

TRANSPARENCY • EFFICIENCY • NETWORKS
WHAT'S YOUR POSITION?



Governments, Banks,
Securities Houses and
Brokers Have One Goal:
Regain Control

Peter Banham
1 December, 2009

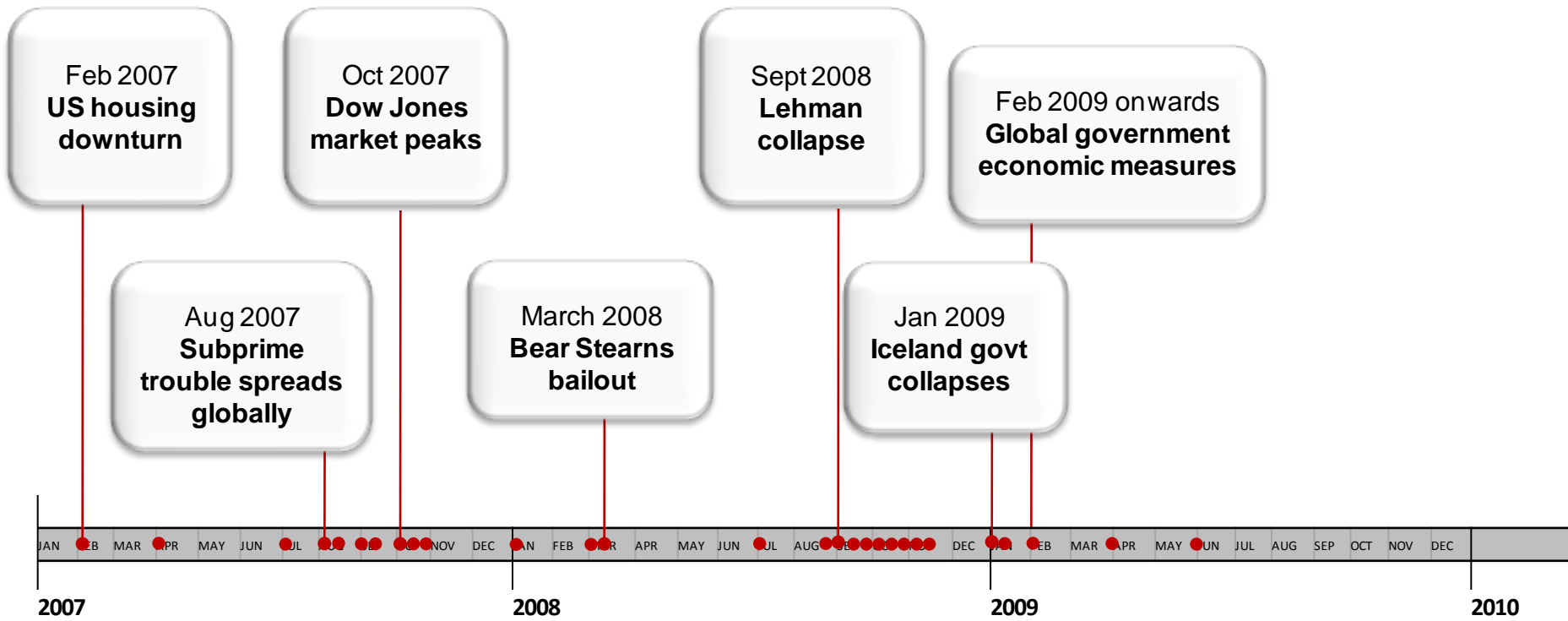


SUNGARD[®]



Position Control

After the meltdown



Key strategic focus for 2009/2010

○ TAKING CONTROL

- More stringent risk management
 - Not “just” by the risk management department
 - Credit risk of vendors
- More cost reduction than profit generation
 - Automation & efficiency (front to back)
 - Alternative deployment options
- More regulatory control
 - Transparency and independent valuation
 - More central clearing
- Less of a focus on complex products
 - Vanilla equities and FX driven recovery
 - Increased focus on exchange trading and settlement

The renewed emphasis on position control

- Needs in Trade Execution and Price Distribution
 - Multiple execution venues and channels for customers and traders
 - Automation is Non-Negotiable
- Needs in Active Position Management
 - Intelligent control from market makers to proprietary traders
 - Controlled view of pricing and risk
- Needs in Enterprise Trading Control
 - Transparent overview
 - Regulation and management oversight intensifies
- Needs in Automation and Processing
 - Providing Capacity for growth with consolidation
 - Customizable workflow from execution to settlement
- SunGard's Response

