



Bright future: roadmap strategy, new products and partnerships

6 June 2018, Courtyard Marriott Hotel Madrid



Where are we, where are we going?

- This year's theme: A stable foundation in an innovative market
- Or, as I prefer it

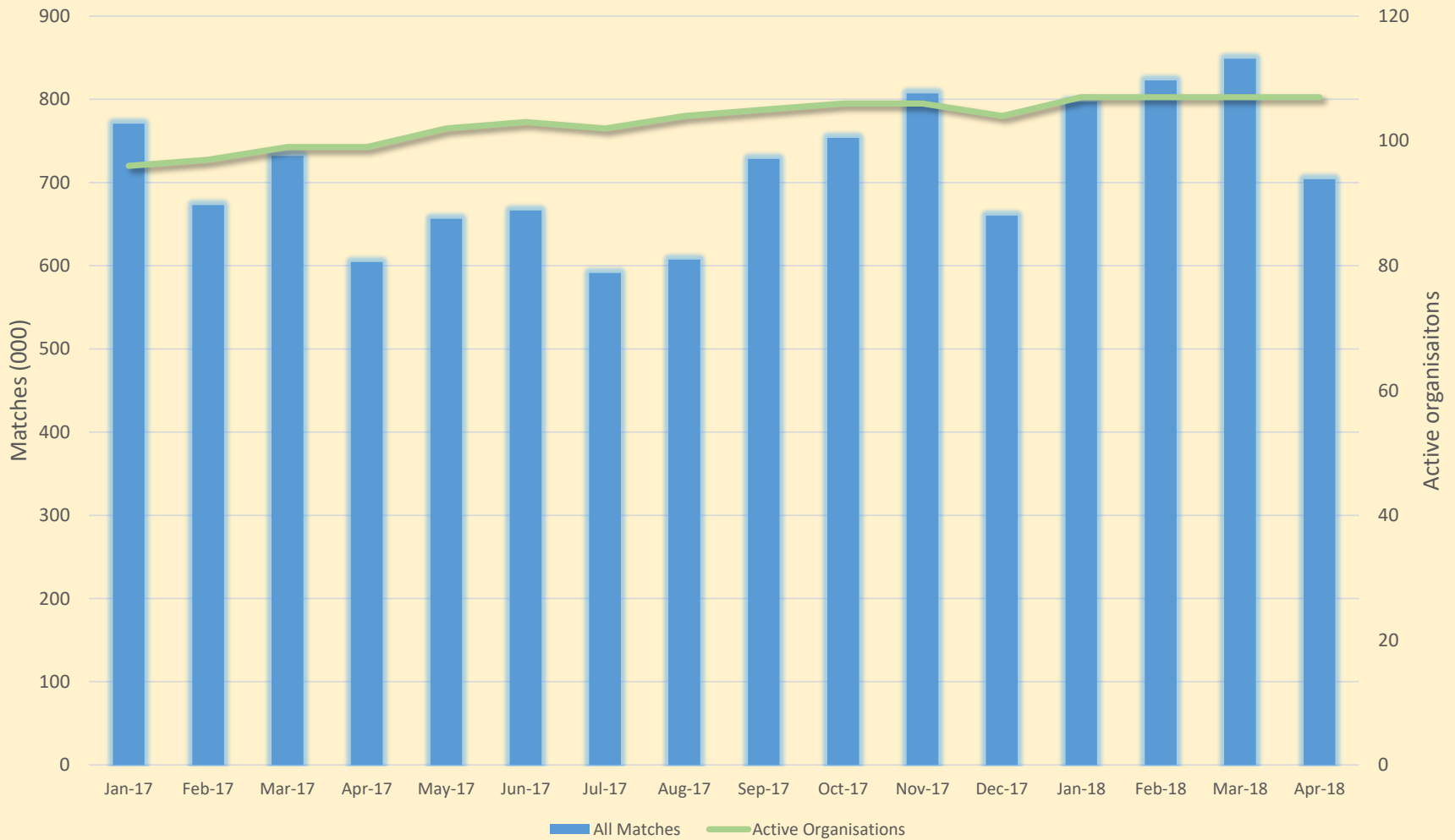
