

# SPONSORSHIP PACK



Event Manager:

Created by the industry, for the industry.

# **2016 FIX EVENTS**

14th Asia Pacific Trading Summit - Hong Kong, 12th May 2016 Australia FIX Conference 2016 - Sydney, 13th October 2016 India FIX Conference 2016 - Mumbai, 1st September 2016 Singapore FIX Conference 2016 - Singapore, 17th November 2016

#### **About FIX Conferences**

Since 2003, the Asia FIX Conferences organised by FIX Trading Community have been the most important trading events held in the region. FIX events are formulated 100% by senior representatives of firms active in each region. The FIX conferences are noted for their high quality speakers, topical issues and being a neutral platform for market participants, policy makers and regulators to interact and discuss issues and ideas.

#### Why FIX Trading Community Conferences

- Topical content, created by the industry, for the industry
- Great learning and networking opportunities
- A true industry event without sales pitches
- Supported by FIX Trading Community™ members active in the region
- FREE to FIX members (registration and approval required)



#### What is FIX Trading Community?

FIX Trading Community<sup>™</sup> is the non-profit, industry-driven standards body at the heart of global trading.

The organisation is independent and neutral, dedicated to addressing real business and regulatory issues impacting multi-asset trading in global markets through standardisation, delivering operational efficiency, increased transparency, and reduced costs and risks for all market participants.

Central to FIX Trading Community's work is the continuous development and promotion of the FIX family of standards, including the core FIX Protocol messaging language, which has revolutionised the trading environment and has successfully become the way the world trades.

As an industry-driven organisation, all FIX Trading Community initiatives are pursued in response to market participant requests. This work is organised through a global network of committees and working groups that attract colleagues, peers and competitors who work together in a collaborative manner, free from commercial conflict, and in a way rarely witnessed in the capital

markets to address core industry challenges. These efforts are supported by a small team of resources based in New York, Hong Kong and London.

FIX Trading Community was previously known as FIX Protocol Ltd (and this remains its full legal entity name). Since its launch in 1998, the organisation has achieved tremendous success, developing and encouraging adoption of the FIX messaging standard. However, in recent years, whilst the continuous enhancement and promotion of FIX has remained a core goal, the organisation was also successfully leading work exploring how other non-proprietary, free and open standards could effectively support evolving needs.

This led to the belief that the existing brand, no longer truly reflected the many ways in which the organisation supports the industry, nor the countless opportunities that actively participating in this vibrant community presents. The result of which was the decision to rebrand the organisation as FIX Trading Community in August 2013.



# **Sponsorship**



Limited sponsorship, exhibition and advertising opportunities are available at these events. Bookings are on a first-come-first-served basis. In order to ensure neutrality, the agendas at all FIX events are created 100% by senior representatives from the local trading community. We therefore DO **NOT** offer any speaking slots as part of our sponsorship packages at ALL FIX Conferences globally.

Members of the FIX Trading Community are able to enjoy discounts on sponsorship fees as well as priority in reserving the exhibition spaces.

All FIX Members can confirm booking from **23<sup>rd</sup> November 2015.** All bookings received from FIX Premier Global Members before **14<sup>th</sup> December 2015** will receive priority processing. After this date, all FIX members will be processed based on a first-sign, first-served basis. Sponsorship opportunities will then be available for all firms (including non-members) from **4<sup>th</sup> January 2016**.

