

UNITED STATES OF AMERICA  
COMMODITY FUTURES TRADING COMMISSION

MARKET RISK ADVISORY COMMITTEE MEETING

Washington, D.C.  
Tuesday, June 2, 2015

1 PARTICIPANTS:

2 Panel 1: CYBERSECURITY - CONSIDERING BANK OF  
3 ENGLAND'S CBEST PROGRAM:

4 Moderator:

5 ANDREW GRAY  
6 Group Chief Risk Officer, DTCC

7 Guest Speaker:

8 DAVID EVANS  
9 Senior Manager, Bank of England

10 Panel 2: LIQUIDITY IN THE DERIVATIVES MARKETS:

11 Moderator:

12 SUSAN MCLAUGHLIN  
13 Senior Vice President, Federal Reserve Bank

14 Panelists:

15 ISAAC CHANG  
16 Global Head of Fixed Income, KCG

17 PIERS MURRAY  
18 Managing Director, Global Head of OTC  
19 Derivatives Clearing & Prime Brokerage,  
20 Deutsche Bank

21 THOMAS WIPF  
22 Managing Director, Global Head of Bank  
Resource Management, Morgan Stanley  
Associate Director, CFTC Division of Market  
Oversight

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1 P R O C E E D I N G S

2 (10:02 a.m.)

3 MS. WALKER: As the designated federal  
4 officer it is my pleasure to call this meeting of  
5 the Market Risk Advisory Committee to order.  
6 Before we begin this morning's panels I would like  
7 to turn to Commissioner Bowen, the sponsor of the  
8 Market Risk Advisory Committee to make some  
9 remarks.

10 COMMISSIONER BOWEN: Thank you Petal.  
11 Good morning everyone and welcome to the second  
12 meeting of the Market Risk Advisory Committee of  
13 which I serve as sponsor. Before discussing  
14 today's topics, I will turn the podium over to the  
15 Chairman and Commissioner Wetjen just to see if he  
16 would like to make some statements.

17 COMMISSIONER WETJEN: Thank you  
18 commissioner Bowen I just want to really be very  
19 brief -- we've got such a packed agenda today I  
20 don't want to take up any time away from that.  
21 But let me just say thank you to all of you for  
22 being here, particularly the members of the

1 committee. I really appreciate your participation  
2 in these committees. They are extremely important  
3 to us -- it's a very very helpful way. Not just  
4 to get input to have a discussion of these issues.  
5 And I also want to thank in particular Andrew for  
6 moderating the first panel. I'll thank Susan in  
7 advance, I understand she's on her way down for  
8 doing the second panel. These are extremely  
9 important topics that we're taking up today --  
10 they're big topics. And obviously we can't cover  
11 all the issues involved here but this should be a  
12 very productive session -- so again thank you.  
13 Let me also thank Commissioner Bowen and all of  
14 her staff and all of our staff for all the work in  
15 putting this event together. It's really very  
16 much appreciated.

17 COMMISSIONER BOWEN: Thank you Sharon,  
18 thank you Tim. I'll keep my remarks very brief as  
19 well so we can get started but obviously  
20 Commissioner Bowens identified a couple of  
21 important topics. So looking forward to the  
22 discussion this morning and thanks again to all

1 the members for making their way to D.C. and to be  
2 with us today -- it's a real pleasure to have you  
3 here as always. And with that I'll turn back to  
4 Sharon, thank you.

5 COMMISSIONER BOWEN: Great, I want to  
6 thank you my fellow commissioners and I just want  
7 to note it's been a great year. Tomorrow will be  
8 officially, I guess the one year anniversary of  
9 our confirmation. So it's been a great first  
10 year. I also want to thank our MRAC members for  
11 bringing your passion and expertise to these  
12 important issues. I also want to express my  
13 appreciation and thanks to Kim Taylor for being  
14 such a tremendous resource. We wish for the best  
15 and we welcome Sunil Cutinho, who will be taking  
16 her seat on the committee. I'd like to thank the  
17 members of the staff from DCR, DMO, DSLO and OCO  
18 for the support that you've given us in preparing  
19 for today's meeting. And of course this would not  
20 be possible without the help of our logistical  
21 staff who work behind the scenes to make this  
22 meeting be a success, hopefully.

1                   As you know the purpose of MRAC is to  
2                   provide the commission with market intelligence  
3                   and recommendations from industry about market  
4                   risk and market structure issues. Our first panel  
5                   takes on an important market risk issue -- cyber  
6                   security. The importance of having an effective  
7                   cyber security measures cannot be overstated.  
8                   Cyber-attacks on the U.S. businesses have become  
9                   alarmingly increasing and it's critical that the  
10                  financial industry have strong protections in  
11                  place. Recently our staff held a round table at  
12                  cyber security testing. After attending that  
13                  discussion I became very interested in the Bank of  
14                  England's use of the CBEST program to deliver  
15                  targeted intelligence split cyber security tests.  
16                  I wanted to have an opportunity and to present the  
17                  commission with the opportunity to learn a little  
18                  bit more about CBEST and also to hear our market  
19                  participants' thoughts on that program. Thank you  
20                  to David Evans and the Bank of England for your  
21                  graciously agreeing to provide that opportunity  
22                  today.

1                   Our second panel addresses an important  
2                   issue that deals with market structure -- and  
3                   that's liquidity. Several market participants  
4                   have noted there are significant liquidity  
5                   movements in markets we oversee. It is important  
6                   in order to regulate effectively that the  
7                   commission get information from market  
8                   participants about what is happening in our  
9                   markets. MRAC offers a wonderful opportunity to  
10                  do so as our membership is so diverse -- including  
11                  end users, dealers, buy-side, (inaudible),  
12                  exchanges, clearing houses and academics. And  
13                  with our guest panelist today we also get the view  
14                  of trading desks. Thus the purpose of our second  
15                  panel is to answer a few questions. One is to  
16                  understand what market participants are referring  
17                  to exactly when they say liquidity, as they can  
18                  have many different meanings. The second is to  
19                  learn whether there has actually been liquidity  
20                  movements and if so, which markets. The third is  
21                  to determine the causes of changes in liquidity.  
22                  And finally we want to know what actions if any

1 the commission should take. I will now turn over  
2 to Ms. Walker, who will introduce our first  
3 moderator to the panel.

4 MS. WALKER: Thank Mr. Chairman,  
5 Commissioner Bowen, Commissioner Wetjen for your  
6 opening remarks. Before introducing our first  
7 panel moderator one note to MRAC members -- in  
8 your folders you'll find a complementary  
9 conference booklet from the Federal Reserve Bank  
10 of Chicago of the November 14th CCP resolution  
11 conference as well as a full biography of all the  
12 moderators and the guest panelists today and a  
13 copy of the Power Point. Importantly we also have  
14 a confirmation letter for your subcommittees, so  
15 if you could at some point just sign those and  
16 leave them on your desk, I'll pick up those up  
17 during the break. We can take care of that.

18 As noted in today's agenda our first  
19 panel discussion is on cyber-security --  
20 considering Bank of England's CBEST program. Our  
21 moderator for the first panel is Mr. Andrew Gray.  
22 We are privileged to have Andrew Gray as our



1 moderator who has decades of experience in these  
2 markets. Andrew currently serves as Managing  
3 Director and Group Chief Risk Officer at DTCC with  
4 global responsibility for DTCC enterprise risk  
5 management, operational risk management, and  
6 systemic risk as well as information security,  
7 technology risk management, business continuity  
8 management and global security management. Thank  
9 you.

10 MR. GRAY: Thank you very much Petal.  
11 It is a pleasure to have the opportunity to  
12 moderate this first panel and it's a pleasure to  
13 introduce our guest panelist -- Dave Evans from  
14 the Bank of England. You have his bio in the  
15 packet, but just a few very quick words on Dave's  
16 position and background. Mr. Evans is a senior  
17 manager in the sector and supervisory cyber  
18 support for the Bank of England. He joined the  
19 sector cyber team in the beginning of 2015 and  
20 prior to that worked as part of the bank's sector  
21 resilience team since 2010. And Mr. Evans has had  
22 a number of years of experience in various

1 positions in business analysis and security within  
2 the bank. So what I'd like to do for this first  
3 panel is break it up into two sections. The first  
4 section, Mr. Evans, Dave will present CBEST and  
5 basically answer the first five questions that are  
6 included on the agenda and then after he's had a  
7 chance to go through the presentation we'll open  
8 it up for questions. And in particular talk about  
9 what sorts of considerations we need to make in  
10 thinking about potentially applying CBEST to CFTC  
11 registrants. So with that I'll turn it over to  
12 Dave, Dave thank you very much for being here.  
13 And he'll kick us off with his presentation.

14 MR. EVANS: Thank you Andrew, thank you  
15 Petal, thank you commissioners and thank you to  
16 committee members for providing me with this  
17 opportunity to come and talk to you today. So  
18 I've been involved with the CBEST program since  
19 the inception. So I could talk for far longer  
20 than the time that has been allocated, but in  
21 interests of brevity we will stick to an agenda  
22 we've laid out in the presentation. So I'll

1 provide an overview of the CBEST program -- its  
2 origins, why we felt we needed CBEST, talk about  
3 what it is and what it does. We'll also touch on  
4 a little bit of what it doesn't do as well. The  
5 overview will then include answers to the  
6 questions we've laid out in the agenda. So what  
7 types of financial institutions are participating  
8 in the CBEST program? How is the program  
9 developed and how is it maintained? So that's  
10 maintained as process. What is the scope of  
11 testing? So what are we wanting to test and why  
12 are we wanting to test those elements of an  
13 organization. We'll answer how CBEST accommodates  
14 the evolution of threats and the changing  
15 technology landscape and we'll look at how CBEST  
16 as a program remains up to date. And then  
17 remembering that CBEST as a program is only twelve  
18 months old since we actually launched it, we'll go  
19 through some of the lessons that we've learned  
20 from the experience so far. Experience in rolling  
21 out the program and also experience in building  
22 the program as well. So that'll answer the first

1 five questions of the agenda and then rather than  
2 me trying to list some of the costs and benefits  
3 it's probably best if we hand it back to Andrew to  
4 facilitate a Q and A session where we'll look at  
5 some of the costs and benefits of having a similar  
6 program here for CFTC registrants.

7 So in June 2013, the U.K.'s financial  
8 policy committee issued the following  
9 recommendation. The recommendation was made to  
10 Her Majesty's Treasury, and Her Majesty's Treasury  
11 was to work with the relevant government agencies,  
12 the prudential regulation authority, the bank's  
13 financial market infrastructure supervisors and  
14 the financial conduct authority and they should  
15 work with the with core of the U.K. financial  
16 system and its infrastructure to put in place a  
17 program of work to improve and test resilience to  
18 cyber-attack.

19 It's important to know that in that  
20 recommendation -- the recommendation was issued to  
21 the lead government department to the financial  
22 sector in the U.K. -- so recommendations are

1 issued to the regulators on a complier explain  
2 basis but the financial policy committee does not  
3 have the power to issue complier explained  
4 recommendations to the non-regulatory bodies. But  
5 in there you'll also see some key points that  
6 financial policy committee acknowledged that as  
7 regulators on our own we wouldn't be able to  
8 address the issue. We needed the support of Her  
9 Majesty's Treasury but we also needed the support  
10 of the relevant government agencies and we'll  
11 touch on some of those as we go through the  
12 presentation. So following their recommendation  
13 in June 2013, the financial policy committee  
14 issued an update in September 2013. So just three  
15 months on, they issued the following public  
16 statement. And that was that it was important to  
17 ensure that the various institutions at the core  
18 of the financial system -- including banks and  
19 infrastructure providers had a high level of  
20 protection against cyber-attacks to ensure such  
21 attacks do not undermine the system. So this was  
22 the financial policy committee really saying that

1       in order to address this we need all of those  
2       organizations that constitute the core of the U.K.  
3       financial system to have a very high level of  
4       protection indeed.