Innovation from Foundation

- To know where we are going, it's always good to know where you are starting

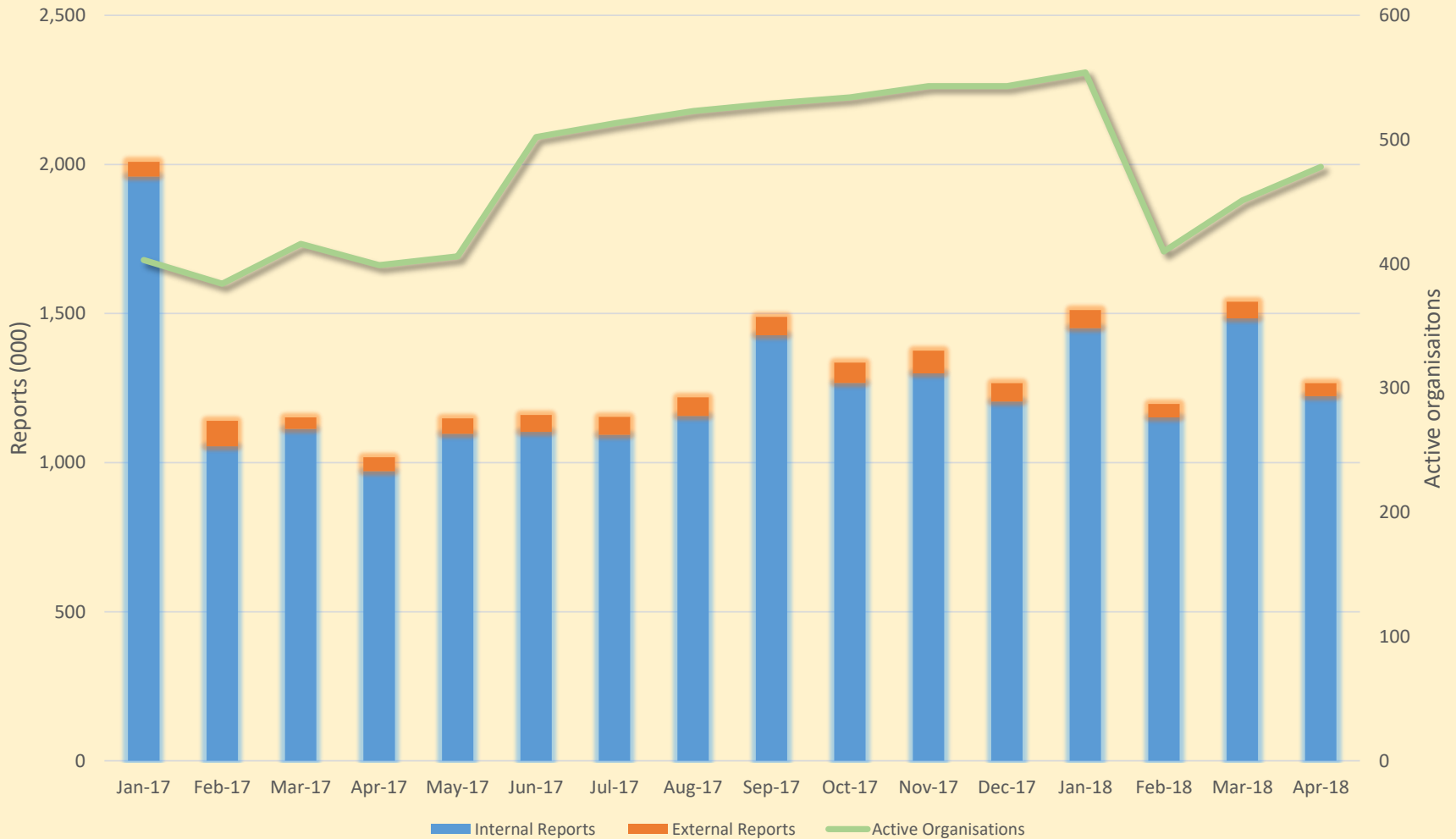




eCM Matches by Month 01-2017 - 04-2018



eRR New Trade Reports by Month 01-2017 - 04-2018



So, where does that leave us?