Position control



TRADE EXECUTION
AND PRICE
DISTRIBUTION



ACTIVE POSITION
MANAGEMENT



ENTERPRISE
TRADING
CONTROL



AUTOMATION
AND PROCESSING

Position control

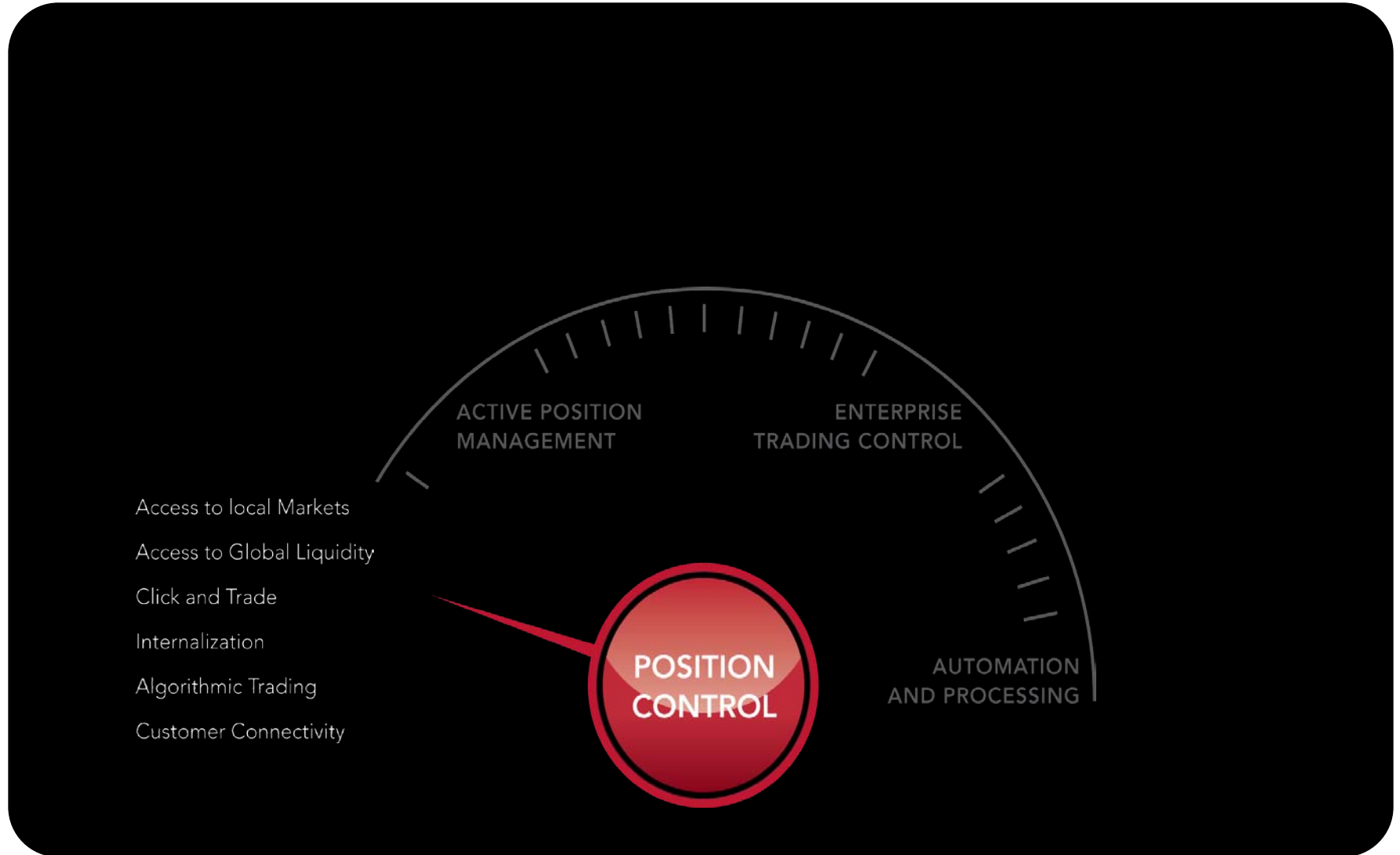




Superior Handling
Trade Execution and Price Distribution

Trade execution and price distribution

Superior handling





Instantaneous output
Active Position Management

Active position management

Instantaneous output

Real-Time P&L

Real-Time Risk and Sensitivities

