Steps for You



- What are the MiFID2 requirements towards Market Making for Investment Firms and Trading Venues?
- When does a Eurex participant qualify as MiFID2 Market Maker?
- What are the maintenance requirements as MiFID2 Market Maker?
- What is a Stressed Market Condition?
- What are Exceptional Circumstances?



June 2017

instrument on a single trading venue

MiFID2 Market Making Requirements at a glance

Ir	nvestment firms MiFID II Art. 17(3) / Art. 17(4)	Tr	ading venues MiFID II Art. 48(2) / Art. 48(3)
•	Investment firm pursuing a market making strategy shall provide liquidity on a regular and predictable basis to the trading venue	•	Regulated market shall establish a written agreement with all investment firms pursuing a market making strategy specifying
•	Enter into a binding written agreement with the trading venue which shall		obligations in relation to provision of liquidity
	t least specify the obligations		Provide market making scheme to ensure a sufficient number of
•	Have in place effective systems and controls to ensure that it fulfils its obligations under the agreement at all times		investment firms participate in such agreement including any incentives
•	An investment firm pursues a market making strategy when dealing on own account, continuously posting firm, simultaneous two-way quotes of comparable size and at competitive prices in at least one financial	•	Regulated market is required to monitor and enforce compliance by investment firms with the requirements of written market making agreements

Commission Delegated Regulation (EU) 2017/578 (former RTS 8 Regulatory technical standards on market making)

- Define **stressed and exceptional market conditions**, implement those in respective trading systems and set up the right communication channel to inform all respective parties about the start and end of those
- Offer a market making agreement to all investment firms that pursue a market making strategy including minimum obligations in terms of presence, size and spread
- Offer a fair and non-discriminatory market making scheme which outlines incentives and requirements for quoting <u>futures and options on</u> <u>liquid equities + ETFs</u> and <u>equity index futures and options for which there is a liquid market</u>. Requirement is valid in a continuous auction order book trading system. Trading venue must offer a scheme during stressed market conditions, and may offer it during normal market conditions.
- Offer a field to flag firm quotes submitted in the performance of market making agreement in order to distinguish them from other order flows
- Monitor the effective compliance of investment firms with the obligations as defined in market making agreement and market making scheme. Introduce an appropriate sanction process in case of non-compliance with market making requirements.



"Qualifying"-Criteria as Market Makers under MiFID2*

CDR (EU) 2017/578 (former RTS 8) Article 1

Obligation for investment firms to enter into a market making agreement

1. Investment firms shall enter into a market making agreement regarding the financial instrument or instruments in which they pursue a market making strategy with the trading venue or venues at which this strategy takes place where, during half of the trading days over a one month period, in execution of the market making strategy, they:

- (a) post firm, simultaneous two-way quotes of comparable size and competitive prices
- (b) deal on their <u>own account</u> in <u>at least one financial instrument</u> on one trading venue for at least 50 % of the daily trading hours of continuous trading at the respective trading venue, excluding opening and closing auctions.
- For the purposes of paragraph 1:
- (a) a quote shall be deemed to be a firm quote where it includes orders and quotes that under the rules of a trading venue can be matched against an opposite order or quote;
- (b) quotes shall be deemed simultaneous two-way quotes if they are posted in such a way that both the bid and the ask-price are present in the order book at the same time;
- (c) two quotes shall be deemed of comparable size when their sizes do not diverge by more than 50 % from each other;
- (d) quotes shall be deemed to have competitive prices where they are posted <u>at or within the maximum bid-ask range</u> set by the trading venue and imposed upon every investment firm that has signed a market making agreement with that trading venue.