- We have a very stable foundation
 - eCM is reducing risk for over 100 organisations every day
 - eRR provides the most cost effective and widest regulatory reporting solution on the market
 - eTM provides a low cost, no implementation solution to meet the needs of the majority of the EFETnet community
- Regulation has dominated the solution agenda for the past 4 years, but may be starting to ease
- We have built a large network, with more connections than any other provider in the European energy market
- We sit on a huge industry ‘natural’ resource in the data we collect
- How can the community further benefit?



EFETnet's Mission

- Solves shared problems within the industry by developing common services that are quickly and widely adopted
- Minimise cost, maximise value
- Making it easier and cheaper to trade and comply





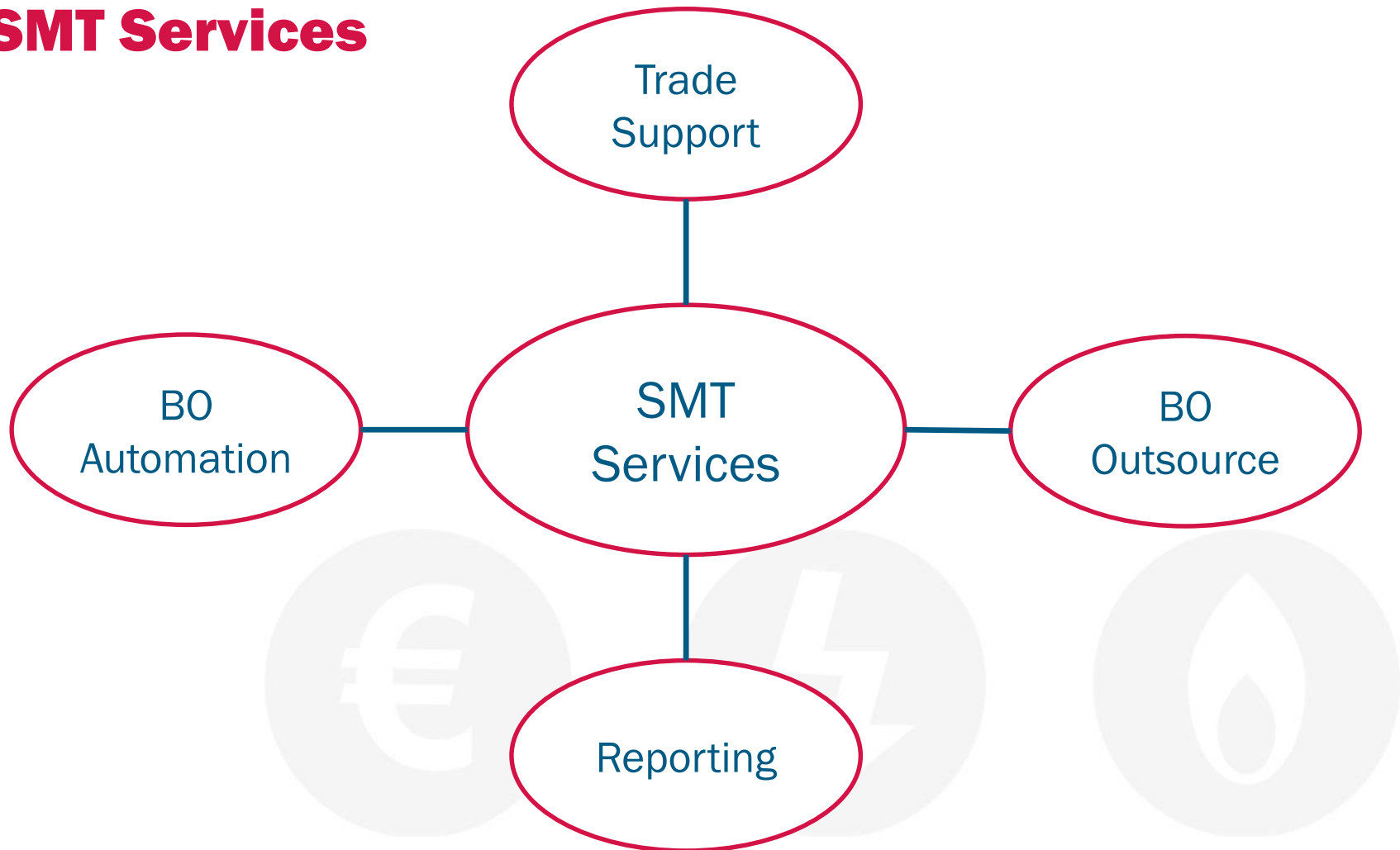
How will we deliver the vision?