Real-Time Position Limits

Exposure Hot Spot Reporting

User Friendly and Intuitive Navigation

Dynamic Decision Support

Opportunity Radar

TRADE EXECUTION
AND PRICE
DISTRIBUTION

POSITION
CONTROL

ENTERPRISE
TRADING CONTROL

AUTOMATION
AND PROCESSING

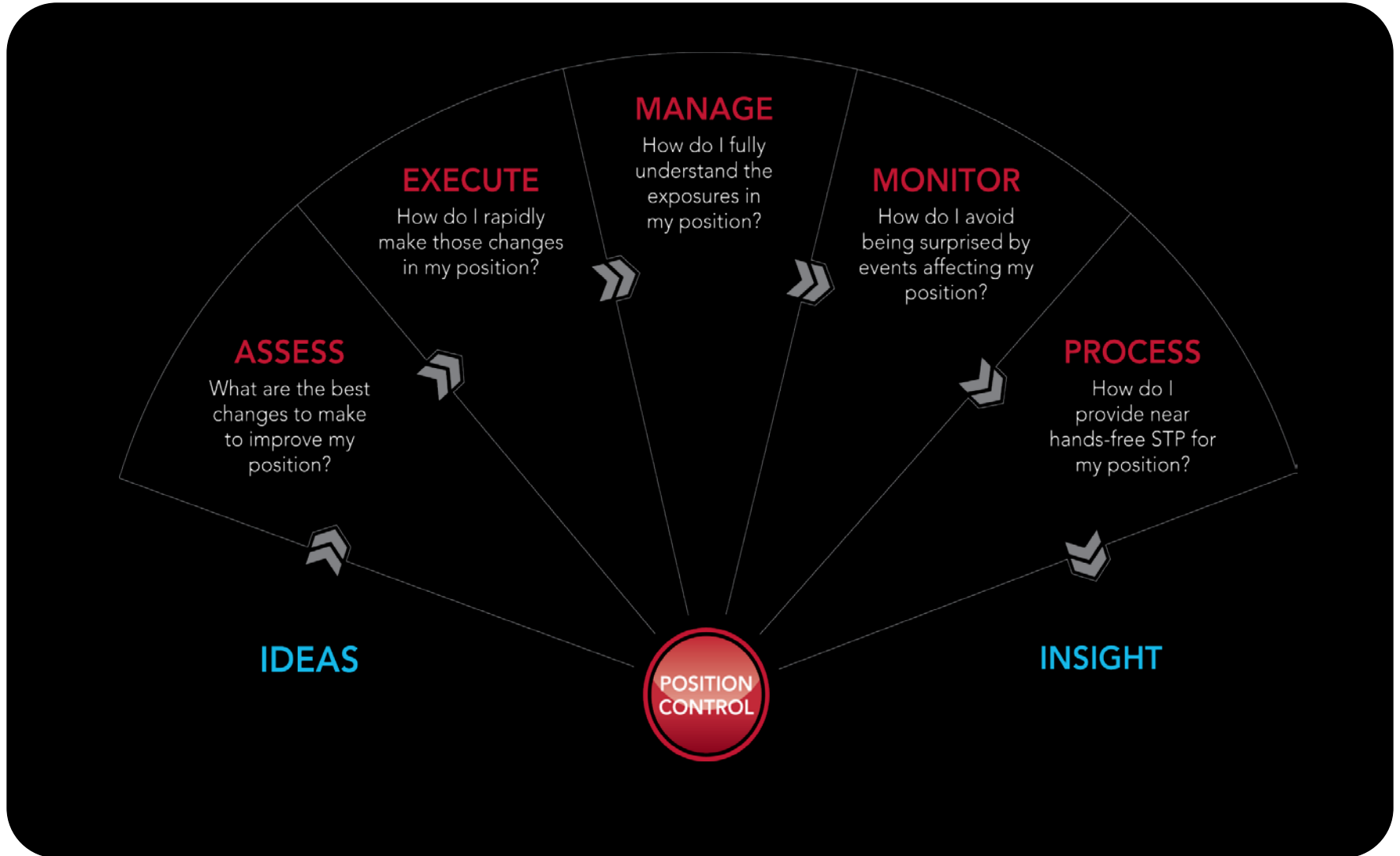
Good ergonomic design is essential

Active position management



Good design is essential

Active position management





Brilliant illumination
Enterprise Trading Control

Regulators continue to push...

