# CtFOSE.

Toronto Futures Options Swaps Exchange

## Better Options for Derivatives.

#### Technology • Flexibility • Scale

#### >>> Corporate Overview

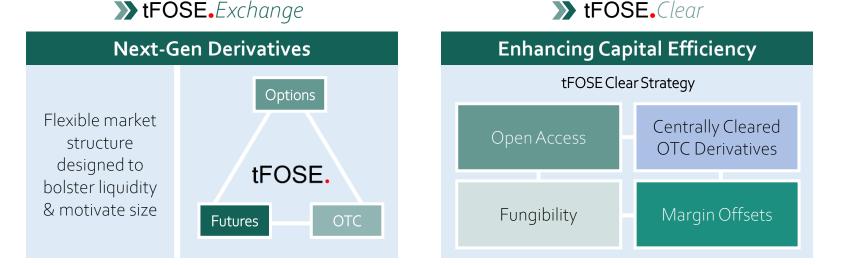
### >>> Better Options for Derivatives.

tFOSE is a new derivatives exchange and clearinghouse (subject to regulatory approval) that will build innovative products, unlock global liquidity and expand investor choices. Supported by a diverse team of markets and technology experts in cooperation with globally renowned Canadian regulatory oversight, tFOSE is well equipped to disrupt a monopolized market while pursuing international ambitions.

#### ≫Who is tFOSE?



Multi-asset class leaders with expertise in trading & clearing operations, derivatives, financial technology & capital markets



#### Charts from tFOSE. Data from The World Bank, Bloomberg Terminal (EQS & PEOP functions), Statista, OCC, FINRA, IIROC, ISDA and TMX Group.

### >>> Precedence has proven that **competition benefits investors.**

### **Canadian Cash Equities** (~2007 – present)

- Canadian equity volumes doubled in the 6-year period following the introduction of competition: **benefitting not only new entrants, but the incumbent exchange as well**
- Throughout this period, the incumbent exchange went from a 100% to 50% market share however profits continued to rise from increased order flow

### United States Options (~1999 – present)

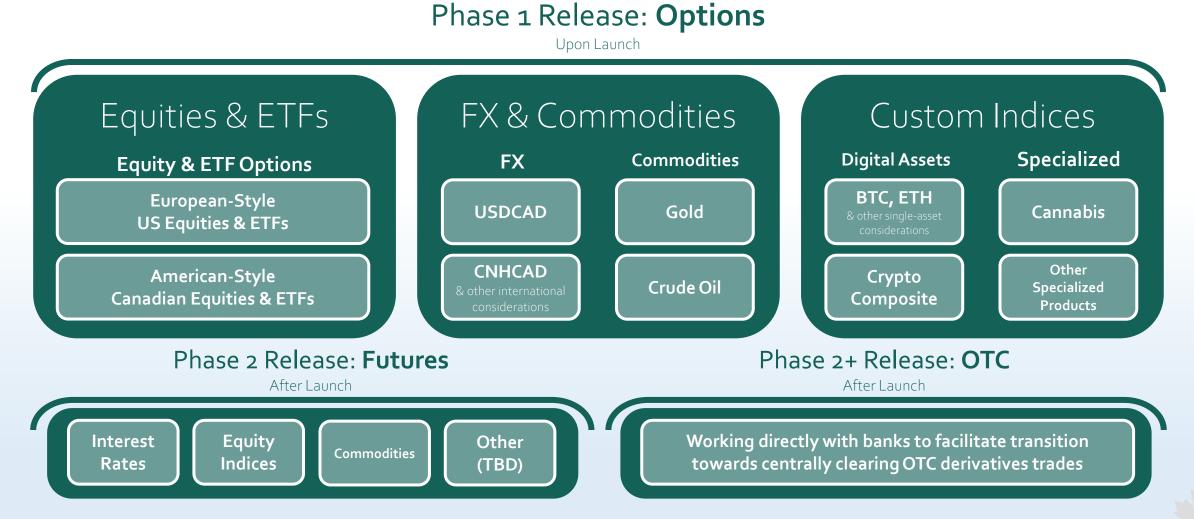
- In the last 20 years, US options trading volumes grew nearly 10x
- Subsequent to the falling of the "Gentleman's Agreement" between options exchanges (which prohibited trading each other's products), increased competition spurred exponential growth in trading volumes

### **G**tFOSE. **Product Roadmap**

tFOSE.Exchange

Corporate Overview Presentation

>> Working directly with partners to design the right products for investors.



tFOSE Clear

#### Open Access

Non-discriminatory access between CCPs and trading venues, improving margin efficiency

#### Centrally Cleared OTC Derivatives

Well positioned to facilitate transition towards centrally clearing OTC derivatives trades

#### Fungibility

Full fungibility between products traded on separate venues, lowering investor costs

