



FOW
FUTURES & OPTIONS WORLD



2014 AGENDA

FOW Derivatives World CEE

Intercontinental Hotel, Warsaw • 14 October 2014

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FOW DERIVATIVES WORLD CEE

INTERCONTINENTAL HOTEL, WARSAW, 14 OCTOBER 2014



CENTRAL AND EASTERN EUROPE'S LARGEST DERIVATIVES EVENT

Now in its 7th year, Derivatives World Central and Eastern Europe is firmly established as the region's leading derivatives event. Held once more in partnership with the Warsaw Stock Exchange, the event this year seeks to build on the success of last year, which saw the biggest attendance in the event's history. This year, the event will target greater institutional participation from within Warsaw as well as continuing to grow its international presence from both Western and Eastern Europe.

The 2014 Derivatives World London Central and Eastern Europe Agenda

9:00 Welcome Address

9:10 Keynote 1

9:30 Keynote 2

9:50 The market leaders' panel

Framing the discussions of the day, the market leaders' panel brings together a host of key figures from the CEE region and beyond to discuss the challenges and opportunities in the market. From new products to regulatory change, this panel opens the event with a 360 degree view of the current CEE market.

- Where are the trading hotspots across the CEE region?
- What are the challenges to market growth?
- What does 2015 hold in store for CEE?

10:40 Coffee break

11:00 Presentation: The convergence of the OTC and ETD markets

11:20 OTC clearing in CEE

With KDPW among the first European CCPs to be authorised by Esma under Emir, Poland has been a pioneer of OTC clearing. This panel will look at the outlook for OTC clearing in CEE and the challenges faced by institutions in the region as they meet the Emir requirements. The panel will also look at how European banks and brokerages are gearing up for OTC clearing.

- How prepared are institutions in CEE for OTC clearing?
- What concerns does the market have?
- How will OTC clearing impact CEE?

12:20 Presentation: WSE's new indices - new underlying for derivatives

12:40 Lunch

13:30 Presentation: Power markets in CEE

13:50 The future business model for banks

Banks across Europe and the West operating in the derivatives markets are undergoing a transformation as capital requirements and regulatory change overhaul their traditional business models. From commodity trading to OTC clearing to technology platforms, banks are retreating from markets and investing in new frontiers.

- Where are the key pressure points for banks today?
- What will the bank of tomorrow look like?
- What are the opportunities for banks in the new world?

14:40 Proprietary trading: the state of the market

With banks pulling back their trading activities, the role that proprietary traders will play in the market increases in importance. In the CEE region, proprietary trading remains an underdeveloped segment of the market but with many established firms thriving in the region, growth is expected. This panel will look at the current opportunities for prop traders in CEE.

- How has the role of prop trading in the market evolved?
- What challenges do prop trading business face today?
- How does proprietary trading benefit the market?

15:30 Coffee break

15:50 The Holy Grail? Exchange traded FX

FX is by far the largest OTC derivatives market and exchanges are eyeing opportunities for exchange traded futures and options to meet demand. Cash settled FX contracts are common across CEE exchanges but now with international exchanges in Europe launching physically settled contracts, has a new frontier for FX traders and investor been opened?

- Can exchange traded FX challenge the OTC market?
- What challenges are there in launching physically settled FX contracts?
- What recent and new launches are relevant to the CEE market?

16:30 Are options the next big market opportunity in CEE?

Options remain an undeveloped market in CEE with the WIG 20 Index option the only liquid contract across the region. However, with new single stock option launches planned in Warsaw and increasing appetite from new products among traders, could options be the next big product launch for CEE?

- Why are options not a big product in CEE?
- What needs to be done to promote options trading?
- Where are the opportunities for options traders across the region?

17:10 Drinks reception



"Last year's FOW CEE provided an excellent forum to hear informed panel discussions on regulatory, trading and clearing issues, from local and international experts. Supplemented by the networking opportunities with senior figures from the region, it was a pleasure to be at such a well organised event"

John Wilson, head of OTC clearing, Newedge

"A great event, well organised and well attended - a must attend for anyone interested in the CEE region"

Steve Martin, COO, GH Financials

"FOW Warsaw was a great event. As CME looks to grow its awareness across Europe the conference provided a great platform to meet the local banks and brokers and appreciate the local nuances of the Polish market"

Dean Noble, executive director, CME Group

"Derivatives World CEE in Warsaw has established itself as the most important industry conference in this part of Europe. It is a great event where the financial trading professionals from all over Europe can meet, learn about the most important trends in the financial trading happening world-wide, discuss the new opportunities, exchange the experiences and make new contacts. With each year, as Warsaw is building up its position as the regional financial centre, the event is attended by more diverse and more senior participants"

Marek Trepka, managing director, T-Financials

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