

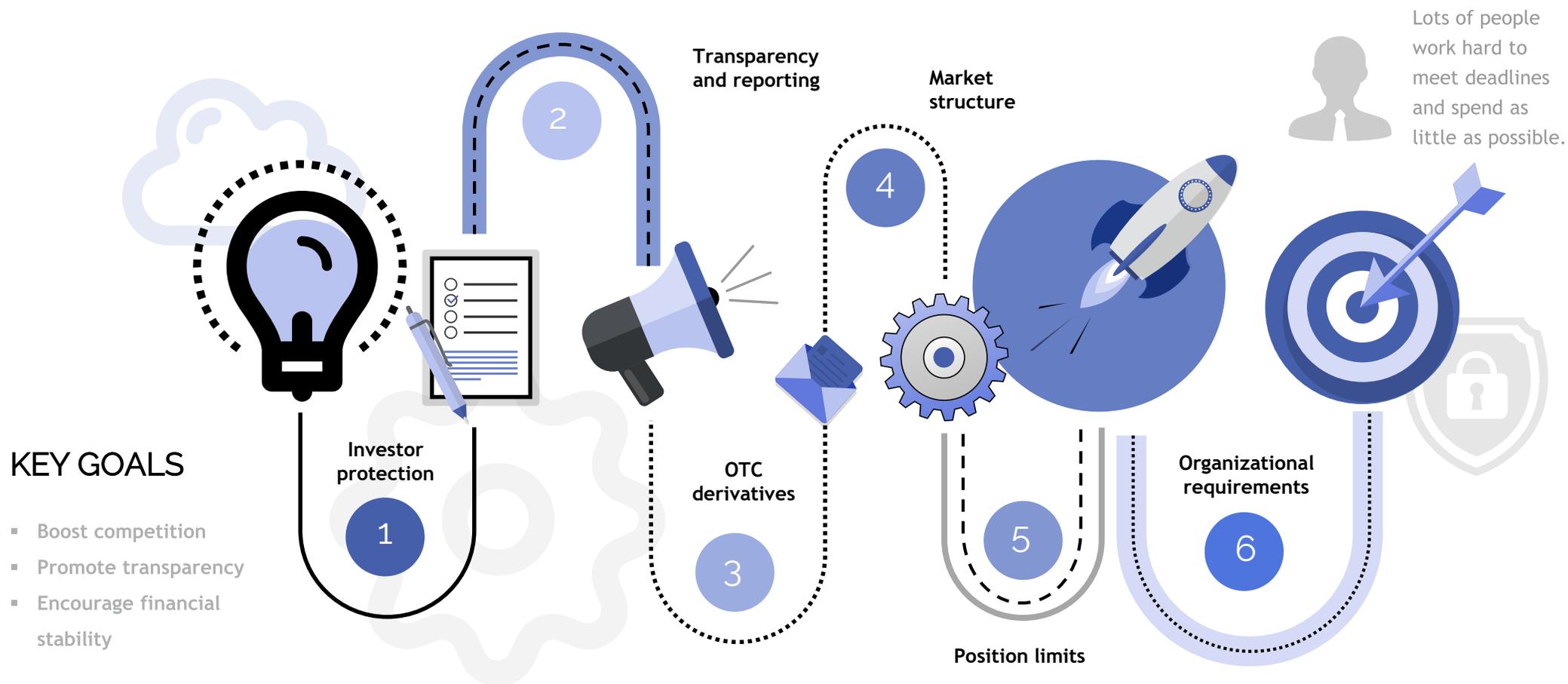


# MiFID II – the new reality

Fintech trends presentation - June 2017

# MiFID II complexity may be daunting

The new directive is a cornerstone of financial markets reform across a multitude of areas, requiring major implementation efforts and assessment of business models.