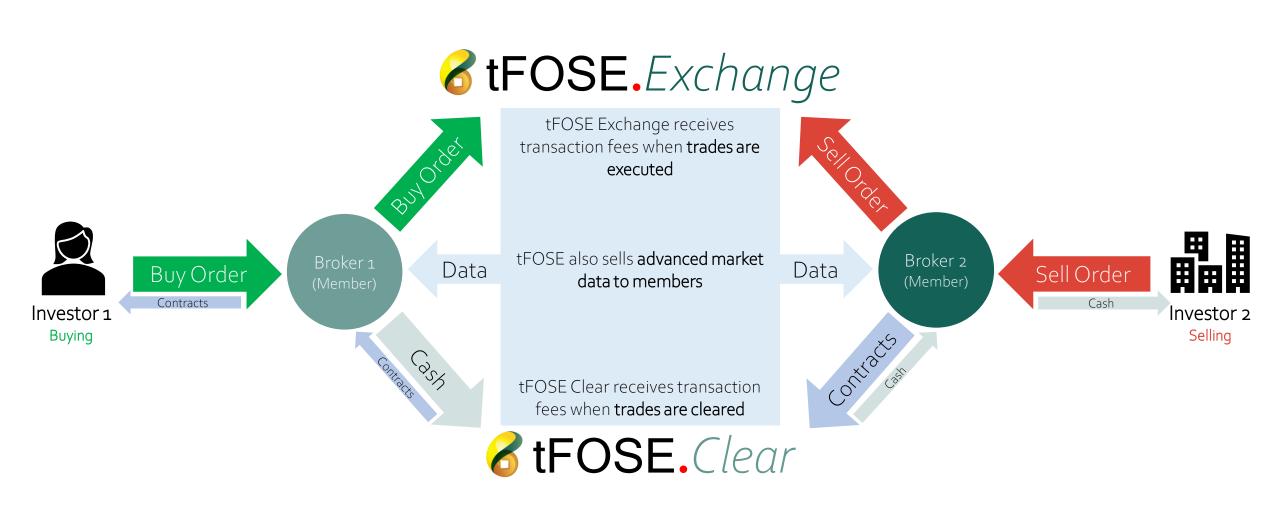
#### Margin Offsets

A modernized collateral recognition framework, crediting a wider range of quality assets

### Goal

#### Enhanced capital efficiency & risk management for clients

### **G**tFOSE. How tFOSE Makes Money



### **G**tFOSE. Multi Asset Class Leaders, Global DNA

tFOSE.Clear

Corporate Overview Presentation

#### **Executive Management**



James Beattie, CFA CEO

Respected risk capital specialist, business interventionist and markets executive across asset classes

Capital CIBC CIBC World Markets RBC Markets



#### Randee Pavalow **General Counsel**

Legal and regulatory leader with notable Canadian provincial securities regulation and exchange building experience





Jim Davies EVP, Corp. Dev.



#### Winville Larcher SVP, Client Management

Executive with extensive knowledge of global financial institutions & trading and sales of cash and derivative products





John Fennell **Chief Risk Officer** 

Derivatives clearing expert serving various instrumental roles at the world's largest options clearinghouse



#### **Al Kovacs** COO, Trading

Capital markets and digital asset executive specialized in marketplace, dealer operations, regulation and risk management TMX

Liquidnet



Madeline Yu, CPA **CFO** 

Experienced chartered accountant, public company CFO and private investment fund advisor Beutel Family KPMG Investments



Daju Gu COO, Operations, **Clearing and IT** 

Business operations leader with executive roles at leading banks and exchanges



#### **Trusted Advisors**



#### Rahul Suri **Corp. Strategy Advisor**

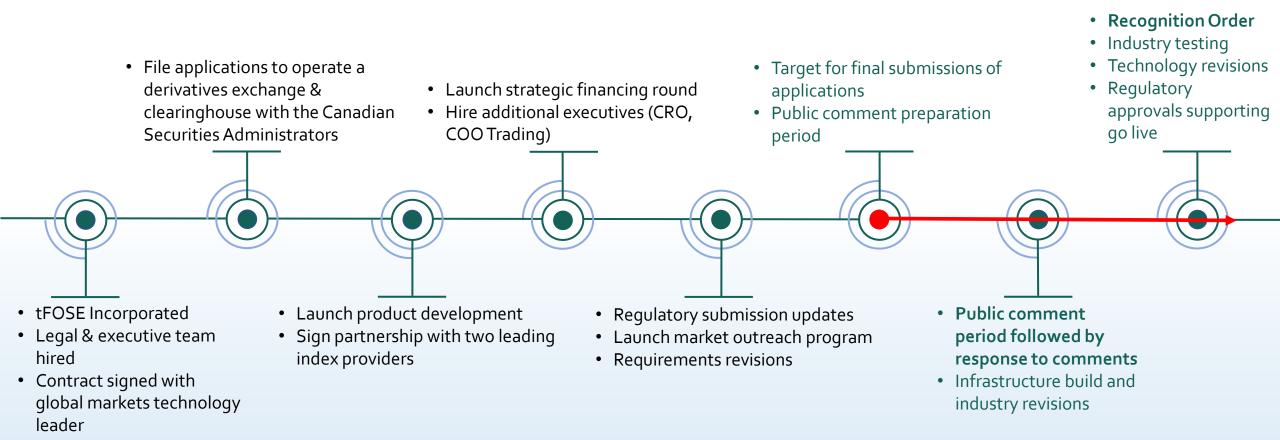
CLARITI STRATEGIC ADVISORS Award-winning global investment banker, private equity professional and corporate finance lawyer





CIBC World Markets

### **G**tFOSE. **Recognition Order Roadmap**





# >> Contact

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