5                       So that sent us on a journey then as to  
6       how do we measure, how do we ensure that there is  
7       a high level of protection? And so we reviewed  
8       testing practices across industry. And when we  
9       reviewed those practices we revealed that actually  
10      the variation in activities, and by that I mean  
11      the scope, the methodologies, the goals of  
12      testing, even the frequency of testing -- you  
13      know, that variation was just too large. Also we  
14      found very little insights into protective  
15      capabilities against likely attack methods. And I  
16      want to underscore that. We're talking about  
17      likely attack methods. Was enough work being done  
18      upfront for each organization to understand, or  
19      what are the threats that I need to concentrate  
20      on, not what are the threats generally to a system  
21      or to any organization. But what are the threats  
22      and likely attack methods that I might encounter

1 and how do I need to protect myself against them.

2           So after we'd done this work we realized  
3 that actually without some sort of common  
4 framework it's going to be really difficult for us  
5 to answer the examination question if you like  
6 that was set by the financial policy committee.  
7 How could we assess the adequacy of cyber security  
8 capabilities for each of those institutions that  
9 were considered core? And therefore we couldn't  
10 provide assurance. If we couldn't assess the  
11 levels of protective capability then how could we  
12 provide any assurance that the core of the U.K.  
13 financial system had -- I'm putting there in  
14 brackets, or knew what it needed to do to achieve  
15 a high level of protection? There was an awful  
16 lot of testing going on, but none of them really  
17 gave us the answers to the question that had been  
18 set to us. So something needed to change and  
19 that's really where CBEST as a process started to  
20 evolve. So it's very important that we wanted to  
21 build something that was repeatable, something  
22 that was scalable, and something that would really

1 look at the heart and the vulnerabilities within  
2 an organization. So we put in place a program  
3 that would consider all of the variables and allow  
4 the regulators to reach a judgment on the adequacy  
5 of capabilities. At the end of the day we needed  
6 to build a process that would enable our line  
7 supervisors to take on board all of that  
8 information and then have informed discussions  
9 with each of the organizations they supervise and  
10 regulate so that we can agree on what the right  
11 steps to take were.

12           And so we built CBEST around a number of  
13 unwritten principals if you like. But each test  
14 needed to include the same steps, no matter which  
15 organization was to be tested. So this utters our  
16 repeatable process. The test needed to be  
17 holistic in nature, ensuring that people,  
18 processes and technology were tested. We needed  
19 to move away from cyber being seen as a technology  
20 only issue. The content of each step however  
21 should be bespoke to each organization being  
22 tested. The steps are the same, the content of



1 the steps are unique to each organization being  
2 tested. Intelligence, and that's intelligence  
3 from commercial organizations but also from the  
4 U.K. government agencies was to influence the  
5 behaviors of the penetration testers. The  
6 penetration testers must act as threat actors and  
7 not to act as penetration testers. The test  
8 should provided an accurate understanding  
9 therefore of the threats faced by each  
10 institution. So that our understanding and  
11 industry's understanding of the threats is up to  
12 date. It's up to date and it keeps being updated  
13 as each organization undertakes one of these  
14 tests.

15 The tests were to be conducted in  
16 partnership with the regulator. This is not  
17 something we wanted to do to industry. It's  
18 something we wanted to do with industry. There's  
19 an awful lot of learning that needs to go on in  
20 this process. That's learning for us as  
21 regulators; it's learning from the government  
22 agencies. It's learning from the institutions

1 that are considered core. And rather than doing  
2 something to industry, we felt that doing  
3 something with industry was a much better way to  
4 improve and foster that learning and a partnership  
5 approach. And we needed openness and transparency  
6 to be at the very heart of the CBEST program.  
7 Other risks that we ask organizations to manage  
8 are perfectly visible to the regulators. We can  
9 see them, we can ask for evidence. We can be  
10 given evidence, we can reach judgments. Cyber  
11 security is all too often hidden and if something  
12 is hidden -- if the risk management processes that  
13 support that risk are hidden, then we're really  
14 going to struggle to reach any useful judgments.  
15 They should benefit, or they would benefit from  
16 GTHQ inputs. That's the government communications  
17 headquarters in the U.K. -- that is United  
18 Kingdom's Signals Intelligence Authority. The  
19 resource commitment on both the regulators side  
20 and through the involvement of GTHQ would  
21 therefore limit participation in CBEST to the core  
22 institutions only. We would love to live in a

1 world where CBEST is available to any organization  
2 that requested it -- but it's just too resource  
3 intensive. However, and we will touch on this a  
4 little bit later on, the principals on which we  
5 built CBEST are scalable and repeatable. It  
6 stands therefore that you can tweak the scale, the  
7 size, the resource constraints -- yet still adopt  
8 CBEST methodology and roll that out to a much more  
9 wider constituency. But with some way of doing  
10 that I hasten to add.

11 In continuing with the partnership  
12 approach we chose not to make CBEST mandatory. At  
13 the time we felt this would undermine that  
14 partnership principle and we truly wanted to  
15 foster this partnership model. And again  
16 mandating something would put it on the wrong  
17 footing we thought at the time. And by and large  
18 we still hold to that. We don't want this to be  
19 mandatory, there's benefits to all, we want  
20 industry to see the benefits, we want industry to  
21 reach out and want to undertake this. By and  
22 large we are seeing that from the organizations

1       being asked to undertake CBEST.

2                   The tests should provide an assessment  
3       of where each firm's current capability is versus  
4       where it needs to be. So we're not measuring in  
5       absolute terms. They do not all face the same  
6       threats -- so they shouldn't be required to have  
7       identical capabilities. They just don't need to  
8       be the same -- but it does need to be aligned to  
9       the unique threats that they are facing.

10                   We faced a challenge in issuing the  
11       CBEST program and not making it mandatory. How  
12       could we prove that this was a good thing. How  
13       could we demonstrate that it was a safe thing to  
14       do? So we piloted CBEST on the Bank of England  
15       itself. So the Bank of England -- not only is it  
16       a central bank but it's an operator of the U.K.'s  
17       high value payment system -- it is a piece of U.K.  
18       critical national infrastructure. We couldn't  
19       possibly -- we couldn't ask industry to undertake  
20       this new type of testing if it hadn't been proven  
21       on an organization. And of course as we were a  
22       piece of critical national infrastructure -- the

1       easiest thing to do was to test it on ourselves.

2               A small industry working group was then  
3       established to take development from the pilot  
4       phase to launch. And again we saw this as a very  
5       key step -- we needed to involve industry in  
6       building CBEST because again it wasn't something  
7       we wanted to do to industry -- it was something we  
8       wanted to do with industry.

9               The working group included banks, it  
10       included infrastructure providers, penetration  
11       testers, threat intelligence providers, ourselves  
12       as regulators and government agencies. So  
13       everybody was in there, the list right at the  
14       beginning of who the financial policy committee  
15       asked to improve the resilience to cyber-attack.  
16       They were all represented on that working group to  
17       ensure that we built what was needed.

18              New accreditation standards, including  
19       examinations for penetration testers and threat  
20       intelligence providers were created. This was the  
21       first time that we're aware of that commercial  
22       threat intelligence providers have been accredited

1       in anywhere in the world. They're maintained by  
2       the Council of Registered Ethical Security testers  
3       on behalf of the Bank of England.

4               Moving on to accreditation in a bit more  
5       detail -- to carry out CBEST tests, penetration  
6       testing, and threat intelligence companies must  
7       demonstrate to us, the Bank of England, by a  
8       written application process that they meet the  
9       correct criteria. They must be members of the  
10      Council of Registered Ethical Security Testers,  
11      and by that CREST will then evaluate that the  
12      company's operating procedures are sound, that  
13      they are following international standards on  
14      personnel security, on personnel development,  
15      their approach to testing is robust and secure and  
16      they are following data security, data handling,  
17      data destruction -- all of those standards are  
18      being met. And CREST has enforceable codes of  
19      conduct that it enforces on its members.

20              We need to ensure that personnel are  
21      qualified to the right levels. We've developed  
22      new examinations for penetration testers and for

1 threat intelligence personnel. Personnel must  
2 have the minimum required experience. And these  
3 are extensive requirements -- for example we  
4 require penetration testers to have in the region  
5 of 14,000 verifiable hours experience before they  
6 are allowed to undertake CBEST testing on any of  
7 our core institutions. And they must have proven  
8 work history within industry, and then we, as the  
9 Bank of England will check those references to  
10 make sure that they are sound and they are as per  
11 the application process. We then undertake site  
12 visits to the penetration testing and the threat  
13 intelligence companies and this provides us -- our  
14 team an opportunity to interview the company  
15 staff. We clarify any anomalies that may have  
16 appeared in the written application form and we  
17 ensure that everything is as it should be. On the  
18 completion of the interviews we can then issue one  
19 of three recommendations. We can either recommend  
20 that a firm be accredited and they are clear to  
21 undertake CBEST testing. We can issue a  
22 recommendation that they be accredited, subject to

1 certain requirements being met. This might be  
2 ensuring that they have the fully qualified staff.  
3 They might need to provide further references or  
4 we will reject their application. In the 12  
5 months that we've been going with predominantly  
6 with accredited companies, but we have issued  
7 accreditations subject to requirements and we have  
8 rejected some applications as well.

9           Before we set off on this journey we  
10 wanted to make sure that CBEST when it was  
11 developed -- when it was in place remained at the  
12 top of penetration testing schemes. So to that  
13 end, the Bank of England reserves the right to  
14 revoke anybody's accreditation and we reserve the  
15 right without question. If qualified personnel  
16 leave, we can remove accreditation. If the  
17 process is not followed as it should be we can  
18 remove accreditation. Even if marketing rules are  
19 not followed, or they're trying to gain too much  
20 market business or mis-selling what CBEST is --  
21 then they can lose their accreditation.

22           So how is CBEST as a process maintained?



1 That falls to our team to maintain CBEST as the  
2 process. We do this by liaising very closely with  
3 our supervisory functions to ensure that it  
4 remains relevant. And it's a really simply  
5 test -- question that we ask to supervisors -- is  
6 CBEST providing them with enough to reach a  
7 judgment of security capabilities? If it is,  
8 CBEST is working. If it's not we need to go back  
9 and make some amendments. We consult with  
10 penetration testers, the threat intelligence  
11 providers and industry on its effectiveness.  
12 We're currently in our first round of receiving  
13 feedback from all of those stakeholders. And it's  
14 imperative that we take on board feedback. We  
15 don't hide behind potential lessons that we could  
16 learn to improve this important process. We  
17 maintain very close liaison with CREST for the  
18 accreditation standards. That's absolutely  
19 essential to the future of CBEST. And we promote  
20 CBEST by industry events. They can be through  
21 large seminars, events such as these, the round  
22 table I was invited to at the CFTC the other

1 month. It's really important that we promote what  
2 CBEST is and we improve international liaison  
3 along the way. We also maintain a webpage -- a  
4 publically available webpage and there are details  
5 at the end of this presentation. And that's where  
6 we put as much information as possible about CBEST  
7 as a process, what it is and what it does, so that  
8 everybody can learn.