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"Maintenance"-Criteria for Market Makers under MiFID2

CDR (EU) 2017/578 (former RTS 8) Article 2

Content of market making agreements

1. The content of a binding written agreement referred to in Article 17(3)(b) and Article 48(2) of Directive 2014/65/EU shall include at least:

(a) the financial instrument or instruments covered by the agreement;

(b) the minimum obligations to be met by the investment firm in terms of presence, size and spread that shall require at least posting firm, simultaneous two-way quotes of comparable size and competitive prices in at least one financial instrument on the trading venue for at least 50 % of daily trading hours of during which continuous trading takes place excluding opening and closing auctions and calculated for each trading day; See Article 1 on previous slide

- (c) where appropriate, the terms of the applicable market making scheme;
- (d) the obligations of the investment firm in relation to the resumption of trading after volatility interruptions;
- (e) the surveillance, compliance and audit obligations of the investment firm enabling it to monitor its market making activity;
- (f) the obligation to flag firm quotes submitted to the trading venue under the market making agreement in order to distinguish those quotes from other order flows;
- (g) the obligation to maintain records of firm quotes and transactions relating to the market making activities of the investment firm, which are clearly distinguished from other trading activities and to make those records available to the trading venue and the competent authority upon request.

2. Trading venues shall continuously monitor the effective compliance of the relevant investment firms with the market making agreements.



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- During normal trading conditions investment firms under MM agreement are obliged to provide firm quotes for at least 50% of the trading hours during continuous trading for each trading day
- Stressed market conditions are characterized by significant short-term changes in price and volume. In addition, the resumption of trading after volatility interruptions is considered as stressed market conditions (Trading Venue is required to provide incentives for schemes in certain products*).
- The obligation to provide liquidity on a regular basis does not apply in times of exceptional circumstances:
 - In a situation of extreme volatility resulting in the triggering of volatility mechanisms with respect to the majority of instruments
 - Act of war, industrial action, civil unrest, cyber sabotage (to be defined by management)
 - Under disorderly trading conditions (to be defined by management)
 - Investment's ability to maintain prudent risk management practices is prevented by technical issues with data feed or other risk management issues (to be reported by investment firm)

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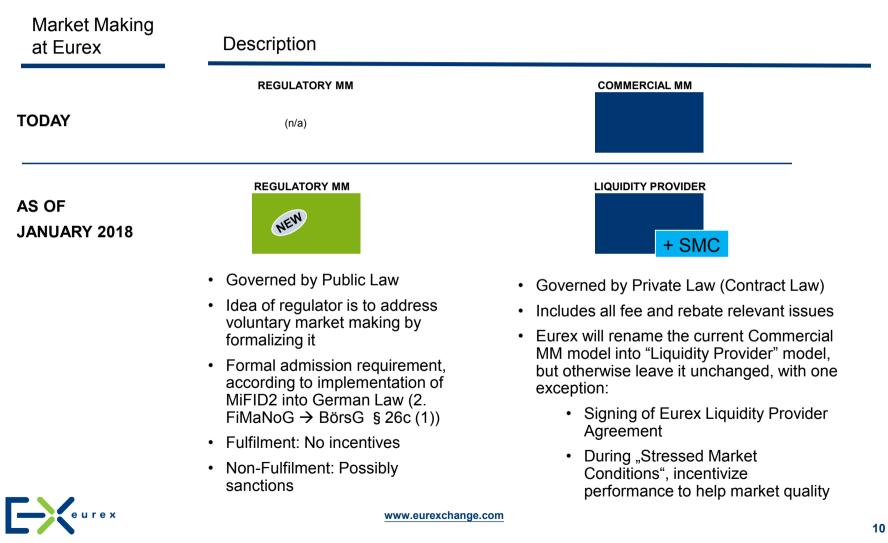
* Derivatives in Shares and ETFs for which there is a liquid market as defined in accordance with Article 2(1)(17) of MiFIR and Equity index futures and equity index options for which there is a liquid market as specified in accordance with point (c) of Article 9(1) and point (c) of Article 11(1) of MiFIR and corresponding Level 2 document.

Eurex Implementation: Regulatory Market Maker Vs. Liquidity Provider Roles

- What is the difference between a "MiFID2 Market Maker" and a "current Eurex Market Maker"?
- What are the benefits and risks of being a "Regulatory Market Maker" (RMM)?
- What are the changes associated with the transformation of "current Eurex MM" to "Liquidity Provider" (LP)?
- What is the eListing Tool and why does it need to be used by RMM / LPs?