Enquiries: Sammy Ho, sammy.ho@fix-events.com, (852) 8203 6093

## **FAQ**

- **1. Is my institution a member of FIX? -** The list of FIX members can be found online at <a href="http://www.fixtradingcommunity.org/pg/group-types/member-firm-groups-public">http://www.fixtradingcommunity.org/pg/group-types/member-firm-groups-public</a>
- **2.** How can my institution become a member? Please contact our Member Relations Manager Ms. Bernie Simon at <a href="mailto:bernie.simon@fixtrading.org">bernie.simon@fixtrading.org</a> or call +44(203) 440 5959
- **3. Can I nominate a speaker or get involved in Agenda planning? -** If you would like to join the organizing committee (for FIX Members only) or would like to nominate a speaker, please send an email to Sammy Ho at <a href="mailto:sammy.ho@fix-events.com">sammy.ho@fix-events.com</a>, (852) 8203 6093.
- **4. Do you offer any discount? -** To ensure that all sponsors enjoy the same benefits, the sponsorship fees are NOT negotiable. Set discounts are given to sponsors who support multiple Asia Pacific FIX events and early bird discount will be given to sponsors signing up before end of February 2016.

Summary		India	Hong Kong	Singapore	Sydney	
Ex <sub>1</sub>	pected endance	300+	500+	300+	350+	
Bra	inding	✓	✓	✓	✓	
Exh	ibition	✓	✓	✓	✓	
Guest Room included in the exhibition sponsorship?		×	<b>√</b>	×	✓	
Co	cktail	✓	✓	✓	✓	
Refre	eshment	✓	✓	✓	✓	
1	Wifi	✓	✓	✓	✓	
Dele	gate Bag	✓	✓	✓	✓	

# SPONSORSHIP PACKAGES



# 1) Branding Sponsorship:

As a sponsor, your firm will be closely associated with a conference that has proven each year to be one of the most highly regarded events in the industry. It reinforces the position of your firm in helping to drive the growth of the industry.

- \* Acknowledged as a "Sponsor" on marketing materials, invitation email and stage backdrop (or LED Screen)
- \* Company logo, company profile and contact details to be included on the conference brochure
- \* Placement of logo on official conference website www.fix-events.com with a direct web link to your company's website
- \* Placement of logo on the front cover of the conference brochure
- \* Post conference delegate list# (Please note: Registration list will not be released prior to the event)
- \* 5 Complimentary Passes for Staff / Clients
- \* Preferential rate for advertising in the official GlobalTrading Journal



# 2) Exhibition Sponsorship:

#### [Book Early! Stand locations will be allocated on a first-signed, first-choose basis.]

- \* One unit of exhibition space\*\* for the showcase of products / services (2.5m x 1.2m)
- \* Acknowledged as a "Sponsor" on marketing materials, invitation email and stage backdrop (or LED Screen)
- \* Company logo, company profile and contact details to be included on the conference brochure
- \* Placement of logo on official conference website www.fix-events.com with a direct web link to your company's website
- \* Placement of logo on the front cover of the conference brochure
- \* Post conference delegate list# (Please note: Registration list will not be released prior to the event)
- \* 7 Complimentary Passes for Staff / Clients
- \* Preferential rate for advertising in the official GlobalTrading Journal

(For HK and Sydney, included 2 free guest room nights at the event hotels during the date of the conferences)

\*\* Exhibitor should be limited to one company brand per exhibition booth, except wholly owned subsidiaries (subject to confirmation from the event organiser)









## 3) Cocktail Sponsorship:

(Up to 2 sponsors per conference)

- \* Additional logo exposure at the cocktail area
- \* Sponsor can provide up to 2 pull up banners to be displayed at the cocktail area during the cocktail session
- \* Acknowledged as a "**Cocktail Sponsor**" on marketing materials, invitation email and stage backdrop
- \* One time branded cocktail invitation via email to potential participants
- \* Company logo, company profile and contact details to be included on the conference brochure
- \* Placement of logo on official conference website www.fix-events.com with a direct web link to your company's website
- \* Placement of logo on the front cover of the conference brochure
- \* Post conference delegate list# (Please note: Registration list will not be released prior to the event)
- \* 5 Complimentary Passes for Staff / Clients for the conference and 5 additional passes for the cocktail session