9           So I want to touch just briefly on what  
10 the tests actually are. So threat intelligence  
11 will identify threat actors and the tactics,  
12 techniques, and procedures they would use for the  
13 test. This ensures that no matter which  
14 organization is being tested, or when its being  
15 tested, that the test is based on current threat  
16 intelligence. This also ensures that each test is  
17 being up to date -- it's not old news. It's being  
18 tested against very current threats to that  
19 organization. The scope of the test is agreed by  
20 the regulators and the financial institution that  
21 is being tested. For CBEST broadly we are looking  
22 at functions which if disrupted could have an

1       adverse effect on U.K. financial stability. Once  
2       we've identified those functions we can then start  
3       to identify technology systems supporting those  
4       functions. They become our (inaudible). Target  
5       systems, but we also then need to discuss what are  
6       no go areas? Why should our testers not go, and  
7       we have to keep this to an absolute minimum.  
8       There should be good reason why certain things are  
9       out of scope but there is that opportunity. At  
10      the end of the day the threat actors perpetrating  
11      a real attack are not going to ask you if the  
12      certain areas they shouldn't be touching. So  
13      that's a kind of testing anomaly that we have to  
14      abide by.

15                   The goals of the testing are  
16      predetermined. So we don't actually want to  
17      compromise target systems, we don't want to be the  
18      reason for adversely effecting financial stability  
19      in the U.K., so we need to come up with ways that  
20      everybody can agree that should the next step be  
21      taken, a compromise would occur. Once we  
22      understand what the goals are, the penetration

1        testers and the financial institution that's being  
2        tested devise the robust control framework. It's  
3        very important that financial institution that's  
4        being tested is fully involved -- in fact leads on  
5        building that control framework. It's their  
6        network, it's their systems, it's their personnel  
7        that are all being targeted by this tester, so  
8        they need to lead on the development of this  
9        control framework.

10                    And during the test itself, the  
11        financial institution will be informed of each  
12        day's activity, ahead of it taking place. And  
13        they will give the go ahead or ask for it to be  
14        suspended. Reasons why tests might be suspended  
15        -- perhaps if there are unexpected business  
16        requirements, perhaps it's an unexpected large  
17        training day, and doing live testing on their  
18        networks would not be best suited. Or maybe  
19        there's some unplanned change, some last minute  
20        change, management needs to take place. Then  
21        CBEST can be temporarily suspended. And some  
22        penetration testers have even gone so far as to

1 offer up a seat within their offices for somebody  
2 from the financial institution to actually sit  
3 alongside the penetration testers.

4 Again valuable experience to understand  
5 what penetration testing actually is, what it  
6 looks like, how it works. But then you've also  
7 got a safe pair of hands sitting right next to  
8 the penetration testers to make sure that the test  
9 remains safe at all times.

10 But once the test is concluded, that's  
11 really where we start to get to the meat of why  
12 we're here and at CBEST. And it's all about the  
13 post-test activity. So we have key performance  
14 indicators on both the process and that's for the  
15 penetration testers and the threat intelligence  
16 providers and the outcome that's captured. These  
17 key performance indicators help us to ensure that  
18 the program adheres to the agreed framework and it  
19 helps us in judging appropriateness of capability.  
20 So how do we do some measurements for the test  
21 itself but also the outcomes? We then have a  
22 workshop with all stakeholders to discuss the

1 testing activity that's conducted. And I can't  
2 stress the importance of this workshop -- moving  
3 away from previous test results which penetration  
4 testers will provide well written, well thought  
5 out reports. But there will be a list of  
6 typically red amber green issues that need to  
7 addressed. Those red, amber and green issues have  
8 no context in which people can reach a judgment.  
9 How large are the issues identified compared to  
10 other risks the regulator is asking you to manage.  
11 How can a supervisor reach a judgment whether a  
12 red issue on a penetration test is more important  
13 than say building up larger capital requirements,  
14 looking at some of the organizational change that  
15 they might have requested you to as a priority in  
16 any given year? So we have the workshop where we  
17 discuss all of the testing activity and that's  
18 where we understand, are they big fixes that are  
19 required or are there some really simple quick  
20 fixes. Are there any quick wins in there? Are  
21 they expensive -- if they are expensive, how  
22 expensive or what might the timelines be. The

1 penetration testers offer a fantastic wealth of  
2 knowledge. We need to leverage their experience;  
3 we need to get out of them as much information as  
4 we can. If they circumvented security controls by  
5 doing the penetration test, it's pretty sure they  
6 know how you can improve your security capability  
7 to prevent them from doing it again. We need to  
8 maximize the experiences that they bring to this  
9 process.

10           Once we understand all of the issues  
11 then we can start building a remediation plan.  
12 And that's a remediation plan that's agreed to by  
13 both the regulators and the financial institution.  
14 And the plan will look to address the gaps  
15 identified and where they are versus where they  
16 need to be. So it's all routed in the context of  
17 what an organization actually needs versus  
18 arbitrary absolute measure.

19           The progress against the agreed actions  
20 is then monitored via a routine supervisory  
21 engagement. This is very much supervision one on  
22 one. There's a list of issues that need to be

1 identified with agreed timescales. Are those  
2 timescales and measures being implemented as was  
3 agreed? And of course a retest may well be part  
4 of a remediation plan.

5 So we move onto the last slide before  
6 the Q and A. This is -- lessons today. And we  
7 are only one year in since launch. Some of the  
8 lessons here that you might want to be aware of is  
9 that CBEST attracted considerable media attention  
10 far more than we ever considered that it would  
11 meet. And periodically it keeps popping up again.  
12 CBEST will get a mention, we'll start press  
13 inquiries. It'll go a little bit quiet and it  
14 will rear its head again. So the media attention  
15 around the regulators taking an active engagement,  
16 an active role in cyber security was most  
17 definitely news worthy.

18 Each test will take approximately six  
19 months from start to finish. It is a long testing  
20 program. The actual time of the test is roughly  
21 four to six weeks. But the preparation, the  
22 procurement stages can be quite drawn out. And of



1 course the post-test activity takes another four  
2 to six weeks. So it's not long when you start  
3 adding up the stages and we've got more  
4 information on the website that has more detail on  
5 each stage. When you start adding it all up you  
6 very quickly get to six months. I've touched on  
7 procurement, being drawn out -- especially with  
8 threat intelligence providers. We found that most  
9 organizations that we asked to undertake one of  
10 these tests have an approved penetration test  
11 already on their books. They typically won't have  
12 a commercial threat intelligence provider. So  
13 they need to go through the whole of the  
14 procurement due diligence process.

15 Outsourcing of the accreditation work  
16 massively reduced the burden on ourselves. We are  
17 a small team, trying to put in place -- trying to  
18 replicate the business that CREST does in the  
19 penetration testing world. We would not have  
20 launched CBEST if we couldn't have fallen back on  
21 CREST to do that burden of work on us. And ensure  
22 that those penetration testing companies and other

1 threat intelligence companies are operating at the  
2 very highest of standards.

3 Working with industry to finalize the  
4 tests helped achieve important buy in. We didn't,  
5 as I said at the outset, we didn't make this  
6 mandatory. We wanted everybody to see the  
7 benefits of the process and we had to work with  
8 industry in order to get their buy in. Arguably  
9 perhaps we could have done some more there. We  
10 could have looked at how do we achieve better  
11 board buy in within those organizations. We got  
12 the good technical support to build the CBEST. We  
13 got a certain level of board buy in, but perhaps  
14 we could have done a little bit more to achieve  
15 board level buy in.

16 Nervousness within industry remains at  
17 some levels. We've seen this level of nervousness  
18 dissipate slowly. But we do believe that we get  
19 more organizations through the CBEST testing and  
20 as they talk to their peers about control  
21 frameworks, about how we didn't compromise their  
22 systems, we would expect this nervousness to

1       dissipate.

2                   It does though raise questions about  
3       what are we doing for firms that are not core,  
4       especially when there wasn't a ready-made  
5       definition of who is a core institution. But some  
6       obvious institutions that were most definitely  
7       going to be classified as core, and then of course  
8       if you work your way down the list you then start  
9       to get a little bit fuzzier. And it's a little  
10      bit blurry as to whether somebody is core or not.  
11      And of course you have to draw the line somewhere.  
12      Those that are just below the line might still  
13      consider themselves to be nearly core -- so what  
14      do we do for those? But then there's everybody  
15      else that we regulate that we just don't have the  
16      supervisors -- the number of supervisors to do  
17      something as resource hungry as a CBEST.

18                   So we have had some inquiries and as I  
19      sit here today we have answers and what a smaller  
20      more confined testing program might look like.  
21      But we are looking to take the principals of CBEST  
22      and build something more manageable -- something

1 smaller and less resource intensive.

2 So I think that kind of wraps up my bit  
3 of talking. So I'm going to hand over to Andrew.

4 MR. GRAY: Thank you very much Dave for  
5 that background. So we would like to open it up  
6 to general Q and A if there are any questions  
7 about anything that Dave has covered and then more  
8 specifically to get to the question on the agenda  
9 which is, what are some of the cost benefits --  
10 challenges associated with potentially adopting  
11 the CBEST or something like CBEST for CFTC  
12 registrants.

13 So some logistical things. First of all  
14 if you do want to speak please push the button on  
15 your microphone so that way people who are calling  
16 in can hear, and conversely, once you're done  
17 speaking please turn it off because we can only  
18 have so many microphones on at the same time. If  
19 you do want to be recognized and I see Kristen's  
20 already figured it out, please turn your temp card  
21 on its side and I will call on you.

22 And then, finally there is WIFI

1 available for those who need longer instructions  
2 -- it's available on the publically printed agenda  
3 on the site. So with that, Kristen would you like  
4 to ask the first question?

5 MS. WALTERS: Sure just a quick  
6 question. Given the testing that you've done so  
7 far, could share any of the --

8 MR. GRAY: Can you speak up close to the  
9 mike? Thank you.

10 MS. WALTERS: I'm sorry. Just given the  
11 testing that you've done to date, and I understand  
12 it's early days, I was hoping that you could share  
13 some of the findings or performance metrics that  
14 you found useful when actually conducting the  
15 tests and analyzing the results.

16 MR. EVANS: So in terms of actual  
17 results, we haven't had sufficient organizations  
18 go through the test in order for us to publish  
19 results. It wouldn't be -- we haven't discussed  
20 the results of any the tests that have been  
21 completed so far, with other organizations. So  
22 unfortunately as I sit here today, I can't go into

1 the specific results that have come out of it.  
2 We've received positive messages about the test as  
3 a framework. We've received positive messages  
4 about how it has revealed issues that perhaps  
5 firms weren't quite aware of. And some examples  
6 would be around -- we talk about people,  
7 processes, and technology. And understanding some  
8 of the examples we've had -- have been where  
9 people have got policies around the use of social  
10 media. And the staff will -- as seemingly just  
11 about everybody in the world is on social media  
12 these days -- organizations will have policies  
13 about how they're supposed to conduct themselves  
14 in relation to their working practices. People  
15 can't necessarily see the connection between -- if  
16 somebody's putting too much information on their  
17 social media accounts as it relates to the  
18 organization they work for. Is that really an  
19 issue -- can it be used to leverage access? And  
20 through the CBEST program, people are finding that  
21 actually social media is a rich source of  
22 information for our penetration testers. So it's

1 a rich source of information for our penetration  
2 testers. It's a rich source of information for  
3 our threat actors. And that's something that,  
4 through the current testing practices is not  
5 always picked up. So we're learning lessons by  
6 that. As we go further through the process we  
7 want to publish as much as possible -- clearly you  
8 will have to anonymize results, so as and when  
9 they're available, we'll look to push those out on  
10 our public website.

11 MR. GRAY: Richard.

12 MR. MILLER: Just an information  
13 question -- did I hear you say the test takes six  
14 months? Is that right?

15 MR. EVANS: So the whole, the whole  
16 process takes six months. The actual time of  
17 testing -- so where you would consider penetration  
18 testers being active on your networks is four to  
19 six weeks. It's the planning and the preparation  
20 and the post-test activity that means the whole  
21 process takes six months.

22 MR. MILLER: And what do you think the

1 shelf life is? How long is that test good for  
2 before you have to retest again?