Current and Future Market Making models at Eurex



Interplay between Public Law and Private Law elements

REGULATORY MARKET MAKING Exchange Rules (Public Law)

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Exchange rules will regulate under public law:*

- Admission of Market Makers (formal process to be introduced by Q4 2017)
- Qualifying Criteria and Maintenance Criteria (50% coverage), see slides #6 and #7
- Mandatory usage of "Liquidity Provision" field
- Organizational requirements for MM (surveillance, compliance and audit obligations, record keeping obligations)
- Report indicating whether a participant fulfils qualifying criteria and/or maintenance criteria (either way: at least <u>one</u> product)
- Member Section / eListing Tool
- Fulfilment: No incentives
- Non-Fulfilment: Possibly sanctions

LIQUIDITY PROVISIONING **Private Law Framework** Private Law framework will regulate: - Obligations and incentives for enjoying commercial incentives (rebates) - Quotation Parameters (min size and max spreads: avg. monthly presence, ABCH e.g., 85% in OESX)) EUREX A Incentives for quoting during NMC and SMC - Current name "(COMMERCIAL) MARKET MAKER" to be renamed into "LIQUIDITY PROVIDER"

SEE NEXT SLIDE FOR INTERPLAY OF ALL ELEMENTS OF PRIVATE LAW FRAMEWORK



Interplay within the Private Law elements: The Eurex Liquidity Provider Framework

NEW

Eurex Liquidity Provider Framework (ELPF)

Eurex Liquidity Provision Agreement (LPA)

- The Eurex LPA is a tri-party contract between the Liquidity Provider, Eurex Frankfurt AG and Eurex Clearing. It contains all private-law based general terms and conditions that are relevant for Liquidity providers (the former "(Commercial) Market Makers").
- The EFMA will rarely change. All Eurex participants that want to enjoy Liquidity Provider incentives (former MM rebates, MM revenue sharing) must sign a copy of the LPA and thus agree to its terms and conditions.
- Further, product-specific details are handled in the Price List and/or Program/Productspecific Supplements.
- · In case of fulfilment, incentives are granted. In case of non-fulfilment: no consequences.

General Supplement / LP Obligations



This document contains the general requirements that apply to the different schemes (e.q., how quote requests must be answered, quotation requirement during SMC etc.)

Supplements to LPA NEW

AHCH

Supplement 1:	Single Stock Dividend Futures	Supplements de Acceptance of t
Supplement 2:	MSCI Index Futures incl. Rev. Sharing	Supplement is i
Supplement 3:	MSCI Index Options incl. Rev. Sharing	product in the e
		Supplements an Supplements ca
Supplement n-1:	Futures w/o monetary incentives	open-ended.
Supplement n:	Options w/o monetary incentives	Product-specific separate CSV f

upplements do not need to be signed separately. cceptance of the Terms and Conditions of the respective upplement is implicit by subscribing to the respective roduct in the eListing Tool (see below).

Supplements are changed more frequently than the LPA. Supplements can be issued temporary (e.g., for 1 year) or pen-ended. Product-specific quotation parameters will be listed in a

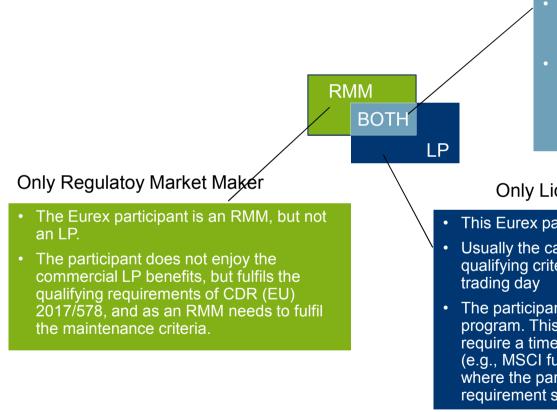
separate CSV file on the Eurex website.

Eurex Price List



The Price List displays fees and standard Liquidity Provider rebates.

The Relationship between RMM and LP



Both RMM and LP

- Typically, the Eurex participant with significant quotation activity will take <u>both</u> roles of RMM and LP.
- This participant will need to fulfil the Regulatory requirements, and he will receive LP incentives (rebates), if he signs the LPA and meets the performance requirements.

