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Market Maker Cockpit: Take Control Of Your Pricing

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As a liquidity provider, you need to be in control of your pricing. You want to be able to define your price based on customer relationships and current risk positions at different market conditions and all this on a currency pair level. A professional and flexible pricing engine is key to this and allows you to run a profitable dealing business. 360T operates an advanced, dynamic pricing engine solution for you to manage and control your individual needs.

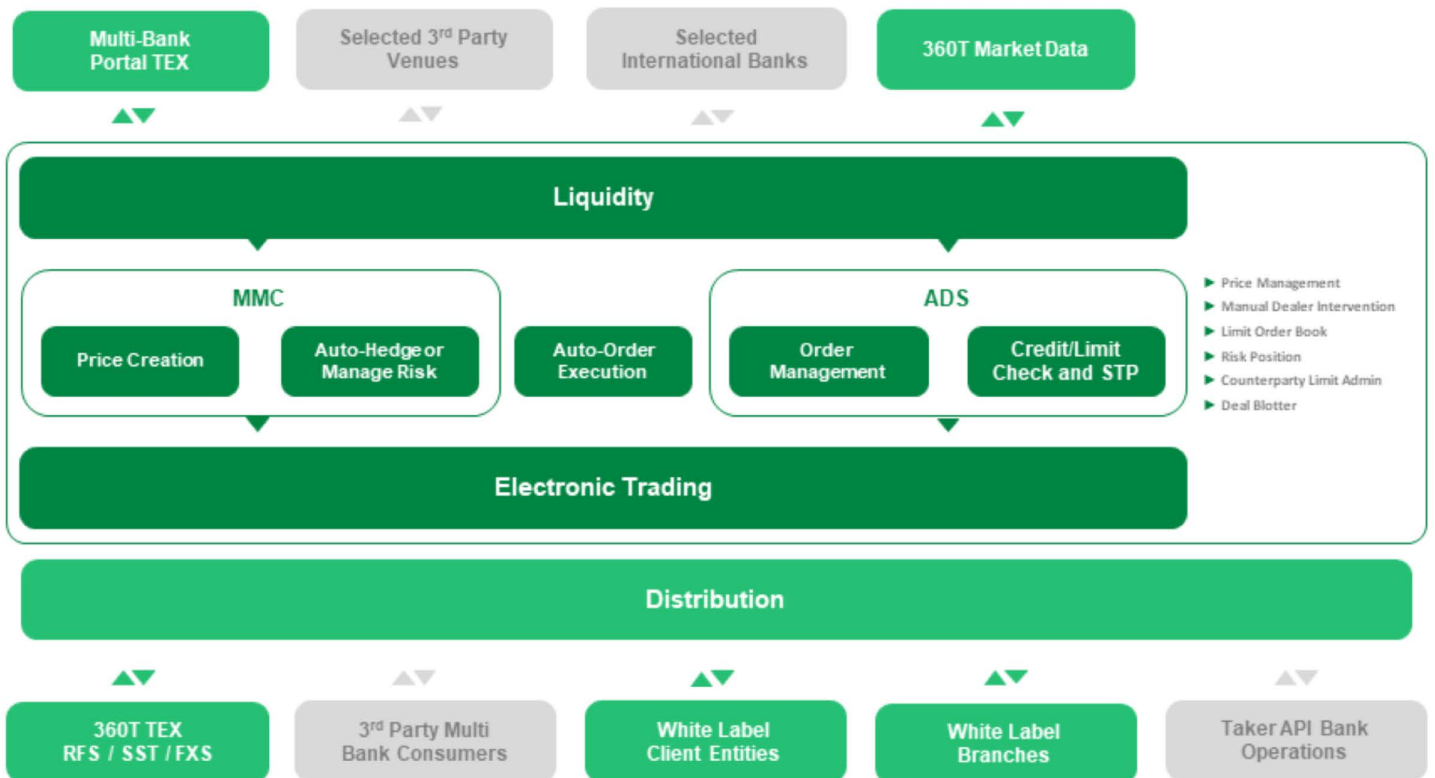
What Is The 'Market Maker Cockpit'?