3 MR. EVANS: So we're yet to work out  
4 when it should be a repeat test. We're starting  
5 to work on some areas which would force a test  
6 sooner rather than later in a retest and that  
7 would be, are you as an organization -- have you  
8 acquired business that operates in another part of  
9 the world? Are you undertaking new business  
10 lines? Is there information either from threat  
11 intelligence providers, commercial or government  
12 -- that indicates that new threat actors with new  
13 processes on now interested in you. So the  
14 certain triggers that we could see bringing a  
15 test sooner rather than later but we haven't  
16 worked out sort of frequency and shelf life yet.

17 MR. MILLER: Thank you.

18 MR. GRAY: Joe.

19 MR. CITADEL: Thank you. David, were  
20 you able to comment on the level of participation  
21 that you've had in the testing? Are they the  
22 largest of firms -- buy side, sell side,



1 exchanges, kind of parties, clearinghouses, et  
2 cetera?

3 MR. EVANS: Yes, so it's kind of all of  
4 the above. So we haven't limited it to just  
5 investment banks, or just retail banks or just  
6 clearing houses. Fundamentally, if as an  
7 organization you -- if you're disrupted, or if  
8 you're potentially disrupted, that would impact  
9 financial stability, then you will be considered  
10 core. And that does include wholesale banking  
11 organizations, retail banking, exchanges, clearing  
12 houses, settlement systems -- the whole range of  
13 organizations that we regulate.

14 MR. GRAY: Mahi? Did you want to ask a  
15 question?

16 MR. DONTAMSETTI: So David, a couple of  
17 questions I guess. Holistic approach is something  
18 that you mentioned that the CBEST takes. Which is  
19 --

20 MR. GRAY: Mahi can you move a bit  
21 closer to the mikes?

22 MR. DONTAMSETTI: Yeah.

1 MR. GRAY: Thanks.

2 MR. DONTAMSETTI: And holistic approach  
3 is I think what you mentioned CBEST takes which is  
4 an external view and it also takes care of -- if  
5 we're looking at technology, people and processes,  
6 which is a good positive thing and is adaptive.  
7 Right -- because you are looking at threats. Can  
8 you maybe talk about what the specific learnings  
9 for BoE were from having the test connected  
10 against your institution and also, how do we  
11 ensure that one of the things missing from this  
12 framework is an internal view, right? You're  
13 looking at it from an external perspective but  
14 sometimes you can also gain a lot of insight by  
15 looking at internal set of actors.

16 MR. EVANS: So much in the same way as I  
17 can answer the earlier question on specific  
18 learnings, it wouldn't be appropriate for me to  
19 discuss what the Bank of England found in terms of  
20 their own learnings. What I can say is, CBEST as  
21 a process didn't change a great deal from the  
22 pilot to launch. So as a process it was

1 effective, so you can read into that whatever you  
2 will. But what we did against the Bank of England  
3 -- there was enough to see that there's real  
4 benefit in doing this as a testing program. In  
5 the interest of keeping a job I'm going to stop  
6 that there.

7           And then the second question was,  
8 external view versus internal. So the internal  
9 threat, or the insider threat is one that gains a  
10 great deal of media attention. Our view is that  
11 the biggest threat to the organizations is from  
12 the external actor. If you peel away some of the  
13 media hype we've yet to see concrete figures that  
14 suggest that insider attacks are in anyway the  
15 same magnitude of risk as external threat actors  
16 so we want to focus our activities on the external  
17 threats. Of course, should that change then there  
18 would be no reason why we couldn't adopt CBEST  
19 methodology to then begin to look at insider  
20 threats -- but at the minute there's just not the  
21 data to support it. Additionally there should be  
22 other control frameworks -- personnel vetting,

1 access to data centers, lease privilege access,  
2 all of those sort of controls should already be in  
3 place. But if we find they're not in place on an  
4 external threat -- you can make some pretty quick  
5 assumptions that if you're at risk from externals  
6 you're going to be at risk from insiders as well.

7 MR. GRAY: Okay we have a number of  
8 cards up. Why don't we start with Anat, and then  
9 Andrew; then I'll go to Glen, and then Jerry.

10 DR. ADMATI: I have the following  
11 question -- you mentioned that partnership  
12 principle and that you wanted it to be voluntary.  
13 But this is a safety thing fundamentally and so  
14 the question is what is your expectation that it  
15 would be a reputation thing, or that eventually it  
16 would be mandatory, that you're trying because  
17 obviously we want planes to be air worthy -- we  
18 want systems to not be compromised, this is just  
19 money but if somebody can expect that the problem  
20 would be solved. What's the incentive, et cetera?

21 MR. EVANS: Just having a bit of a  
22 technology issue -- there we go. So will this

1       become mandatory in the future? I honestly don't  
2       know. As we've gone through the process we've  
3       found some firms have taken more persuasion to do  
4       CBEST, but normally once we target the right  
5       person in the organization -- generally I think  
6       we're probably way over 90 percent of  
7       organizations that we want to undertake this are  
8       now fully committed to undertaking CBEST. I think  
9       the voluntary nature -- the way we released it was  
10      because it was a new step for us as regulators.  
11      We hadn't really moved into testing people's  
12      capabilities -- in what can be perceived as quite  
13      an intrusive way. Whether that change is over  
14      time -- I don't know, I suppose as we engage with  
15      more organizations if we roll out something to  
16      other institutions. The frequency of tests  
17      increase, if we have differences of opinion as to  
18      when a retest is required than that all points  
19      towards, well perhaps we do need to start looking  
20      at making this mandatory. But as I sit here today  
21      we stand by voluntary was the right decision. But  
22      yeah -- it's safety and security at its heart.

1 And so that's a big question if there's committee  
2 and then the commission further decided to explore  
3 something then that voluntary versus mandatory I  
4 would expect to be a key discussion that would be  
5 needed.

6 MR. GRAY: Andrew.

7 MR. LO: So I want to start by thanking  
8 Mr. Evans for sharing this incredibly interesting  
9 and valuable information. It just raises a number  
10 of questions which you may not be at liberty to  
11 answer -- but if you don't mind I'll just ask them  
12 and feel free to put it off or maybe in the second  
13 half of the session we'll get to that.

14 First question, can you share with us a  
15 number of firms that the Bank of England has  
16 accredited and the number that was not accredited?  
17 Second, have you, as part of the penetration  
18 testing focused on social engineering, which by  
19 many industry accounts is actually a more  
20 important and easier way to penetrate a system  
21 than through systems technology? It's really  
22 human engineering and behavior. Third, it seems

1       like software vendors have to play a big part in  
2       this because the threats often come from gaps in  
3       software. So have the software vendors agree to  
4       collaborate? And then fourth, what is the cost of  
5       testing and is that something that is going to be  
6       an issue particularly if you're going to have  
7       smaller firms having to participate. And finally,  
8       can you talk to us about the nature of the  
9       penetration and threats that you've examined? It  
10      seems like there are two classes. One is threats  
11      to disrupt market activity. And the second is  
12      threats that attempt to extract client information  
13      for purposes of fraud and theft. So I'd be  
14      curious to know what kinds of threats you focused  
15      on. Thank you.

16                   MR. EVANS: So in terms of the number of  
17      firms accredited -- I believe we have in the  
18      region of six penetration testing firms and four  
19      threat intelligence providers that have been  
20      accredited. And we have rejected applications  
21      from three to five organizations. Some of those  
22      organizations that were accredited benefitted from

1 -- I was giving what we called grandfathered  
2 rights. So they weren't quite fully where they  
3 needed to be, but they provided us with sufficient  
4 assurances that by a specific date they would have  
5 everything in place. And in the interests of  
6 having a market for our organizations to go and  
7 receive tenders from, we felt that was an  
8 important process. But we find that that's  
9 moving. We've got information on which  
10 organizations are putting personnel through the  
11 relevant examinations which are a key part in  
12 order to receiving accreditation and the list of  
13 firms putting people through the examinations is  
14 much larger. So by the end of the year we'd  
15 expect there would be far more firms accredited.  
16 Moving onto your second question -- so you asked  
17 about social engineering. So social engineering  
18 has been used in some of the CBEST engagements to  
19 date, but social engineering will only be used if  
20 that's a technique used by the threat actors  
21 identified. So it's plausible that somebody might  
22 use something different in which case social



1 engineering would not be part of it. But social  
2 engineering -- if that used -- (inaudible) spoke  
3 about it as one of the examples that we've seen.  
4 And people see through that testing mechanism that  
5 actually including social engineering as part of a  
6 wider test enables them to take away much more  
7 than if they just did an isolated social  
8 engineering component test. Because yes, you get  
9 a body of results -- but you can't see it in the  
10 context of -- so X number of staff were either  
11 misusing social media sites or they were  
12 spear-phished successfully or whatever it is. You  
13 just end up with a bunch of data that has no  
14 context. Taking that compromise and then using it  
15 to gain further access into the networks --that's  
16 when people start sitting up and realize that  
17 actually -- as you put it, the social engineering,  
18 the human engineering is really important. So we  
19 use wherever it's appropriate to use it. Software  
20 vendors is a really good question. So at the  
21 minute we don't have the data to support the  
22 software vendors and I use it in (inaudible) are a

1 weak link. But we've had plenty of discussions  
2 that at some point if we start building a body of  
3 evidence through the CBEST testing program or  
4 other initiatives. But if we can evidence that  
5 50, 100, 200, 500 financial institutions in the  
6 U.K. are all suffering from software deficiencies,  
7 that's a really useful body of data to then take  
8 to those vendors. And it becomes a different  
9 conversation. We've got 500 of your largest  
10 clients are being compromised due to your software  
11 having deficiencies in it. Many we just hope the  
12 data is going to have those conversations -- but  
13 hopefully we'll reach a point where we will.

14           So the cost of testing -- it varies  
15 depending on the organization and the duration of  
16 the test. We think it to be broadly in line with  
17 a more sophisticated penetration test. So it's  
18 not an astronomical amount of money -- so it's in  
19 line with what organizations are already spending  
20 in their penetration testing regimes. The more  
21 people we have accredited of course market forces  
22 should come into play and costs should come down.

1       If we want to build something that's more  
2       accessible for smaller organizations than that's  
3       where we need to look at which bits can we trim  
4       down, so that the costs can come down without  
5       losing the effectiveness of the testing program.

6                   And types of threats -- you're going to  
7       have to remind me what you meant by that.

8                   MR. LO: One -- outright fact of  
9       (inaudible) information. The second is disruption  
10      market activity.

11                  MR. EVANS: Thanks for that. One notes  
12      when comprehensive enough. So predominantly we're  
13      looking for threats that can undermine financial  
14      stabilities. That naturally takes you into the  
15      destructive types of attack, either an attack that  
16      could destroy software and hardware -- or an  
17      attack that can compromise data in such a way that  
18      you no longer trust the data source. So they're  
19      the types of attack. We have looked at other  
20      parts of industry, and beginning to explore with,  
21      away from CBEST. And particularly this placed to  
22      insurance companies where personally identifiable

1 information is really very key to them. So while  
2 CBEST from a financial stability perspective  
3 wouldn't look at personal identifiable  
4 information, there is still a very serious  
5 potential and threat that organizations holding  
6 that type of information may need something that  
7 can act in a CBEST like fashion. And we're  
8 beginning to explore what that might look like.

9 MR. GRAY: Glen, did you want to ask a  
10 question?

11 MR. MACKEY: Thank you. David, my  
12 question then -- you answered parts of it already.  
13 It's really two- fold. One, is CBEST exclusively  
14 oriented towards penetration testing or are there  
15 other sort of controls or control categories that  
16 are considered and if so which? And then how  
17 dynamic is that testing as we see the type of  
18 threats evolving more and more often and more  
19 frequently than six months in duration?