Active position management

Thursday Sep 24 2009
All times are London time

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FT.com



21 October, 2009

European Commission sets out blueprint for derivatives reform

Internal Market and Services Commissioner Charlie McCreevy said: "This Communication marks a **paradigm shift away** from the traditional view that derivatives are financial instruments for professional use and thus require only **light-handed regulation**. The Commission proposes a comprehensive approach that will ultimately **enable markets to price risks properly**".



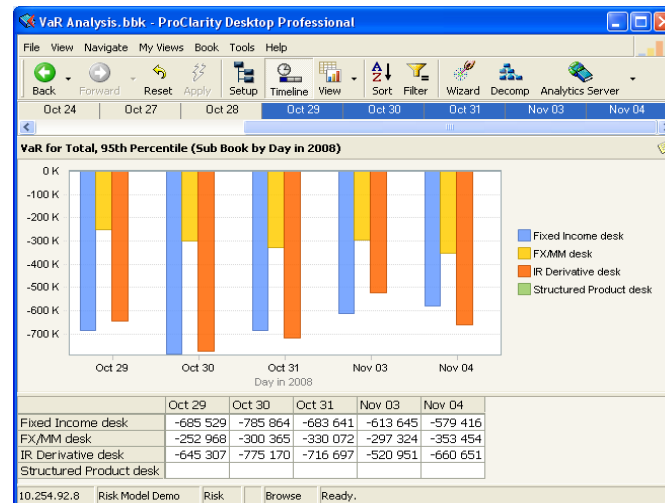
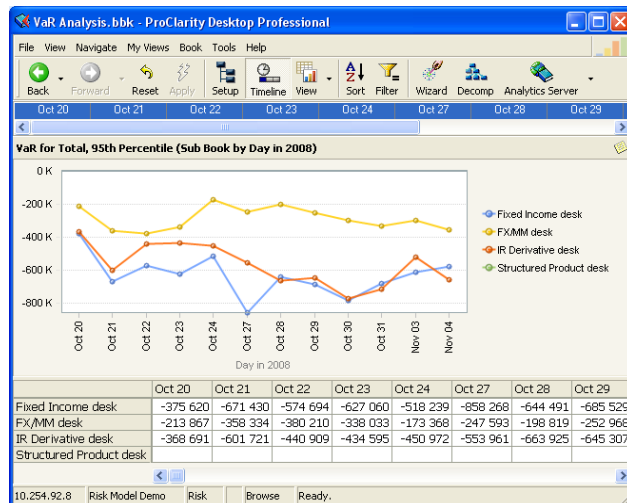
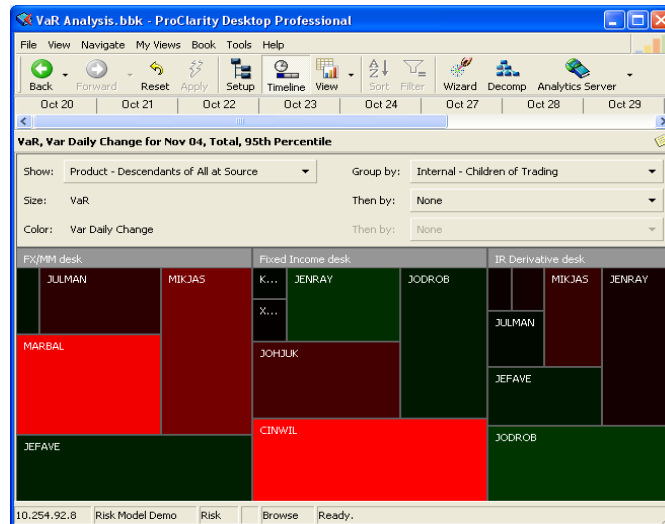
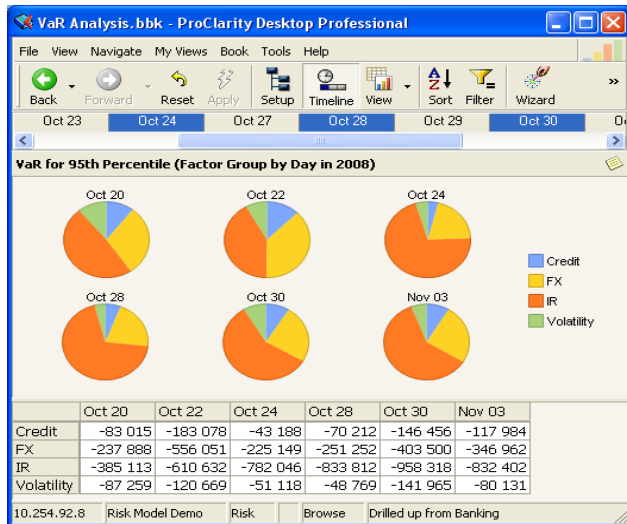
echoed by officials from the UK and elsewhere that the G20 has proved the best forum to prevent a repeat of last year's crisis.