- Minimise costs associated with operational and compliance processes
 - Keep the core services running, promote to new entrants, extend to new areas as required
- Use Business Intelligence to help provide the community with insights into its data
- Extend the EFETnet network to the Small and Medium Trader (SMT) segment to the benefit of the whole community





SMT Services

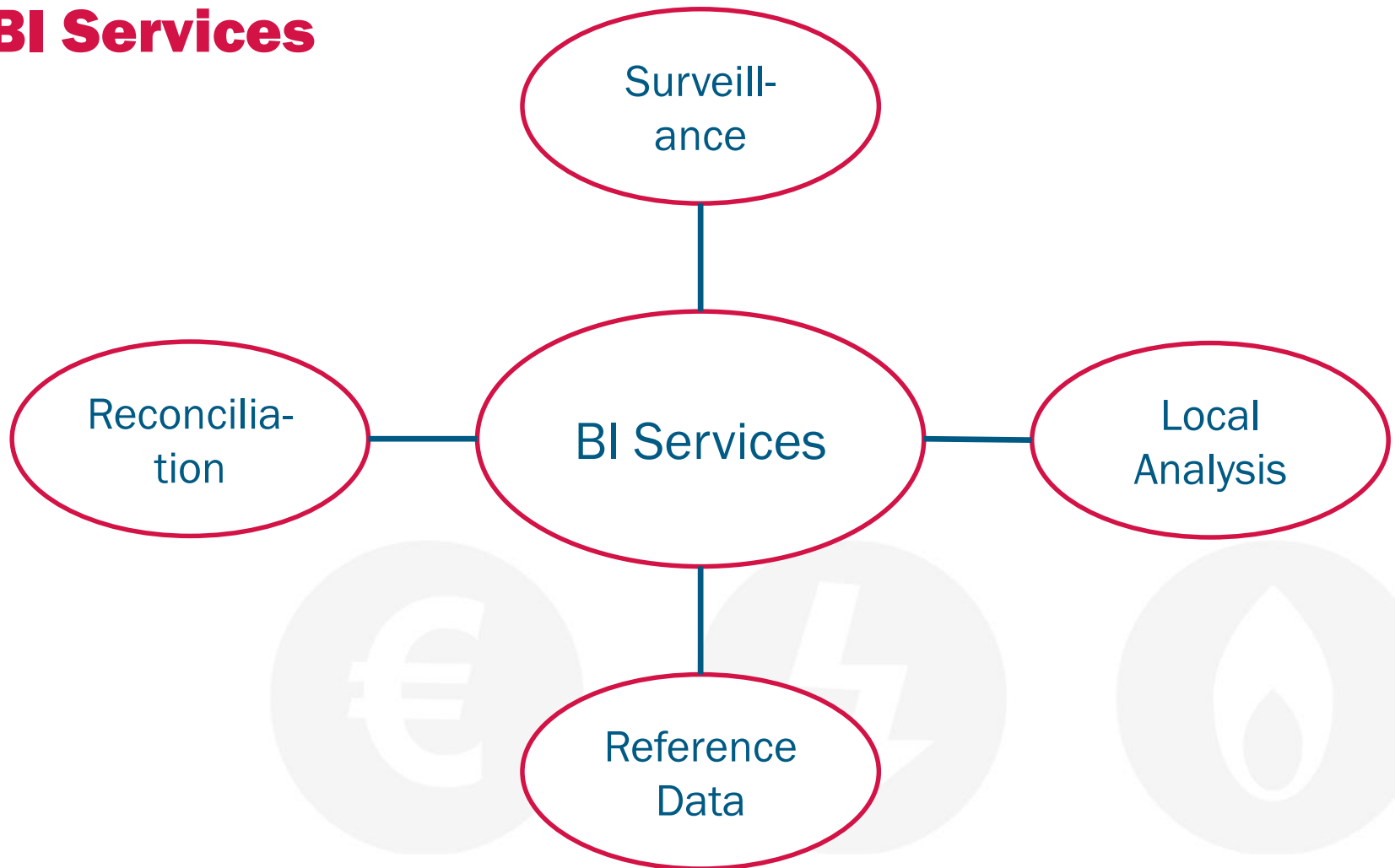


SMT Services

- Reporting
 - Common, standardised interface to data reported for the SMT client across any regime
 - Reportee is now self service – improved margin for the reporter
- Automation
 - eCM, eSM
- Outsourcing
 - Back office as a service?
- Trade Support
 - Trade capture and position monitoring