## KEY GOALS

- Boost competition
- Promote transparency
- Encourage financial stability

# MiFID II will impact fintech world in several ways

New regulations will change the way the whole investment industry works in coming years but it is not necessarily bad for fintech

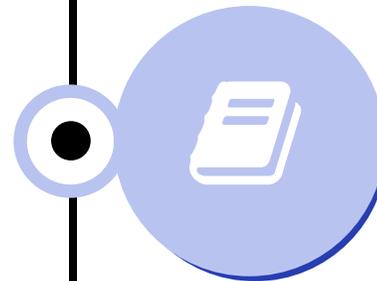
## 01 New regulations for trading platforms

OTF / MTF / SI



Framework to operate  
instead of regulatory  
uncertainty.

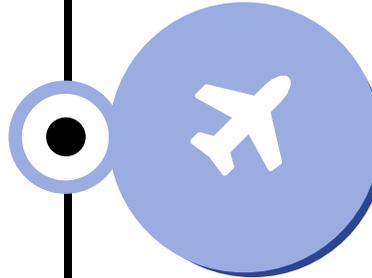
Opportunity to enter the market of paid analytics and offer competitive advantage based on new technologies.



## 02 Analytics does not have to be free

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replace.

03  
Reporting will be complex  
and will require a lot more data



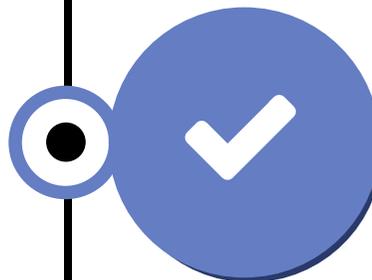
Compliance function will grow considerably in legacy organizations. Those who will be able to meet compliance requirements cheaply may offer more attractive commissions.



A LOT MORE DATA

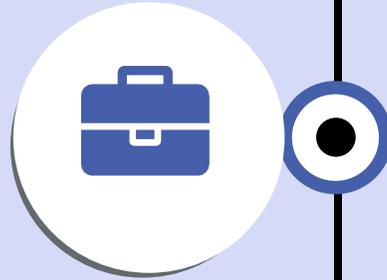
At the moment investment industry focuses on data on their investments leaving data about their consumers behind. In the new world there will be a lot more new data available for analysis.

Transparency hurts good guys only if it is costly. Innovation in operations should drive down costs.



05  
Transparency

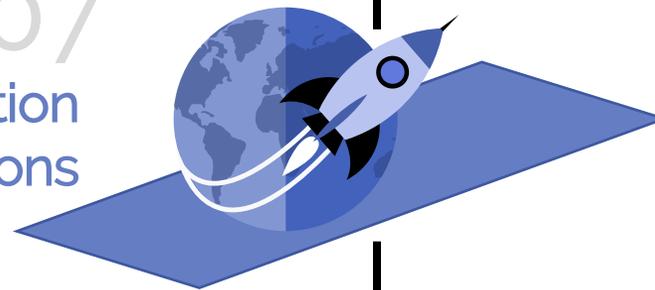
Existing organizations may have to change considerably to meet all new requirements.



## 06 New organizational requirements

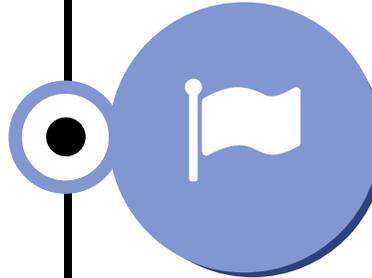
Management body / compliance office / remuneration policy

## 07 Standardization of IT solutions



Banking industry is getting closer to PSD2. This may give rise to substantially different sales channels for banking products and open new opportunities for fund managers.

08  
MiFID is not the only  
regulation to wait for



Investment industry will have to adjust to MiFID II requirements while banking industry has to deal with PSD2.

INNOVATION IS  
INEVITABLE



New regulations give an opportunity to innovate during implementation of the new framework, but often it is easier for entrants to solve new problems cheaper and more efficiently.

# MiFID II opens new opportunities

We should not think about the regulations in terms of incumbents but focus on new players.



# Investment industry will keep on changing

If you stop innovating you will in fact stay behind all those who innovate because they have to

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“Speed has never killed anyone.  
Suddenly becoming stationary,  
that's what gets you.”

Jeremy Clarkson



Let us meet to  
plan your business  
into success

THANK

YOU