# 4) Refreshment Sponsorship

- \* Logo exposure at the foyer/exhibition area where refreshments will be served
- \* Sponsor can provide up to 2 pull up banners to be displayed in the foyer area
- \* Branded Coffee Cups
- \* Acknowledged as a "Refreshment Sponsor" on marketing materials, invitation email, stage backdrop (or LED Screen)
- \* Company logo, company profile and contact details to be included on the conference brochure
- \* Placement of logo on official conference website www.fix-events.com with a direct web link to your company's website
- \* Placement of logo on the front cover of the conference brochure
- \* Post conference delegate list# (Please note: Registration list will not be released prior to the event)
- \* 5 Complimentary Passes for Staff / Clients





(This package includes the offerings of standard coffee/tea and refreshments, for other upgrade options such as barista & coffee cart, please contact us.)

# 5) Wifi Sponsorship (with charging station)

- \* Acknowledged as a "Wifi Sponsor" on marketing materials and stage backdrop (or LED Screen)
- \* Included a branded tabletop/small booth as phone charging station in the fover/exhibition area
- \* Company logo, company profile and contact details to be included on the conference brochure
- \* Placement of logo on official conference website www.fix-events.com with a direct web link to your company's website
- \* Placement of logo on the front cover of the conference brochure
- \* Post conference delegate list\* (Please note: Registration list will not be released prior to the event)
- \* 5 Complimentary Passes for Staff / Clients



# **Add-on Options**

(for sponsors only, not to be purchased separately)

### a) Advertisement on Conference Brochure

\* One page of 4-Color, A4-advertisement on the brochure distributed on the event date

# b) Delegate Bag Sponsorship

Exclusive opportunity to distribute delegate bag at the registration desk together with the conference brochure. (Bags to be provided by the sponsor at the conference venue). You can include one item with the delegate bag (such as corporate gift, company flyer etc.)

# c) Conference and GlobalTrading Journal Bundle\*

To increase your firm's brand visibility at the event and to reinforce the your firm's position as a thought leader, you can advertise in the official GlobalTrading journal at a discounted rate. With the addition of USD 10,000, you will be able to enjoy the following GlobalTrading Journal package benefits:

- \* Full page advertising in 2 Asia Pac regional issues of the GlobalTrading Journal published in Q2 and Q3 2016
- \* Sponsor logo on the journal covers of Q2 and Q3 issues (Asia Pac regional edition only)
- \* 1 editorial contribution to either Q2 or Q3 issue published across all regional editions (Asia Pac, Americas, EMEA)
- \* Editorial promotion online on www.fixglobal.com and via GlobalTrading E-Newsletter
- \* Sponsor branding on www.fixglobal.com for the period of Q2 and Q3 2016
- \* Bonus circulation of Q2 / Q3 issues at Asia Pacific FIX Conferences (including Japan) in 2016



#### Global. Multi-Asset. Industry Driven.

The GlobalTrading Journal is the premier global educational publication for the electronic trading industry and the FIX Trading Community's official journal since 2002. With over 12,000 subscribers globally, GlobalTrading includes buy-side interviews, regulatory updates, exchange news, technical insight, and updates on the most important trends and opinions across all asset classes.

Unique online content and downloadable resources are available on <a href="www.fixglobal.com">www.fixglobal.com</a> and promoted via our weekly e-Newsletter and Social Media channels.



\* The billing of the Global Trading Bundle will be handled by GlobalTrading Journal

#### **SPONSORSHIP FEE 2016**

FIX Trading Community Member Rate\*

(All Fees are Quoted in USD)

	India	Hong Kong	Singapore	Sydney
Branding	4800	5200	4800	4800
Exhibition	8600	10500	8600	10000
Cocktail	8500	14000	13000	13000
Refreshment	7500	8000	8000	8000
Wifi	7500	8000	8000	8000
Additional Advertisements	1200	1200	1200	1200
Delegate Bag	3800	3800	3800	3800