20 MR. PERULLO: So CBEST is only  
21 penetration testing. In theory I suppose we could  
22 change that. We then need to look at which

1 organizations could provide those services. But  
2 at the minute it's penetration testing. And then  
3 in terms of -- I suppose it's back to the  
4 evolution of threat really, and how do we keep up  
5 to date with the threats? It's early days. It  
6 takes us right back to the question on frequency  
7 of testing. We need a number of organizations to  
8 go through this process so that we can start to  
9 get a better handle on threat intelligence, threat  
10 information, the evolution of threats -- as we go  
11 through this first cycle and get all of the core  
12 institutions through CBEST, that should give us  
13 some indication of how can we keep on top of the  
14 threats. And maybe that's where we break the  
15 components down, and the minute we have threat  
16 intelligence and penetration testing just  
17 following each other maybe we look to break that  
18 down. It's just something we can do in the  
19 intelligence space that gives us a better  
20 indication of when the frequency of the retest  
21 needs to be. But really we just have to get  
22 through this first cycle and that will help give

1           answers to those questions.

2                       MR. GRAY:  Jerry.

3                       MR. PERULLO:  Thanks, I'm Jerry Perullo,  
4           I'm the Chief Information Security Officer for  
5           Intercontinental Exchange.  So in addition to  
6           several registrants under CFTC, my team is also  
7           responsible for information security over several  
8           U.K. subsidiaries.  At least two of which have  
9           been deemed core.  And so we certainly have a  
10          close relationship with the CBEST team, and are in  
11          discussions about the CBEST program.  And we took  
12          off what we would call an arguably -- a CBEST  
13          light at the end of last year.  Where we decided  
14          it's a great program and I still hold to that.  
15          And the methodology for a penetration test is  
16          really stellar.  And the idea of incorporating  
17          threat intelligence and really gearing attacks  
18          that are modeled after those that have taken place  
19          in sectors really valuable.

20                      We had some questions and I'll present  
21          some of the challenges with having a regulator at  
22          the table for that.  And I'll throw them out

1       there, if nothing else there's a bit of devil's  
2       advocate, not that it's an indictment of the  
3       program. But what our experience was -- so we  
4       went through this. We contracted with a private  
5       company that was at the time one of the accredited  
6       providers. And we used the folks there that had  
7       been working on CBEST projects to conduct a  
8       penetration test. And it did take the full six  
9       months and it was very valuable and we received a  
10      lot of findings out of that have really directed  
11      our controls and changes in our program. And I  
12      encourage every organization that's serious about  
13      cyber security to do that. And that didn't  
14      require direct regulatory environment -- although  
15      we do appreciate that they codified a testing  
16      methodology and we certainly benefitted from that.  
17      So some of the challenges that we identified, and  
18      the reasons why went the route that we did and  
19      challenges are still ongoing today with the bank  
20      and will be with any other regulator, include the  
21      scoping, so with vulnerability assessment you  
22      scope the targets -- you say what entities do we

1 want to learn about or ask questions about. With  
2 penetration testing on the other hand, you really  
3 just scope the sources. What are the types of  
4 threat actors we want to model our actions after?  
5 But the destinations you cannot scope very well at  
6 all, because as Dave mentioned, if someone were to  
7 try to target any of your organizations, they're  
8 going to go through any means necessary. And that  
9 means they're going to come in perhaps on a  
10 beachfront that's under a different regulatory  
11 jurisdiction. And we as a company can empower and  
12 contractually allow a private sector company to  
13 break into say, a Singapore subsidiary or a Dutch  
14 subsidiary. But when I invite in a regulator as  
15 well, a government entity in a specific  
16 jurisdiction, that presents some challenges.

17 Another general issue is that, we've  
18 mentioned the holistic nature of the program. But  
19 on balance, penetration testing is not holistic.  
20 It's akin to trying to seeing what doors are  
21 unlocked in your house or what windows might be  
22 able to get jimmed open or can be broken. What



1       you end up with as a result is not a holistic  
2       picture of the entire information security  
3       program, but rather specific issues. And so  
4       talking to the shelf life of it -- it's really an  
5       invalid concept, because it's not a blessing of  
6       the entire program. It's seriously three things  
7       that you need to fix. And then you do it again,  
8       and you'll find three different things. And you  
9       will every time. And that's a good thing but it's  
10      not meant to be a complete assessment of the  
11      security program. Then there's also some  
12      commercial challenges with this, when you have a  
13      government entity. You've heard about blessing  
14      specific private sector firms to perform this  
15      testing. I have some concerns about where that's  
16      going to head down the road. If some of the firms  
17      that are not blessed, they may have some very  
18      legitimate claims about a government endorsement  
19      of their services. And if not the actual testing  
20      providers, then what about the accreditation  
21      service itself. Why is that one better than  
22      another -- we haven't had issues of that yet and

1 the firms that we have been working with are  
2 certainly of quality but I could project that,  
3 that could be a potential issue.

4 And then lastly I'll note -- and I think  
5 this is a concern that's close to home for all of  
6 the regulators. Going through this exercise, we  
7 create a very high risk asset. We will create a  
8 scoping document that lists all of the critical  
9 functions of any given critical infrastructure  
10 entity. How to get in, what the capture the flag  
11 moment is. That's part of the CBEST parlance.  
12 And exactly what we would consider success for the  
13 bad guys. And does the CFTC want to be  
14 impregnated with that document. We certainly  
15 don't want any of our vendors to have any more  
16 information than necessary. We hate bringing  
17 regulators into that. And that doesn't  
18 necessarily even exist at this point, and when it  
19 does I'd really like to keep it under lock and  
20 key.

21 MR. GRAY: Thanks Jerry. Any reactions  
22 to that, Dick? Before I turn to Jeremy?

1                   MR. EVANS:  So thanks Jerry.  I  
2                   preferred the first half of what you said to the  
3                   second, (laughter) but that's fine.  And the  
4                   challenges are all, as Jerry has laid them out --  
5                   they are all very valid challenges.  I won't  
6                   address all of the points that Jerry has made, but  
7                   in terms of accreditation for commercial  
8                   companies.  I think Jerry's point is very valid.  
9                   We went with CREST, we discussed with a few of the  
10                  accreditation bodies with the U.K. as to what they  
11                  could provide.  We're still having discussions  
12                  with other accreditation bodies.  So at the minute  
13                  we went with CREST, they're a means to an end.  We  
14                  needed somebody to do the accreditation for us.  
15                  If somebody else comes along and they provide a  
16                  better service then we will go for them.  We're  
17                  all about making sure that -- or wanting to ensure  
18                  that CBEST really is best of breed in terms of  
19                  testing.  So we won't be married to CREST if they  
20                  no longer provide the service.  We try and be as  
21                  impartial as we can when it comes to accrediting  
22                  individual organizations.  As Jerry mentioned, I

1 don't think there's any issues yet, but you can  
2 see in a world where you don't accredit somebody  
3 for whatever reason and that has a knock on effect  
4 for other parts of business they do. But maybe  
5 that's not our concern, provided we can put our  
6 hands up and say -- we have acted with full  
7 impartiality and organization X just didn't quite  
8 make the grade. Well then we need to stand by the  
9 process. But it's certainly a challenge.

10           And then really almost echoing what  
11 Jerry does is what Jerry said. CBEST is not  
12 holistic as in giving you a full assessment of all  
13 of your security capabilities. It's a methodology  
14 that looks at the holistic nature of an attack  
15 profile. People refer to something called the  
16 kill chain, which was coined by Lockheed Martin I  
17 think several years ago. And that is all the  
18 processes that a threat actor would undergo to  
19 carry out an attack on a system. The holistic  
20 part means just that. We're looking at the whole  
21 of an attack from start through to finish. Not  
22 holistic as in the whole of your defensive posture

1 or the whole of your network. And then just to  
2 finish on a final point on that holistic nature,  
3 is we fully accept that many global organizations  
4 operate in areas around the world that could be  
5 used as a back door. It's the weak entry point  
6 and they won't be included in a CBEST test. That  
7 is an anomaly of the testing process. We can only  
8 engage with the subsidiaries of who we discuss  
9 with their regulators. And at the minute we just  
10 don't do that with everyone. Trying to do a  
11 global CBEST, I don't even know where you'd start.  
12 We're doing okay with U.K. U.S. relationships with  
13 some organizations. Expanding that globally, I  
14 don't know where we'd start and maybe that's a  
15 long term goal that we need to look at how to do  
16 that, but not one for the short term.

17 MR. MUSSAD: Thanks Andrew. The United  
18 States has certain mechanisms for sharing threat  
19 intelligence among industry participants. We've  
20 got the FSISAC I guess. We've also got a financial  
21 sector body. That sharing isn't tied to a  
22 specific testing regime, but I wonder if I could

1 ask you David, as well as maybe David Taylor and  
2 Bob to comment on, or just contrast the sharing  
3 that goes on in those bodies versus what you're  
4 doing through CBEST. Does that make sense?

5 MR. EVANS: Yes, so we have similar  
6 sharing mechanisms. I think that's slightly more  
7 advanced in the U.S. than they are over in the  
8 U.K. but we have similar intelligence sharing  
9 mechanisms. And that's really peer to peer  
10 sharing of information that they've received that  
11 might be of use to somebody they've allowed to  
12 share it with or it goes into somewhere like  
13 FSISAC, is potentially anonymized and sent out to  
14 many people. And that's really invaluable and  
15 CBEST is not in any way trying to either undermine  
16 or replace or anything. This is all about looking  
17 at what information is out there in the wild,  
18 which threat actors are discussing you as an  
19 organization. What are their stated goals, their  
20 stated aims? How do they actually go about  
21 compromising entities and what would that look  
22 like if it was done against you? You could see in

1 a world where -- I'd love for organizations to  
2 receive the threat intelligence product as part of  
3 CBEST and then decide that they're going to share  
4 some of that information through those sharing  
5 mechanisms. So I can only see that it could add  
6 to it rather than either undermine or detract from  
7 it.

8 MR. MUSSAD: Maybe just to clarify David  
9 -- is more going to the quality of the threat  
10 intelligence that someone who is going through the  
11 CBEST gets by virtue of CBEST versus maybe the  
12 quality of the intelligence that you get through  
13 FSISAC -- if we can make a judgment about that. I  
14 don't know.

15 MR. WASSERMAN: So on that point, I  
16 think I have a limited understanding of what's  
17 done on CBEST. I think on the one hand the CBEST  
18 is probably a bit more tailored to the individual  
19 organization getting the information -- whereas  
20 the FSISAC is a much more of a broad distribution.  
21 That said, one thing I should observe having been  
22 doing this now for, gosh, since 2001 -- the

1       efforts that the US intelligence community have  
2       made to be able to get information -- actionable  
3       information in a form that it can actually be  
4       shared with the private sector, as opposed to  
5       merely shared among those with security  
6       clearances.

7                        So the ability to process then get it  
8       out has really in the past year or so grown by  
9       leaps and bounds. And so the efforts that have  
10      been made in that regard have been truly  
11      extraordinary and I think very successful as well.

12                      MR. WASSERMAN: I would add to that -- I  
13      think the two types of intelligence involvement  
14      would be mutually beneficial. It may be easier,  
15      Bob is quite right that getting actionable  
16      intelligence has vastly improved in just the last  
17      year. It might be still easier aimed at a single  
18      institution and the threats to that institution  
19      then trying to anonymize it enough to go more  
20      broad and another benefit of doing something like  
21      this in my view would be increasing the  
22      intelligence community's understanding of the



1 financial sector and how it operates and the  
2 threats to it and increasing cooperation in that  
3 regard.