BI Services



Business Intelligence Services

- Reference Data
 - APIs and look ups for ISINs, counterparty codes, commodity reference prices and more
- Reconciliation of reported trade data
 - Analysis of breaks in counterparty data
 - Daily settlement & FX exposure projections
- Surveillance
 - Pooling data to enable analysis required under MAR
 - Tools to allow users investigate reported trade and order data
 - Packaging of 3rd party data (e.g. oil, coal, emissions market data)
- Local Analysis
 - Tools to enable users to better interrogate their data, to help them make better decisions

New Kids On The Block

- Delivering this programme will not be easy – EFETnet are not a large organisation
- Partnerships have proven essential to our ability to deliver solutions
 - Ponton is our main development partner for the past 10+ years
 - Rackspace is our hosting partner for the past 7 years
- We will continue this, and bring in some new partners for specialist services, e.g.
 - Yellow Fin for BI presentation tools
 - Fusion Experience to help us deliver data insights

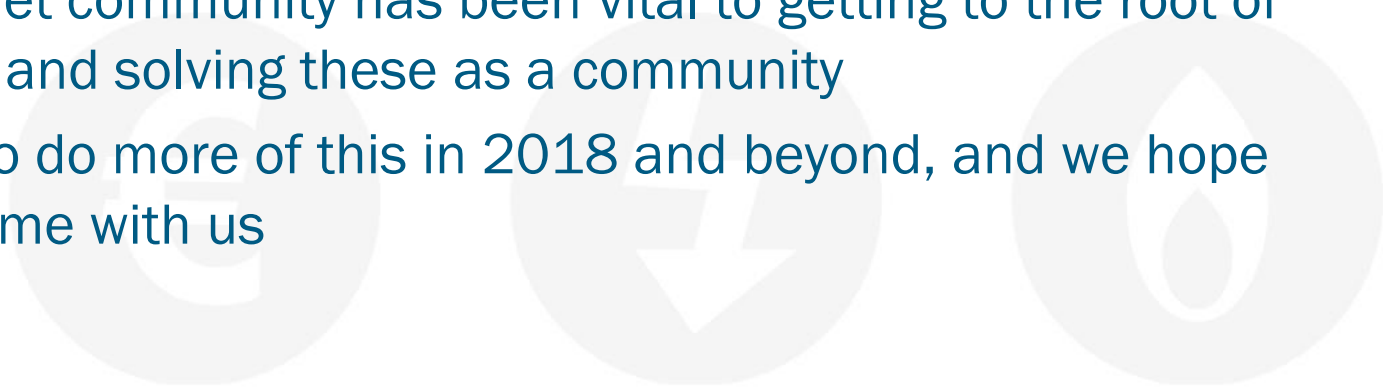
And some goodbyes

- This is the seventh year of the CMS
- We need to keep the system secure, keep your data secure, and keep costs under control
- To do this we are making some changes to what you can do on the CMS as of **31 December 2018**
- Browsers:
 - Versions of Internet Explorer below 10 will be blocked
 - Versions of Chrome below 65 will be blocked
 - Versions of Firefox below 57 will be blocked
- eRR:
 - Version 3 of the eRR schema will be withdrawn – if you are an EMIR reporter you are already using version 4, but if you only report REMIT, and you use CpML you are likely to have to upgrade



Summary

- Is regulation ‘solved’?
 - Not completely, but compliance is becoming easier and cheaper
 - SMT services reduces the cost to serve for ROBO reporters
 - eTM means MAR compliance is accessible to everyone
- We are consulting on other services throughout the year
 - Getting your view is priceless
- The EFETnet community has been vital to getting to the root of problems, and solving these as a community
- We want to do more of this in 2018 and beyond, and we hope you will come with us





QUESTIONS?