The Market Maker Cockpit (MMC) delivers two critically important aspects of trading: price making and client flow risk management. The MMC includes functionality to define outbound prices based on rates streamed inbound from your liquidity provider(s). Outbound prices can be adjusted to include trader spreads skewing etc. Before being passed downstream, further adjustments to these prices, for instance to reflect sales or customer spreads, can be managed by using the Automated Dealing Suite (ADS) module, which, together with the MMC, completes the sales and trading price formation which is then delivered to your client across a variety of 3rd party channels. Limit, compliance and admin modules as well as a trader GUI and liquidity sourcing round out this solution.



Pricing Engine Suite Overview

With the Market Maker Cockpit, 360T offers you the full breadth of automated risk management and pre-set actions to manage subsequent positions created by your customer flows. Position overviews and profit and loss calculation enhance the overview. Currency pairs are actively managed; unmanaged pairs can be defined for splitting by base or quote currencies and rates can be pegged for specific currencies. The MMC is underlined with an audit log to comply with latest regulatory requirements.



Modular

To recap, the Market Maker Cockpit includes a number of functionalities for you:



Overview

Provides lists of defined currency pairs, views for inbound and outbound prices as well as blotters to show your position, orders and deals.



Pricing Controller

Enables the creation of different core prices for each defined currency pair and adjustments with spreads and/or skewing.



Risk Management

Defines risk parameters for each currency pair and position as well as management rules based on set triggers and alerts.



Reference Price Finding

Enables the selection of price provider(s) and fully customisable pricing tiers, etc.



Cross Rate Management

Creates your own cross rates and manages the price and risk of the cross rate legs.

Pricing Options

The MMC offers sophisticated tools through various strategies and parameters to derive a trusted reference price or inbound price out of a pool of available liquidity providers. With respect to outbound pricing, rules can be set to automatically skew prices in a direction that will make your open position attractive to clients. For pegged currencies, the MMC also offers an option to configure fixed prices for various pricing tiers.

Risk Management

Automated risk management is an integrated part of the MMC. You can monitor positions and P/L in real-time via the MMC GUI position blotter. The MMC caters a wide variety of risk management options, three of which are:

- > **Back-to-back:** the safest and generally risk free way to manage client orders by hedging.
- > **Flow hedging:** a solution to manage client orders without rejections.
- > **Managed positions:** the sophisticated option with fully automated risk management.

Automated Risk Management

The integrated risk management rules engine allows you to setup multiple rules for the automatic adjustment of prices and setting of hedging parameters, all within a position management framework. Rules can also be used to automatically adjust your open positions, e.g. by reducing them to a certain size or closing the position, and these rules can be triggered on various conditions such as position size, open or total P/L, and more.

Cross Rate Management

Use the MMC to construct and manage your own cross rates for FX currency pairs and precious metals. Cross rate client trades will be split into two legs, which allows you to manage risk for each leg separately.

How Can You Benefit From It?

The MMC provides you with an easily implementable platform to price all your clients across all major channels from a central point. In an extremely competitive space where margins are thin, the MMC will provide you with the necessary tools to quickly begin automating decisions according to your risk appetite, obtaining the best spread, reducing rejections, and maximising profitability.

Keeping An Overview

Various blotters keep the user informed in real-time about incoming client orders, outgoing hedge orders, trades, and positions. A sophisticated pricing monitor allows you to keep an overview of the inbound/outbound spread and skew across multiple instruments and pricing channels.

Saving Time

Available as a HTML based solution from your browser or via a single sign-on applet, the MMC requires only minimal user configuration to start.

Getting the Most Out Of It

Fully leverage your bank basket and available liquidity to provide competitive prices to your clients and maximise your position.



The Global FX Marketplace

360T is far more than an award-winning multi-bank, multi-asset trading platform for OTC and listed financial instruments. As Deutsche Börse Group's global FX unit, the company offers services across the entire trading workflow of FX and short-term Money Market asset classes to satisfy the needs of Corporate Treasurers, Institutional Asset Managers and Hedge Funds as well as Banks. Beyond optimising execution, 360T allows clients to directly reduce their operational costs and risks in all parts of the trading life cycle while enhancing compliance and transparency at the same time.

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