**GlobalTrading Journal Bundle** 

10000

(Same Fee for Members and Non-members)

#### Non-Member Rate\*

Tion Monitor Nato					
	India	Hong Kong	Singapore	Sydney	
Branding	6200	6200	6200	6200	
Exhibition	10500	12800	10500	12500	
Cocktail	10000	15000	15000	15000	
Refreshment	9000	10000	10000	10000	
Wifi	9000	9000	9000	9000	
Additional Advertisements	1600	1600	1600	1600	
Delegate Bag	4800	4800	4800	4800	

<sup>\*</sup>The sponsorship fee quoted is on a gross value basis and shall be made in cleared funds. To ensure that all sponsors enjoy the same benefits, the sponsorship fees are NOT negotiable. LATE BOOKING SURCHARGE: A surcharge of USD 500 applies for booking received with less than 6 weeks before the event.

## **SPECIAL PACKAGES** (For FIX Members Only)

**PACKAGE A:** Branding Sponsorship for all 4 conferences Price: USD 16,000 (Save USD 3,600) **PACKAGE B:** Exhibition Sponsorship for all 4 conferences Price: USD 33,000 (Save USD 4,700)

#### EARLY BIRD DISCOUNT

For non-package bookings (with a total fee over USD 10,000) received before the end of the **February 2016**, USD 500 will be discounted from the total sponsorship fee. Each sponsor can enjoy this discount once.

#### **OTHER DISCOUNTS** (not applicable for the Special Packages)

The following discounts are given to sponsors who support multiple Asia Pacific FIX events and confirm sponsorship at the same time.

- 1) Sponsors signing up for Exhibition/Cocktail/Wifi Sponsorship for <u>3 or more</u> Asia Pacific FIX events, a total of **USD 3,000** will be discounted from the total sponsorship fee. OR
- 2) Sponsors signing up for Branding Sponsorship (or a combination of Branding, Exhibition, Wifi and Refreshment Sponsorship) for 3 or more Asia Pacific FIX events, a total of **USD 1,500** will be discounted from the total sponsorship fee.