On the domestic front, Mr Geithner today will place a new emphasis on preventing "moral hazard". He warns: "We simply cannot walk away from the worst financial crisis since the Great Depression and not do everything in our power to reform the system that contributed to this breakdown." But the regulatory turf war and political horsetrading has not subsided in spite of Mr Geithner's entreaties.

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Management needs a data dashboard

Enterprise trading control





More power less consumption
Automation and Processing



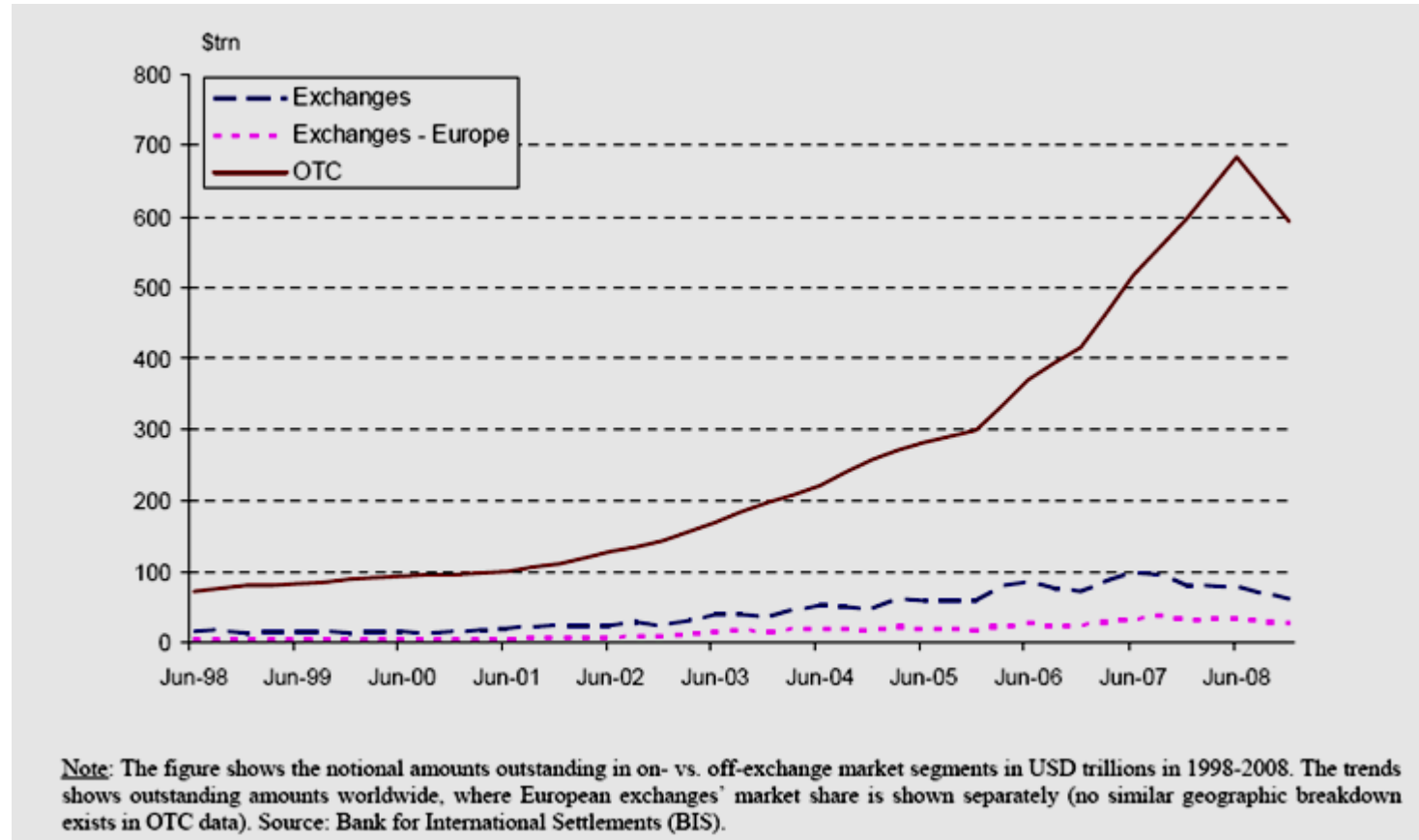
Automation and processing

More power, less consumption



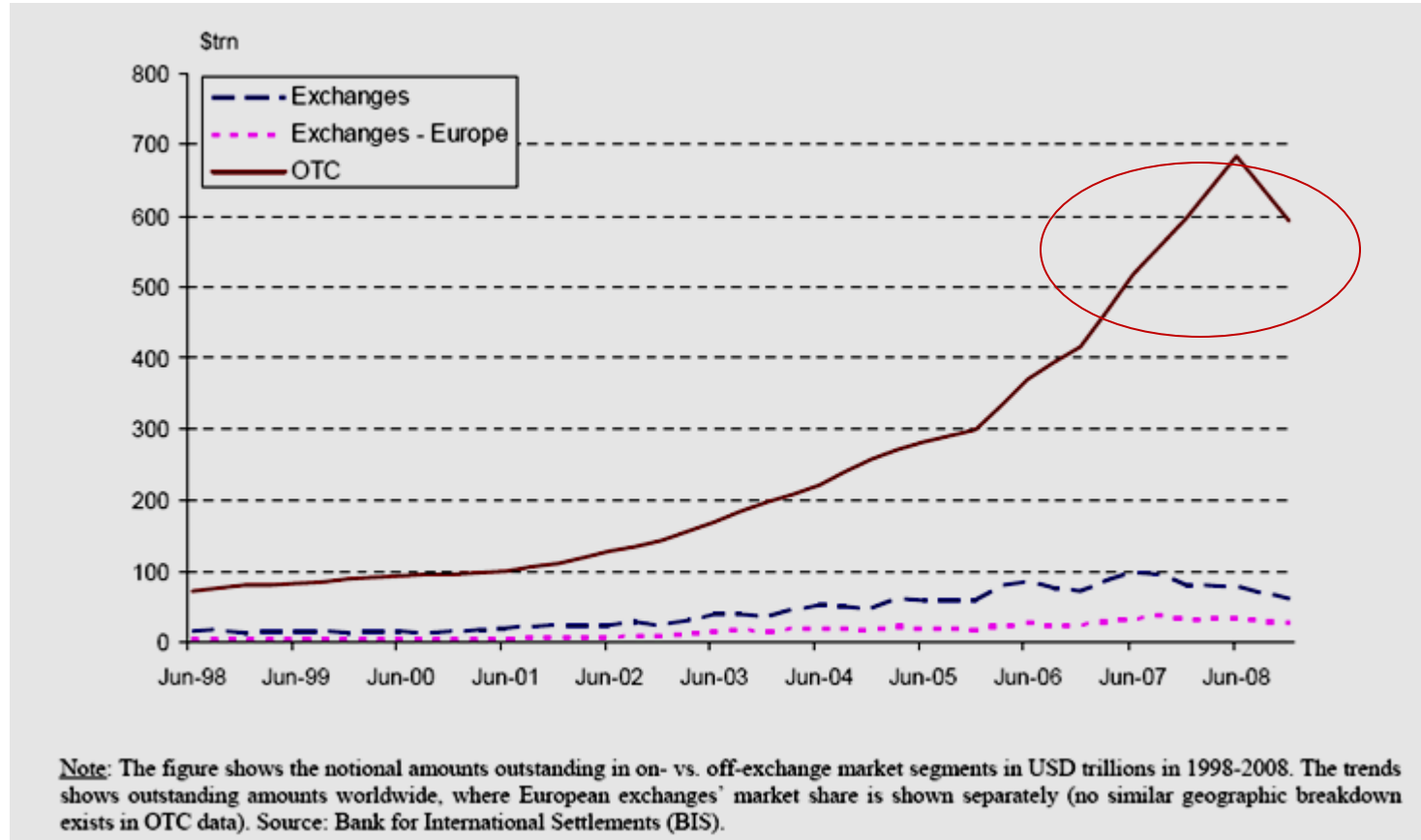