4 MR. EVANS: Thank you David. Bob did  
5 you have another question as well?

6 CHAIRMAN MASSAD: Yeah, I wanted to  
7 react I guess to two of Jerry's points very  
8 quickly. And the first is in terms of regulatory  
9 scope. And obviously, just because you have a  
10 number of affiliated entities does not mean that a  
11 regulator of one entity has jurisdiction over  
12 other affiliated entities.

13 On the other hand, regulated entities  
14 frequently engage in outsourcing and have some  
15 very critical functions that are undertaken not  
16 within the regulated entity by -- by an  
17 outsourcing firm. Sometimes that outsourcing firm  
18 is external. Other times it may be an affiliate.  
19 And certainly the regulators' interest in how well  
20 the outsourced functions are being performed does  
21 not change because they're being outsourced, and  
22 does not change because they're being outsourced

1 to an internal versus an external firm.

2 And so I think there is in fact  
3 regulatory scope for understanding if penetration  
4 could be taking place through outsourced  
5 functions. And with respect to the critical  
6 functions document, that is quite important.  
7 Obviously the more -- the better it is, the more  
8 sensitive it is. That said I think it's fair to  
9 say that my colleagues who engage in examinations  
10 and other colleagues are very well aware of this.  
11 And we are here at the CFTC very well aware of the  
12 importance of security and keeping these kinds of  
13 critical information secure. Thank you.

14 MR. EVANS: Thanks, Bob. So I'm just  
15 looking at the time and I think we're just over  
16 the time that we had allotted so. I know we had  
17 two more questions. Perhaps, Joe, Mahi, we can  
18 follow up separately, afterwards with those  
19 questions, unless you felt there was a burning  
20 desire to share something with the group? No?  
21 Okay, all right, great. So with that, I'd like to  
22 thank everyone for their participation, I'd like

1 to thank Dave again for being here and presenting  
2 the CBEST framework. Joe this was very very  
3 helpful, a very critical topic for the industry.  
4 And I'm sure it will generate additional dialogue  
5 beyond this meeting. Commissioner, I don't know  
6 if you had anything else you wanted to say?

7 COMMISSIONER: No.

8 MS. WALKER: At this time, in keeping  
9 with the meeting agenda, we'll take about a ten  
10 minute break and resume at 11:25 for our second  
11 panel.

12 (Recess)

13 MS. WALKER: I would like to call the  
14 MRAC meeting back to order. As noted in the  
15 agenda, our second panel is on liquidity in the  
16 derivatives markets. We are privileged to have  
17 Susan McLaughlin moderating our next panel, who is  
18 Senior Vice President at Federal Reserve Bank of  
19 New York. With decades of experience in these  
20 markets, Susan has had a variety of analytical,  
21 operational, and managerial roles in the markets  
22 group, spanning the Foreign Exchange Portfolio

1 Management and Open Market Desks, as well Central  
2 Bank Services. Susan has also led the Federal  
3 Reserve's Efforts on tri-party repo market reform.  
4 Thank you Susan.

5 MS. MCLAUGHLIN: Thank you, Petal, can  
6 you hear me okay? All right so, today's  
7 discussion on market liquidity is going to focus  
8 on understanding the state of liquidity in the  
9 derivatives markets that are overseen by the  
10 commission. Our specific focus is on commodity  
11 derivatives -- on agricultural products, metals  
12 and energy, as well as fixed- income products, and  
13 credit default swaps. However, to the extent that  
14 the developments in other markets beyond those  
15 bear on liquidity in these markets, we want to  
16 wrap those into the discussion as well.

17 We have three very distinguished guest  
18 panelists with us today, who bring considerable  
19 insight into this discussion. The way we will  
20 format this is, they're going to take the lead on  
21 each of the discussion questions, and then we'll  
22 open it up to the broader committee. So, first we

1       have Isaac Chang, who is Global Head of Fixed  
2       Income at KCG Holdings, which is a large  
3       independent market-maker and provider of execution  
4       services to clients across equity, fixed-income,  
5       foreign-exchange, and commodities markets. Isaac  
6       is responsible for both the on-exchange and the  
7       client facing, fixed-income market-making business  
8       at KCG (sic). Prior to joining KCG, he held a  
9       number of senior roles in both Treasury and  
10      Derivatives trading in the interstate products  
11      group at Goldman Sachs. Welcome Isaac.

12               Next we have Piers Murray, Managing  
13      Director and the global head of OTC clearing in  
14      prime brokerage at Deutsche Bank Securities.  
15      Prior to joining Deutsche Bank Securities, Piers  
16      headed OTC clearing in prime brokerage at J.P.  
17      Morgan. Piers has extensive experience across  
18      prime services, FX options trading, credit risk  
19      management, and credit portfolio management  
20      including unwinding derivatives portfolios in  
21      times of market and credit stress. Welcome Piers.

22               And Finally we have Tom Wipf, a managing

1 director and the global head of bank resource  
2 management at Morgan Stanley. Tom is responsible  
3 for the firms secured funding, securities lending,  
4 collateral management, and counter-party risk  
5 management businesses. Tom also serves on the  
6 firms risk committee, as well as the operating  
7 committees for the institutional securities group,  
8 and the finance division. Welcome Tom.

9 So thank you, all the panelists for  
10 being here today, and let's get started. As a  
11 first question, I thought maybe we could start  
12 with Piers and then Isaac, and then open it up to  
13 the committee. Could we just talk a little bit  
14 about what we mean by market liquidity?

15 MR. MURRAY: Certainly, first of all I'd  
16 like to thank the commission for inviting me to  
17 the panel and giving me the opportunity to present  
18 our views on this. I'm sure it will be an  
19 engaging dialogue. And as we discussed earlier  
20 I'm sure that the definition of liquidity could  
21 take many hours to finalize, but we don't have  
22 that much time so I'll try and be quick. One view

1 of the standard definition of liquidity is to say  
2 it's the ability to transact an asset without  
3 affecting its price in a public marketplace.  
4 Another way of saying that, it's an asset with a  
5 high turnover, or a market that exhibits liquidity  
6 is a market that has high turnover of an asset  
7 within a narrow price band with a little bit offer  
8 spread. Another definition is the ability to  
9 trade blocks at discreet blocks without moving the  
10 market.

11           Liquidity though, is in the eye of the  
12 beholder. I would say that someone who is  
13 transacting blocks is going to have a different  
14 perspective on liquidity than somebody who's  
15 trading single size transactions. And if you look  
16 at different types of markets, the FX and equity  
17 markets for example where liquidity is materially  
18 different from interest rate markets, partially  
19 because of the duration of the assets, but also  
20 because electronic markets have enabled additional  
21 pools of capital to access the market at  
22 relatively low cost.

1                   So you have different definitions of  
2           liquidity I think by the different types of  
3           market. I think it's probably important therefore  
4           to try and define the characteristics of a liquid  
5           market. Number one I'd say is low friction costs.  
6           And friction costs you can bundle up into a number  
7           of things. Another one is the availability of  
8           risk intermediaries to smooth timing differences  
9           between buyers and sellers. A third would be low  
10          barriers to entry. A fourth would be dispersion  
11          of positioning views in the market place. Another  
12          one which is partly topical and we'll discuss I  
13          think excessively at this meeting is the idea of a  
14          single market place for a certain type of asset.  
15          And the final one is a market that has few pricing  
16          constraints that have distorted the impacts. And  
17          I would describe those as, among those as the  
18          following -- a limit up or down, a type of feature  
19          in a market place, intervention, and of course I  
20          think again, topical is a zero-interest rate  
21          boundary. I think those are potential assets that  
22          has distorted, or potential features that have



1 distorted impacts on liquid markets.

2 MS. WALKER: Thank you Piers, Isaac  
3 would you care to make some comments?

4 MR. CHANG: Sure, and I don't want to  
5 repeat what Piers went through. I think he  
6 certainly presented a very good conceptual  
7 framework for thinking about liquidity. Maybe let  
8 me address sort of the idea what metrics can exist  
9 to measure or monitor market liquidity. At the  
10 end of the day, the question I actually I would  
11 pose to the group is how can you make a statement  
12 about liquidity unless you can measure it in some  
13 form?

14 And so, I think one of the points which  
15 is maybe obvious to market participants but is  
16 worth bearing is, those metrics then change based  
17 on the market structure, maybe broadly speaking of  
18 any particular asset class. And I also think it's  
19 worth noting particularly in the fixed income  
20 space, but this is true in other -- certainly the  
21 linkage between underlying and futures market --  
22 list of futures markets and cleared swaps markets

1 broadly. You can't look at -- I think it's  
2 misleading to look at liquidity of these products  
3 in isolation. And so, you know -- and the example  
4 I'm going to go through is -- maybe is a compare  
5 and contrast, let's look at the treasuries future  
6 market and then let's look at the OGC cash  
7 treasury market.

8           So, in the listed treasury futures  
9 markets, market participants can observe and  
10 measure a variety of instantaneous quantities.  
11 You can measure the size available at the best bid  
12 and ask, the bid-ask with between those prices,  
13 the instantaneous price charged by the market for  
14 a given size, so if you wanted to trade size S,  
15 how far through the book would you need to go to  
16 transact that size? You can measure the volume  
17 traded over any given particular period of time.  
18 So, you can -- or at a particular price point. So  
19 for a given period of time, over these five  
20 minutes, how many can your contracts trade it?

21           You can measure that and you can measure  
22 that on an ongoing instantaneous and historical

1 basis. You can also measure at this price level,  
2 you know between -- between 20 and 22 on ten year  
3 contracts, how many traded? So, that gives you a  
4 sense for the quantity of risk that's being  
5 transferred between buyers and sellers.

6 So, in contrast, and maybe this points  
7 to the challenges of actually I would say, not  
8 just defining but more accurately measuring  
9 liquidity. Let's examine the cash on the run U.S.  
10 treasury market. Which is, at least by popular  
11 media counts, and frankly I think market  
12 consensus, one of the most liquid markets out  
13 there, again, for some definition of liquidity.  
14 But let's think about the different ways that you  
15 can transact in the U.S. treasury market and how  
16 would you then gauge liquidity, depends on how you  
17 transact and what information you have access to.

18 So, some market participants have access  
19 to platforms in the inter dealer space, like  
20 Broker Tech or eSpeed. These platforms provide  
21 participants market data in trade executions for  
22 on-the-run treasury trading similar to say what

1 the CME provides for treasury futures, and similar  
2 metrics can be computed. Other participants have  
3 access to platforms and there are representatives  
4 from those firms here today like Trade Web and  
5 Bloomberg either as providers or takers. These  
6 platforms provide indicative prices prior to  
7 initiating a specific trade and the execution  
8 protocol is a one sided request for quote. So as  
9 a result, I'd argue, market participants that are  
10 limited to transacting on these platforms,  
11 liquidity is -- the way to measure liquidity has  
12 to be different. You just don't have the same  
13 information available. I'd actually argue it  
14 makes it more difficult. On one hand yes, you can  
15 transfer, you potentially can transfer a specific  
16 quantity of risk at a single price at a single  
17 chosen time, which is a convenience that has some  
18 value. But on the other hand, when computing, for  
19 example how far from the prevailing market price a  
20 trade occurred, one can only approximate that  
21 market price with the given platform's indications  
22 of interest, which are not actionable prices.

1                   Or, based on the responses from their  
2                   RFQ, which are actionable prices, except that they  
3                   have an embedded last look option for the  
4                   liquidity provider. So, and those quotes, which  
5                   are limited generally under five or under market  
6                   participants, may or may not be representative of  
7                   the marketplace as a whole. Then you throw in the  
8                   added complexity that others may choose to deal  
9                   via voice in which case they may rely on some  
10                  market data feed or indicative price feed as a  
11                  gauge for what the market price is, but not  
12                  necessarily have the ability to trade on those  
13                  platforms, and then -- and execute a trade in that  
14                  manner. I think it also should be noted that  
15                  those trades aren't disclosed to the broader  
16                  marketplace as a whole, they're bilateral  
17                  transactions. And then when you take a step back  
18                  and then say ok, let's monitor the liquidity  
19                  market in the treasury market -- cash U.S.  
20                  treasury market as a whole, I'd say given all of  
21                  this, it's at best complicated, I'd even argue  
22                  potentially impossible to do given the limit --

1 the lack of publicly available pricing and  
2 transaction data.