#### Who Spoke at FIX Asia Pacific Events

- \* Sir Jackie Stewart OBE, Formula 1 World Champion
- \* Sir Ranulph Fiennes OBE
- \* David Eldon, Senior Adviser, PwC Hong Kong, and former Chairman of HSBC
- \* Nick Fry, Chief Executive Officer, MERCEDES AMG PETRONAS Formula One Team
- \* Ashley Alder, Chief Executive Officer, Securities and Futures Commission, Hong Kong
- \* Cathie Armour, Commissioner, Australian Securities and Investments Commission
- \* Oliver Harvey, Senior Executive Leader, Financial Markets Infrastructure, Australian Securities and Investments Commission
- \* S. Ramann, Executive Director, Securities and Exchange Board of India
- \* Maninder Cheema, Deputy General Manager, Market Regulation Department, Division of Policy, Securities and Exchange Board of India
- \* Greg Heaton, Senior Director, Licensing, Intermediaries, Securities and Futures Commission, Hong Kong
- \* Charles Li, Chief Executive, Hong Kong Exchanges and Clearing
- \* Meyer S. (Sandy) Frucher, Vice Chairman, NASDAQ OMX Group
- \* John Fildes, Chief Executive Officer, Chi-X Australia
- \* Magnus Böcker, Former Chief Executive Officer, SGX
- \* Ashishkumar Chauhan, MD & CEO, BSE Ltd
- \* Balasubramaniam Venkataramani, Chief Business Officer, BSE
- \* Umesh Jain, Chief Technology Officer, National Stock Exchange of India
- \* Lucas Schmeddes, President and Chief Operating Officer, ICE Futures Singapore & ICE Clear Singapore
- \* U Venkataraman, CEO Currency Derivatives segment and whole time Director, MCX-SX
- \* Julien Le Noble, Managing Director, Asia Pacific, CME Group
- \* Brad Katsuyama, President & Chief Executive Officer, IEX Group
- \* Jenny Chiam, Senior Vice President, SGX
- \* Tsai Li Renn, SVP, Head of Fixed Income Trading, SGX
- \* Masaki Suzuki, General Manager, Singapore Representative Office, Tokyo Stock Exchange
- \* Xiaocheng Shi, Chief Representative, Shanghai Stock Exchange in Hong Kong
- \* Larry Tabb, Founder & CEO, TABB Group
- \* Seth Merrin, CEO and Founder, Liquidnet
- \* Philippe Buhannic, CEO and Co-Founder, TradingScreen
- \* Kevin Gould, President, Markit
- \* Shaun Bramham, CEO of Asia Pacific, Instinet
- \* Steve Grob, Director of Group Strategy, Fidessa
- \* Mike Burgess, Chief Information Security Officer, Telstra
- \* Emma Quinn, Global Co-Head of Equity Trading, AB
- \* Simon Williams, Director, Head of Hong Kong Trading, Blackrock
- \* Matthew Saul, Head of Trading for Asia ex-Japan, FIL Investment Management
- \* George Molina, Senior Vice President-Director of Asian Trading, Franklin Templeton Investments
- \* Sam Y. Kim, Managing Director, Head of Trading & Liquidity Strategies Group, Asia Pacific, BlackRock
- \* Tim Bruenjes, Senior Vice President, Equity Trader, PIMCO
- \* Francis So, Head of Dealing Asia, BNP Paribas Investment Partners
- \* Richard Coulstock, Director, Head of Dealing, Eastspring Investments
- \* Christine To, Vice President, Head of Asian Trading, T Rowe Price International Inc
- \* John Tompkins, Head of Trading, Senrigan Capital
- \* Jason Lapping, Head of Asia Pacific Trading, Dimensional (Australia)
- \* Joe Kassel, Head of Global Equities Dealing & Exposure Management, AMP Capital
- \* Jon Evans, CEO, Abiding Capital Pty Ltd
- \* Scott Treloar, Chief Risk Officer, Vulpes Investment Management
- \* Dean Chisholm, Regional Head of Operations, Asia Pacific, Invesco
- \* Paul Smith, Chief Executive Officer, Asia Alternative Asset Partners
- \* Murat Atamer, Head of Electronic Trading, Asia Pacific, Bank of America Merrill Lynch
- \* Edward Duggan, Executive Director, Electronic Client Solutions APAC, J.P. Morgan
- \* David Rabinowitz, Executive Director, Head of Direct Execution Services Asia, UBS
- \* Shamu Thambi, Executive Director, Institutional Equity Division, Morgan Stanley
- \* Siddharth Chhabria, Executive Director, Goldman Sachs
- \* Chris Jenkins, Managing Director, Asia Pacific, Tora Trading
- \* Thomas S. Kingsley, Regional Manager APAC, Bloomberg Tradebook
- \* Joseph Cavatoni, Managing Director, iShares Capital Markets, Asia Pacific
- \* Raj Mathur, Head of AES Business Development, Asia, Credit Suisse
- \* William Egan, Head of FX Services, APAC ex-Japan, RBS
- \* Gerrard Katz, Managing Director, Head of Asia FX Trading, Scotiabank
- \* Ofir Gefen, Head of Research & Algo Consulting, ITG Asia Pacific
- \* Paul Le Roy, Director, Execution Services, Pershing Securities Australia
- \* Shane Wallis, MD, Equities, Block Event

www.fix-events.com

Official FIX Events in Asia Pacific

#### **India FIX Conference 2015**







**Bloomberg** 



Morgan Stanley













#### The 13th Asia Pacific Trading Summit















Bloomberg Tradebook













Morgan Stanley









































# Singapore FIX Conference 2015











































#### **Australia FIX Conference 2015**





















































# Asia Pacific FIX Conferences 2016

Institution (Billing Identity)