Outstanding notional is down

Automation and processing



Outstanding notional is down... but

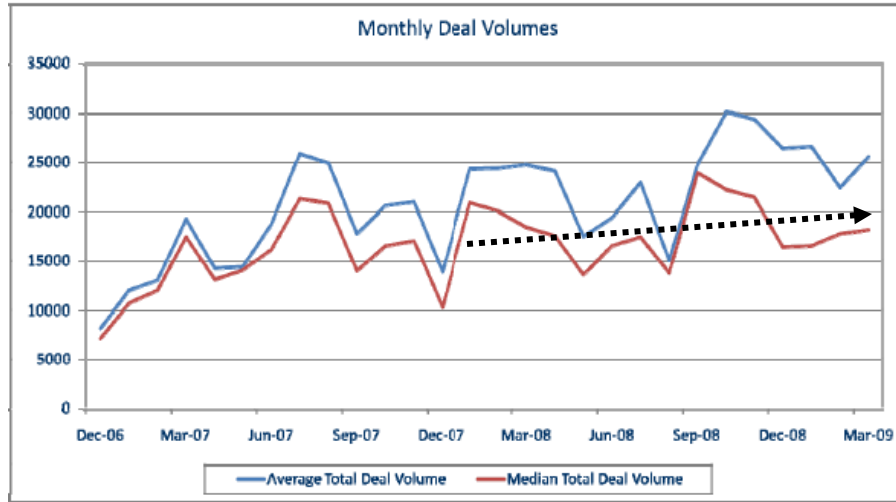
Automation and processing



OTC monthly deal volumes still high...

Automation and processing

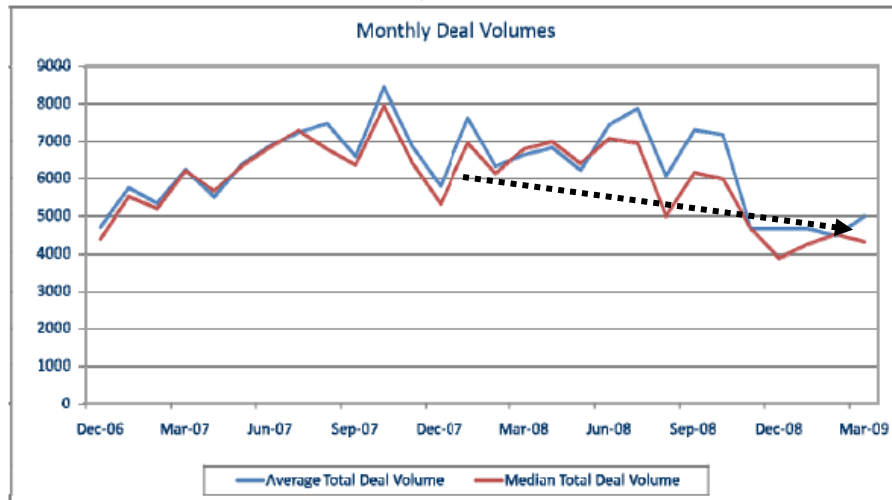
Credit Derivatives



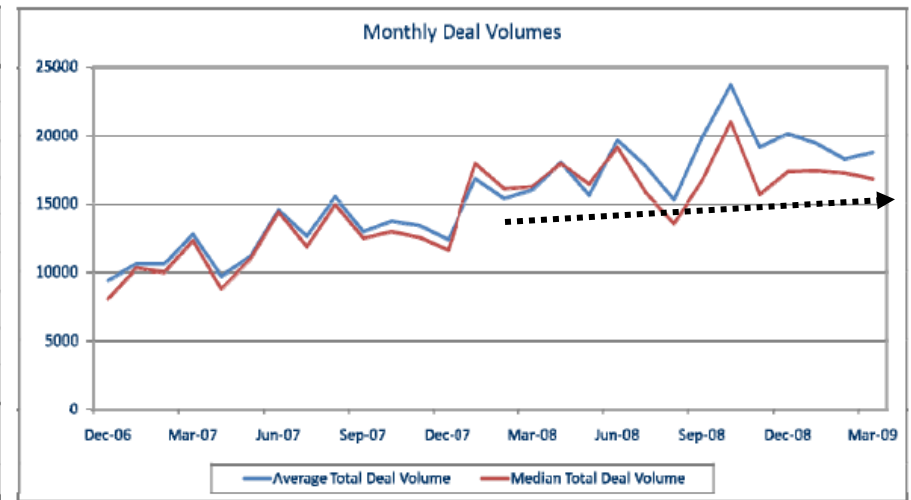
Capacity Demands Remain...