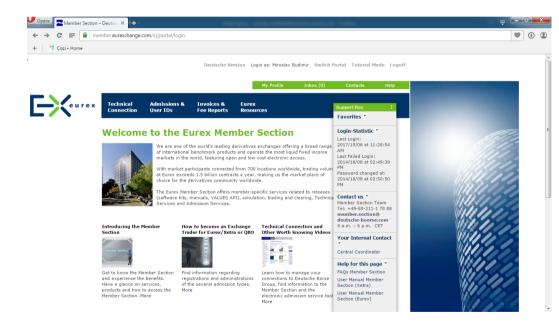
Only Liquidity Provider

- This Eurex participant is an LP, but not an RMM
- Usually the case if the participant does not fulfil the qualifying criteria to provide liquidity in at least 50% of the trading day
- The participant will receive rebates under a respective LP program. This is typically the case for LP programs which require a time coverage that is shorter than a full trading day (e.g., MSCI futures LP requirement: 15:30-22:00 CET) and where the participant will not exceed the 50% coverage requirement stated in CDR (EU) 2017/578 Art 1.



Technical Assignment of products to Regulatory Market Makers and/or Liquidity providers (eListing Tool)

Member Section \rightarrow eListing Tool (in development)



Description

- Assignment of products to Market Makers will change! As of today, the process is as follows:
 - · Options: No assignment necessary
 - Futures: Assignments done via Circular announcement, participant faxes agreement back to Eurex
- As of January 2018, this process will change: <u>All RMMs and LPs will have to</u> <u>assign the respective products</u> <u>electronically</u>!
- For this purpose, the "eListing Tool" will be made available on Eurex Member Section (similar to Deutsche Börse Cash Market).
- RMMs and LPs will be able to assign the respective products electronically relevant for their quotation activities.
- Functionality will be available in Q4/2017



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SUBJECT TO REGULATORY APPROVAL

Eurex Implementation of Market Conditions

- How will Eurex implement the requirement to implement Stressed Market Conditions?
- How will Eurex implement the requirement to implement Exceptional Circumstances?



Eurex implementation of Stressed Market Conditions (SMC)

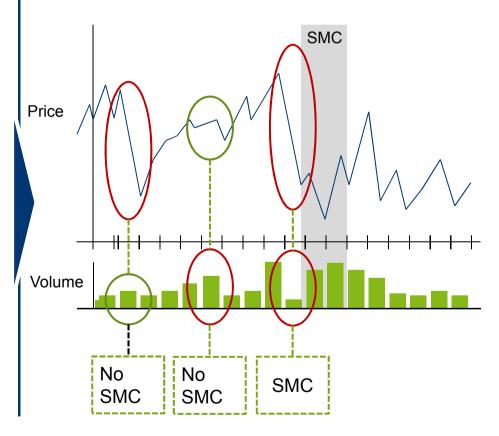
Regulatory definition of SMCs

- Trading venues shall set out the parameters to identify SMCs in terms of significant short-term changes of price and volume.
- Trading venues shall consider the resumption of trading after volatility interruptions as SMC.

Eurex implementation

- SMC is set to a specified time (10 minutes), after which the market will return to normal (unless another SMC is triggered).
- For Equity Index Futures and Equity & ETF Futures:* Definition of a Stressed Market Trigger Mechanism which monitors price and volume change. In case both criteria are triggered, Stressed Market Conditions follow automatically. Also: After volatility interruptions.
- For Equity Index Options and Equity & ETF Options:* No dedicated monitoring, trigger for SMC is linked to Futures.
- Communication to members through readily accessible channels (EMDI, GUI, Newsboard, Website).
- 'Fast Market' to be renamed into SMC_fast; in addition to MiFID2-SMC (=SMC_auto).
- SMC_auto can be detected in simple instruments only, with effect on all instruments of the concerned product

Illustration of SMC Mechanism for Futures





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* New flag for the SMC eligibility of a product (IsSMCEligible).