# FIX Member Sponsorship Booking Form



Main Contact Person				Front Logistics contest parson (if differ			
Wall Contact Cloon				Event Logistics contact person (if different):			
Title							
Er	nail		Title:				
	ilali						
Te	elephone ( )		Email:				
Fa	х ( )						
Bil	ling Address		Teleph	Telephone ( )			
			Fax	( )			
	On a sight	Doollog Doollog	A- LIOD 40 000	□ Baalaan	- D. HOD 22 000		
	Special F	_	ge A: USD 16,000		e B: USD 33,000		
		India	Hong Kong	Singapore	Sydney		
	Branding	USD 4800 🗌	5200 🗌	4800 🗌	4800 🗌		
	Exhibition	8600 🗆	10500 🗆	8600 🗆	10000 🗆		
	Cocktail	ail 8500 🗌 1400		13000	13000 🗌		
	Refreshment	7500 🗆	8000 🗆	8000 🗆	8000 🗆		
	Wifi	7500 🗌	8000 🗆	8000 🗆	8000 🗆		
	Additional Advertisements	1200 🗌	1200 🗆	1200 🗌	1200 🗌		
	Delegate Bag	Delegate 3800 □ 3800		3800 🗆	3800 🗆		
	GlobalTrading		10000				
	Bundle Discount:		000 🔲 - USD 1,500				
(for booking 5 of more events)							
Early Bird Discount (for booking before end of February) - USD 500 Total:  Please include our company logo on the conference marketing materials							
I have read the general terms and conditions attached and agree to comply							
Authorized Signature and Company Stamp:							
WHAT'S NEXT?		N	ame:	Date:			

- 1) Fax the booking form to +852 3007 8320 and send an email to <a href="mailto:sammy.ho@fix-events.com">sammy.ho@fix-events.com</a> after fax transmission to ensure the proper receipt of the booking form. We will issue the invoice accordingly.
- 2) Please submit: (i) Company Profile in MS WORD document format (Up to 200 words in English) and (ii) Company Logo (.EPS or .Al format preferred) to <a href="mailto:barbara.law@fix-events.com">barbara.law@fix-events.com</a>. The profile and logo will be included on the event website (www.fix-events.com) and the conference brochure.



# Asia Pacific FIX Conferences

# **NON-MEMBER**

Event Logistics contact person (if different):

Institution (Billing Identity)

# Sponsorship Booking Form 2016

Main Contact Person				Name:				
Title								
Email								
Teleph	Telephone ( )				Email:			
Fax	( )			Telephone ( )				
Billing A	Address							
				Fax	( )		╛	
		India	Hong Kong		Singapore	Sydney		
	Branding	USD 6200 □	6200		6200 🗆	6200		
	Exhibition	10500 🗆	12800 🗆		10500 🗆	12500 🗆		
	Cocktail	10000 🗆	15000 🗆		15000 🗆	15000 🗆		
	Refreshment	9000 🗆	100	000 🗆	10000 🗆	10000 🗆		
	Wifi	9000 🗆	90	00 🗆	9000 🗆	9000 🗆		
	Additional Advertisements	1600 🗌	16	00 🗆	1600 🗌	1600 🗆		
	Delegate Bag	4800 🗆	48	00 🗆	4800 🗌	4800 🗆		
	GlobalTrading Bundle			10000				
Package Discount: (for booking 3 or more events)  Early Bird Discount (for booking before end of February)  - USD 3,000  - USD 1,500  Total:								
		our company logo on the general terms and cond						
Autho	rized Signature and	Company Stamp: _					_	
Name:			Date:					

#### WHAT'S NEXT?

- 1) Fax the booking form to +852 3007 8320 and send an email to <u>sammy.ho@fix-events.com</u> after fax transmission to ensure the proper receipt of the booking form. We will issue the invoice accordingly.
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