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Equity Derivatives



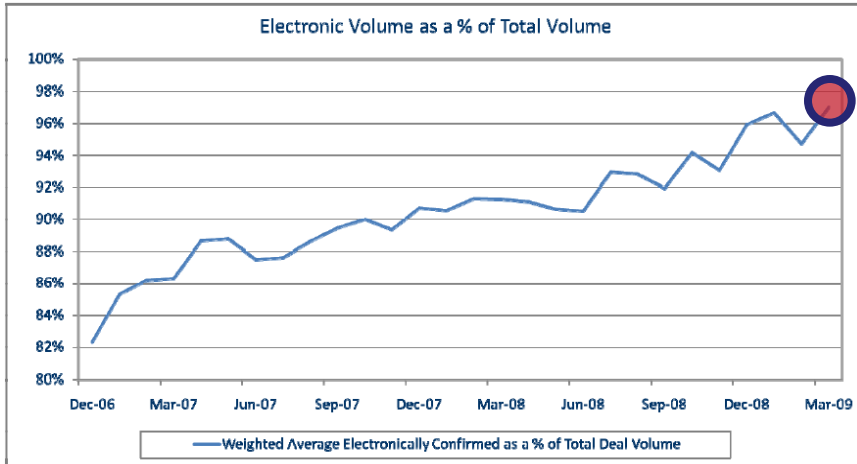
Interest Rate Derivatives



OTC monthly deal volumes still high...

Automation and processing

Credit Derivatives

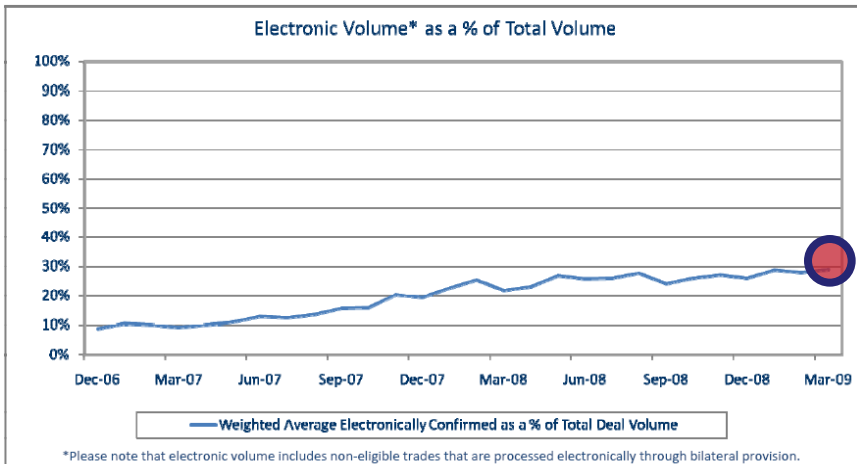


... With a clear trend towards automation of operations

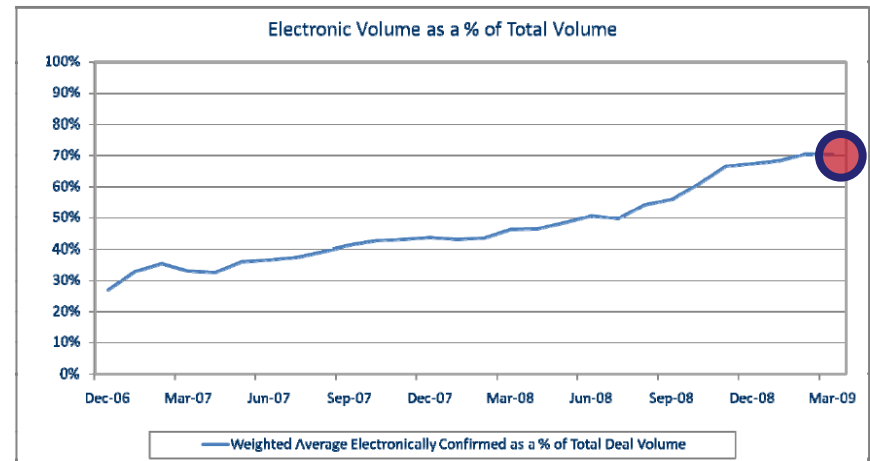
- There is more to do...
 - especially in equity derivatives

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Equity Derivatives



Interest Rate Derivatives





Our answer to the problems?
The capital markets need a new engine

Position control

Across the business