Eurex implementation of Exceptional Circumstances

<u>Triggers</u>	Implementation
Extreme Volatility	 If a large number of products is in SMC or volatility interruption, Exceptional Circumstance is automatically triggered for 60min, followed by SMC
Act of war, industrial action, civil unrest or an act of cyber sabotage	 Triggered by Eurex Management Decision
Disorderly trading conditions	 Orderly execution compromised if Eurex processing times increase significantly Multiple erroneous orders or transactions are observed Many participants lose connectivity Triggered by Eurex Management Decision
Suspension of pre-trade transparency obligation	 Upon decision by responsible regulator, product is set to EMC Triggered by Eurex Management Decision
Exceptional circumstances for individual investment firm	 Trading member declares emergency in writing to Eurex Trading member exempt from obligations that day

Communication of Exceptional Market Conditions:

Communication to members via Newsboard (i.e. not T7 feed!)



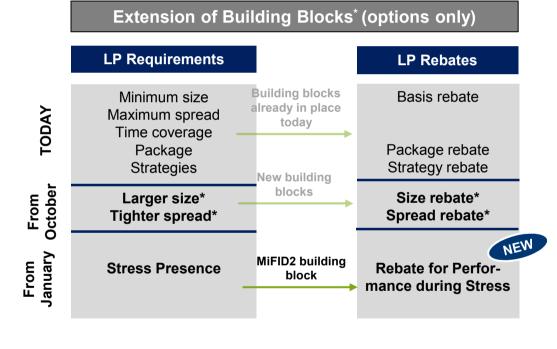
Eurex implementation of incentives for quotation during Stressed Market Conditions

- What are the monetary incentives for options and how do these relate to the Building Blocks?
- What are the non-monetary incentives for futures and options?



OPTIONS FUTURES

Monetary incentives for quotation during SMC are aligned with "Building Blocks" logic for options products



* See Eurex Circular 050/2017 and 056/2017.



* New flag RegMMO identifies the products for which incentives are available for quotation during SMC

How will it affect rebates?

The new Building Block "Stress Presence" will be

There will be a rebate of x% (tbd) for products

The rebate is to be taken from the Basis Block

If the actual cumulated time of Stressed Market

be granted to all members fulfilling Basis block

Current performance measurement logic (strike price window, number of expiries) is applied

No performance requirement during "Exceptional

conditions is below a pre-specified threshold, the rebate for the Building Block "Stress Presence" will

Fulfilling Basis rebate is pre-requisite to reap

incentives from block "Stress Performance"

introduced beginning of 2018

requirements

Circumstances"

which are eligible for SMC rebates*

OPTIONS FUTURES

Non-Monetary benefits are provided as incentive to quote Futures and Options Products* during SMC

Incentives	Description		
 Non-Monetary Incentives 	 For selected products,* there will be non-monetary incentives If an RMM or an LP fulfils the SMC performance requirement during one day, then the participant will be granted increased limits for both the Order-to-Trade ratio and the Excessive System Usage (ESU) fee on that day. These limits will be in addition to the already existing limits. 		



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SUBJECT TO REGULATORY APPROVAL

* New flag RegMMO identifies the products for which incentives are available for quotation during SMC

Next Steps for you in the role as...

Regulatory M		
	BOTH	
	Liquidi	ty Provider
 Admission Process as RMM Register as RMM until EOY 2017 Admission process will be available as of Q4/2017 Flag orders and quotes Ensure to flag your orders and quotes as RMM via the T7 "Liquidity Provision" indicator (available in Release 6.0) 	 Access to eListing tool in Eurex Member Section (website) Inform yourself about the new tool (available in Q4/2017) Register all products where you will be active as RMM or LP until EOY 2017 (individual selection or bulk upload of CSV file) 	 Liquidity Provision Agreement Review LPA (draft expected to be available in August 2017) Sign LPA during Q4/2017 Building Block "Stress Presence" Implement additional Building Block "Stress Presence" for options to participate in incentives provided for quotation during SMC Adapt your OTR- and ESU limit calculation models by adapting the Limits as reward for quoting SMC



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All Eurex products

SMC eligible products		
",N	IM Obligation"	
Equit	quity Index y (liquid EU underlying) (liq. EU ETF underlying))
E.g., ,	ALV, O1BC	E.g., UBSN, GWI1