3 And so, while on one hand there's the  
4 treasury futures market which has a certain market  
5 structure for which there's a lot of information,  
6 on the other hand that's broadly -- strongly  
7 affected and influenced by the cash treasury  
8 market in which there's a completely different  
9 information structure. I would actually throw up  
10 my hands and say from a regulatory perspective,  
11 you're extremely challenged in being able to think  
12 about how to even measure or monitor liquidity in  
13 these marketplaces as a whole. And this is a  
14 theme I think that's going to pervade all of the  
15 questions that we'd ask. But this is you know --  
16 I've said enough for now we should go on.

17 MS. WALKER: Thank you, I'd personally  
18 agree with that last statement you made. Before  
19 we move on to the next question, is there anyone  
20 on the committee that would like to add these  
21 remarks? Okay seeing none, the next question I  
22 wanted to pose is just about the current state of

1 liquidity in the markets that the commission  
2 specifically oversees and I wonder if we could  
3 begin with remarks by Tom and then we'll go down  
4 the panel.

5 MR. WIPF: All right there we go, you  
6 know, I do, Susan, as well I think I would like to  
7 add in terms of the -- also in just the construct  
8 of liquidity, is I think it's very important to  
9 note that there's also from a plumbing perspective  
10 when we think about the infrastructure also on  
11 clearance and settlement as well and the financing  
12 markets and so I think as we proceed in this  
13 discussion I think we're going to see some pretty  
14 meaningful lines drawn between the effectiveness  
15 of clearance, settlement, central clearing, and  
16 the financing markets in these collateral markets  
17 as they feed upward through the assets into the  
18 cash and derivatives markets.

19 So one thing we would note as an element  
20 of liquidity, it's very relevant to bring this up.  
21 I think we could draw on the example of the agency  
22 mortgage back market several years where there was

1 certainly a perception of liquidity if you just  
2 looked at price. But with the amount of  
3 settlement fails that we were seeing, it clearly  
4 was just an exchange of price for systemic credit  
5 risk or counter party exposures. And I think when  
6 we look at this in today's discussion we can take  
7 that example as really where below the surface are  
8 the things that potentially could be driving some  
9 of the things that we're seeing upstream. So for  
10 example mostly, what we're seeing in the financing  
11 markets or the SFT markets and repo and securities  
12 lending, as the market begins to transition  
13 through the aggregate of regulation around some of  
14 these products and begins to optimize around these  
15 products on their balance sheet, what really will  
16 be the outcome and what does that mean to the  
17 assets that are being financed. So, when we look  
18 at what the -- what we're seeing in terms of that,  
19 there's a general reduction, and I think heading  
20 into some of these events we would have thought  
21 that perhaps there might have been price  
22 adjustments. But I think it's been a real



1 trade-off between price and access and I think  
2 what's happening quickly as intermediaries are  
3 adapting to this, they're seeing a general rush to  
4 meet these optimization hurdles and in so we're  
5 probably going to capacity first before prices are  
6 being adjusted. So that's what we would call up.  
7 But definitely when we think about liquidity as a  
8 measure, clearance, settlement, financing and  
9 central clearing are very very relevant points.

10 MS. WALKER: Thank you. Piers, any  
11 comments on this?

12 MR. MURRAY: Turning mine off seems to  
13 have had a permanent effect. (laughter) So, in  
14 terms of the current state of liquidity, Tom's  
15 points are very relevant. I think there are some  
16 examples that we have seen in the marketplace  
17 recently where, for example in the aftermath of  
18 the Swiss devaluation we saw a number of clients  
19 reduce their risk taking appetite across multiple  
20 assets rather than just in the FX space. And  
21 there was certainly model recalibration at that  
22 point. I do think it's important, as I mentioned

1 earlier, to emphasize that we've seen what I'd  
2 call a seminal shift in market views on the single  
3 pricing of the interest rate markets with the  
4 broadening of the spread between CME's prices and  
5 interest rate swaps and LCH's prices and interest  
6 rate swaps. And we need to really think about why  
7 that has happened. Pricing is a function of --

8 MS. WALKER: Piers I'm sorry, if you  
9 could bring the mike a little closer --

10 MR. MURRAY: A little closer?

11 MS. WALKER: I think some of us are  
12 having trouble hearing, thank you.

13 MR. MURRAY: Pricing is a function of  
14 positions. It's also theoretically a function of  
15 margin costs including the availability of cross  
16 margining and it's a function of clearing costs.  
17 And so we see that -- we see all of those having  
18 an impact in the current differential of pricing  
19 at LCH and CME. So I think it is as-we're all  
20 learning, I think all the market makers present  
21 are learning about the cost of dislocations like  
22 the one that we've seen rise in the past couple

1 weeks. And I think another element is really to  
2 focus on the macroeconomic differences versus the  
3 micro -- what I'd call the micro differences. So  
4 we have in the macro sense an improvement in  
5 credit market quality, which has driven spreads to  
6 lows. We have a zero interest rate which has  
7 driven the absolute market cost of financing to  
8 lows and we have supply. Those are all macro  
9 circumstances that are unique or certainly  
10 relatively unique to the current state of markets.

11 From a micro perspective I'd say the  
12 interest and CDS markets are still in evolution.  
13 Traders are still learning how to cope with these  
14 differential prices and that means that there will  
15 be temporary dislocations as people try to figure  
16 out the actual funding cost and whether there is  
17 an exit strategy for an existing position at a  
18 clearing house, or whether they can add new risk  
19 in a somewhat insulated fashion.

20 I would say, a final point is that the  
21 capital methodology which Thomas alluded to,  
22 doesn't materially differentiate at this point

1       between bilateral and cleared activity. So the  
2       cost of clearing has increased materially against  
3       the baseline forecast that we had in the industry  
4       in 2009 and 2010. So clearing access is becoming  
5       more expensive and balance sheets as Tom mentioned  
6       are being rationed prior to the price behavior  
7       actually functioning. So I think the important  
8       thing to start trying to discuss in the context of  
9       this meeting is not just the current state of  
10      liquidity but knowing that these constraints  
11      exist. What's a future state of liquidity and  
12      what is the state of liquidity in a potential  
13      stress event, both a macro stress event from  
14      interest rates moving as well as micro stress  
15      events from clearing members and others exiting  
16      the marketplace.

17               MR. CHANG: So I'd like to give a  
18      perspective from a market maker to answer this  
19      question. So as Susan mentioned, KCG is a market  
20      maker in not just fixed income products but many  
21      products, which my (inaudible), but many products  
22      across the asset class spectrum and if broadly you

1 think about what is the market making business and  
2 what effects a market making business. I think  
3 we've hit on a number of the points, but I think  
4 it becomes fairly obvious from changes in the  
5 market place what has to happen to liquidity or as  
6 -- to the extent we can actually define it. I  
7 guess which was the first question.

8           So as a market maker, as volatility goes  
9 up, as a market maker we bear risk. We're not  
10 long-term positional players. We're not betting  
11 that the 30 years price is going to go up or down  
12 over months, but we stand ready to buy and sell  
13 and provide instantaneous liquidity, and we take  
14 the risk of holding that transaction until the  
15 opposite side appears in the marketplace. So,  
16 what are the factors then that affect the return  
17 that we need to generate for our shareholders or  
18 for those who give us capital, as market  
19 volatility has picked up, which over the last six  
20 months it certainly has after I would argue a  
21 pretty prolonged period of very low volatility.  
22 It's natural to see that a lot of these liquidity

1 metrics should change. You shouldn't, in a more  
2 volatile period, you should not expect to see the  
3 same size atop a book or the same effective bid  
4 ask with.

5 I would also say that as capital costs  
6 have gone up, and certainly, look from the  
7 perspective of banks, I understand the regulatory  
8 changes that have been going on. Consider KCG as  
9 an independent market maker. A, we're not  
10 investment grade rated and B, we depend on banks  
11 for financing, so assuming banks are rational in  
12 the way they allocate capital to their customers,  
13 there is no way our cost of funding is going to be  
14 anything but a lot more expensive than any of the  
15 banks represented at the table.

16 So, so then, so, certainly as the cost  
17 of capital goes up, again, liquidity as measured  
18 either by -- has to go up, because, the returns  
19 that a market maker has to generate, are constant,  
20 but the conditions have changed. Right?  
21 Fundamental liquidity is a dynamic property. It's  
22 not something that is a static number I think that

1 we can expect to say the same over time. Anyone  
2 who has lived in the marketplace for some amount  
3 of time I think realizes that. But, and so maybe  
4 that's belaboring an obvious point. But I just  
5 wanted to make sure to mention that. It's not,  
6 liquidity when the Fed is in play, potentially in  
7 the next meeting or two, versus when the Fed was  
8 on hold for seemingly forever could not and should  
9 not be expected to be the same. That's a healthy  
10 marketplace in my view.

11 The last thing I'd like to kind of maybe  
12 address is just the CMELCH point that Piers  
13 brought up, because it has gotten a lot of  
14 attention in the marketplace. And as someone who  
15 started his career on the trading desk as an  
16 interest rate swap trader over 15 years ago. I  
17 find it funny actually that the CMELCH basis  
18 differential is getting so much attention now. I  
19 would only go back pre-crisis when it was that  
20 swap trading desk we're discovering that the  
21 collateralization that you had against each  
22 counter party actually determined the economic

1 price of that swap. So rather than having two  
2 clearing houses where there were two, at least  
3 only two capital and collateral, funding  
4 differentials that you had to account for, every  
5 single bilateral collateralized trade was a  
6 bespoke instrument.

7           This was a huge shock to many people in  
8 the interest rate swap market who thought that  
9 swaps were fungible. Turns out, if you have a  
10 different collateral agreement between counter  
11 party A and counter party B, even if it's a ten  
12 year swap with the same maturity, and the same  
13 coupon, for you as a bank, they're different  
14 instruments and they have different values and  
15 when someone comes in to unwind that trade, you're  
16 going to give a different price.

17           So I'd actually argue the CMELCH  
18 differential, even though it does illustrate that  
19 the market needs to recognize and introduce,  
20 frankly is an improvement over the situation that  
21 existed pre central clearing, before the crisis.  
22 When actually, for people who really understood



1       what was going on in the interest rate swap  
2       market, every trade with every counter party was a  
3       bespoke instrument. And so I think we've actually  
4       moved a long way and moved the market in a very  
5       positive way forward since then.

6               MR. WIPF: Isaac, we certainly agree  
7       with that, we think that this has actually brought  
8       to the table an issue that has always been there  
9       but has manifested itself in a meaningful enough  
10      size now to get market participants to actually  
11      look at the cost of collateral, make those  
12      determinations at the point of execution and I  
13      think what we have seen is this has actually  
14      certainly created a general sense of good hygiene  
15      around these practices that didn't exist across  
16      many many bilateral counterparties, so the fact  
17      that these imbalances are there and there's a cost  
18      factor depending on where you determine to clear,  
19      or where your clients determine to clear, we think  
20      is actually-we agree with you, it's actually  
21      something good to bring that to the surface. The  
22      impact of that potentially will find its way into

1 pricing, and that's probably quite appropriate as  
2 you mentioned. So I think the idea that that,  
3 because of the general nature and the size and  
4 scope of that collateral mismatch has brought real  
5 focus to an issue. It's not a new issue-it's a  
6 bigger problem, it's more centralized, but  
7 certainly it will find its way into the pricing  
8 models as we move forward.

9 MS. WALKER: Thank you, that's really  
10 interesting and I think maybe we can open it up to  
11 the committee now, and I guess you know this kind  
12 of brings us to the issue of explainable versus  
13 less explainable sources of liquidity and I think  
14 one challenge we have as regulators is to  
15 understand the difference and to kind of know what  
16 we're seeing when we see it. So I'd be really  
17 interested in any comments or thoughts that others  
18 would like to bring, as well as the panelists. I  
19 think we have Rana.

20 MS. YARED: Thank you Susan. I think  
21 maybe to our starting with the comment that  
22 liquidity in all the markets is not the same, so

1       you know in the credit market for example we've  
2       noted that in the five year on the run index  
3       point, liquidity has actually improved in the last  
4       year, largely because of the structure of that  
5       particular market, which is a market where the  
6       congregation has happened around a particular  
7       point, because the occurrence of structural  
8       hedging, which we see in say the FX or rates  
9       market have substantially lessened so the need for  
10      a particular tenure or structure is less, thereby  
11      facilitating with a more order book, ready  
12      product. On the flip side of that we have the  
13      interest rate markets where we have really a true  
14      potential for a liquidity crunch based on a couple  
15      of factors. The first is that we're seeing that  
16      liquidity is really conditional, particularly in  
17      times of high volatility, but even just in more  
18      low or normal volatility moments.

19                   We are finding that for people who are  
20      trying to execute thematic trades, that getting  
21      size done is actually very challenging. So by way  
22      of a quantitative example, if a client or another

1 dealer is trying to do 25k of DVL1 at any point,  
2 what we're finding is that it's between 0.2 and  
3 0.3 basis points across the spread and that that  
4 client will have the luxury of having let's say 10  
5 dealers in competition willing to show them a  
6 price. That could be in competition in order book.  
7 That could be in competition in RFQ.

8 Let's just take that one step further,  
9 client wants to do 250k of DVL1, which you know,  
10 Isaac, Piers, Tom, professional traders in this  
11 room will tell you is not that big of a size, all  
12 of the sudden our clients are relaying back to us  
13 that getting that kind of size done is actually  
14 pretty challenging. So that makes us think,  
15 what's the cause here? And certainly from a  
16 Goldman point of view, the cause has to be the  
17 capital rules, SLR, and NFSR -- alphabet soup,  
18 which are causing substantial challenges on both  
19 the executing broker side and the clearing broker  
20 side. So of course both sides of the house are  
21 going through the logic -- where is the most  
22 economically efficient place to deploy my capital?

1 And from our point of view one of the most  
2 inconsistent places where that decision making is  
3 taking place on the clearing side, and it's  
4 inconsistent because the treatment of the clearing  
5 -- cleared trades under all these capital and  
6 liquidity regimes are actually in contravention to  
7 the G20 desire to clear as much as possible.

8           So you have very punitive treatment for  
9 clear trades against a desire to clear as much as  
10 possible which is leading to liquidity crunch not  
11 only in the executing broker side, but also a  
12 liquidity crunch because people who are not direct  
13 members of clearing houses are having to rely on  
14 clearing brokers to make those same kind of  
15 economic decisions. So that kind of underpins  
16 what we think is the greatest cause of the  
17 liquidity challenges in the market, and moving  
18 away from the CFTC products, it's certainly the  
19 repo and the funding markets that are having you  
20 know the greatest challenges at this particular  
21 moment as I'm sure Tom would elaborate in greater  
22 detail, given his expertise in those particular

1 markets.

2                   And so against that backdrop, we're  
3 seeing a couple things happening. One the market  
4 is trying to aggressively lower the notional that  
5 we have outstanding through you know various  
6 mechanisms like those offered by tri-optima and  
7 their nascent competitor locked markets that are  
8 looking to do with multilateral risk reductions.  
9 I'm sure there will be others that come out that  
10 want to peddle those particular wares. On the  
11 broad sense, unless there's a change to the way  
12 that the capital treatment is done from any of  
13 these trades, we're going to find that it's fairly  
14 challenging and our greatest fear that two things  
15 happen -- one, that significant hedging that  
16 should happen remains undone in the market,  
17 although I'll note that a lot of substitute  
18 hedging is taking place, so if someone would  
19 traditionally hedge with an OTC product, maybe now  
20 the FY or the TY on the CME is good enough, and  
21 two a significant bifurcation in pricing between  
22 cleared and uncleared trades which could also

1       potentially impact liquidity in the markets, so  
2       with those comments I'd leave the overarching  
3       point that I think Isaac made which is liquidity  
4       is not point in time measurable, it's -- I'm sorry  
5       it's not consistent, it's in fact point in time  
6       measurable and the greatest concern that has to  
7       exist is the ability to move risk and get trades  
8       done not only in times of normal market conditions  
9       but in times of stressed market conditions, when  
10      it is inconvenient to provide the liquidity in the  
11      balance sheets of clients and that's really kind  
12      of the overarching concerning question that we  
13      need to address.

14                   MS. WALKER: Great. Thank you Rana.  
15      Luke did you --

16                   MR. ZUBROD: Yes thank you. I would say  
17      bringing the perspective of end users to the  
18      discussion, you know Chatham executes about a  
19      billion and a half notional each day of interest  
20      rate FX and commodity trades. And I would say  
21      broadly our interactions with banks are marked by  
22      what one colleague indicated to me was the absence

1 of an outright competitive drive. Whereas bank  
2 marketers often used to tout their trader's  
3 ability to deliver efficient pricing on a trade,  
4 you know have conversations that revolve around  
5 sort of banks grousing about the various reasons  
6 why they can't deliver efficient pricing.

7 I think the reasons for this are many  
8 fold, some of them perhaps regulatory, some of  
9 them not. I'd say the reasons tend to be more  
10 anecdotal than quantifiable. And I certainly  
11 share Isaac's point that it's difficult to  
12 quantify the issue of liquidity. But certainly I  
13 think regulatory issues do play a role. The cost  
14 of doing business for banks has increased, not  
15 just as a function of capital requirements but  
16 also as a function of things like KYC and  
17 pre-trade documentation, those sorts of things.

18 Now, if you're a large, corporate for  
19 example, that has established trading lines where  
20 you do that process once and don't have to do it  
21 again, it's very easy to repetitively transact.  
22 But if you're a smaller or mid-sized entity that



1 needs to establish a relationship with a bank in  
2 order to trade, that bank has to weigh the merits  
3 of going through the process-the regulatory  
4 process, the documentation, KYC process, LEIs, et  
5 cetera. And if they think there's a reasonable  
6 likelihood that they won't win the transaction,  
7 they don't want to go through the burden of  
8 getting that relationship established only to  
9 lose, because there's a cost of establishing that  
10 relationship. And so just yesterday on our  
11 internal network, someone posted this comment.  
12 Quote -- "Just spoke with such and such a bank.  
13 They are no longer bidding on caps and other  
14 options when they aren't the lender on the  
15 underlying loan being hedged, color from the  
16 marketer is they aren't winning enough. We're  
17 making enough on those. They win to justify the  
18 internal compliance, KYC exercises the trades  
19 require. They'll let us know if this changes, but  
20 for the time being they'll be passing on any such  
21 deals we show them."

22 So this is fundamental. I think it's

1       difficult to measure liquidity, but I think we  
2       know that it's not going to be there if the number  
3       of participants willing to quote prices decreases,  
4       particularly in times where markets are more  
5       volatile or stressed. The absence of a robust  
6       pool of counterparties will certainly adversely  
7       affect pricing outcomes for end-users. So I would  
8       say certainly for small and mid-size end-users,  
9       these are issues, they're again anecdotal. You  
10      know, it's hard to put numbers to them. And that  
11      tends to -- the un-cleared market is one realm  
12      where we're experiencing that. I would also sort  
13      of jump into the discussion on cleared U.S.  
14      interest rate swaps. We also work financial  
15      end-users who are clearing their swaps. The  
16      CME/LCH basis -- the impact of that for an end user  
17      is that to transact a clear USD interest rate  
18      swap, a ten year swap would cost about two basis  
19      points more today as a result of that basis if  
20      it's cleared at CME instead of LCH.

21                                    And that's a very substantial cost.

22      It's a cost only for those who are subject to the

1 clearing mandate and are clearing their  
2 transactions, and it's arguable whether or not the  
3 cost is necessary for all participants within the  
4 clear-who have to clear whether it's necessary  
5 that that cost should be borne. And so I think  
6 the scope of the clearing requirement is one issue  
7 that won't take the CMELCH basis away, but  
8 reducing the scope of the clearing requirement,  
9 which the CFTC has done in certain instances with  
10 central treasury centers for example and the  
11 clearing relief granted to such entities, but I  
12 think it could look more broadly at whether all  
13 entities who are subject to the clearing  
14 requirement indeed contribute meaningfully to  
15 systemic risk. Because if the conclusion is that  
16 not all of them do contribute to systemic risk,  
17 you can take that cost issue, that two basis  
18 points away for some subset of the population  
19 where arguably the clearing requirement is not  
20 necessary for carrying out the CFTC's systemic  
21 risk mitigation objectives.

22 MS. WALKER: John Nixon?

1                   MR. NIXON: Thank you. First of all  
2 Sharon, I apologize for my tardiness, but one of  
3 the embedded rules in footnote 88 is that Delta  
4 doesn't fly in the rain anymore. (laughter) I'd  
5 like to make two comments. Actually the first  
6 comment I would agree with. I just make a comment  
7 with what Isaac and Rana said. You know there's  
8 no doubt that liquidity is episodic in every  
9 single market. Whether it is 1995, 2005, or 2015,  
10 you are not going to be able to come up with a  
11 single definition of what liquidity is in a  
12 marketplace. It changes every single second of  
13 the day. And so it is very hard to measure it, I  
14 think, from any quantitative perspective. But I  
15 would say one other thing. That prior to the  
16 financial crisis, I don't think that people  
17 recognized just how big the banks were in trading  
18 in the marketplace. I don't think people  
19 recognized -- and I'm not saying this was a bad  
20 thing, it was probably a good thing -- but they  
21 were a big part of the marketplace. I'm not sure  
22 we measured what that part of the marketplace was,

1 but maybe it was 25, 30, I don't know what  
2 percentage it was. But it was a big part of the  
3 marketplace. And over the course of the last five  
4 or six years with the financial crisis and the  
5 changes that have come in place, and whether it's  
6 the cost of capital or it's the rigor around  
7 regulatory, legal and compliance, or whether it is  
8 the fact that you know the Volker rule is being  
9 implemented, or banks just do not want to take  
10 risk, because they don't feel they're getting  
11 rewarded for it. You have removed a big part of  
12 the liquidity that was in the marketplace. When I  
13 say -- the market is less liquid than it was  
14 before because there is an absence of a major  
15 player that was that there previously. If you  
16 have five men on your hockey team and you're  
17 playing against another five men, and you take two  
18 guys off the ice, and play four on four, the game  
19 changes. It gets faster. It gets more  
20 unpredictable. And I think that we have to  
21 recognize that the marketplace that you live in  
22 today is not going to be as deep and liquid as the

1 marketplace that we lived in before, and the main  
2 reason is, the components and the ingredients that  
3 made that market liquid have gone. They've been  
4 changed. And the introduction of some market  
5 makers is very very welcome, as Isaac has said and  
6 others that are there. But they're not going to  
7 fill the void of what has been probably taken out  
8 of the marketplace. And therein will lie the  
9 problem, when you have to have hedging done over  
10 the course of the next couple of years when  
11 markets move. It will be more difficult than it  
12 was before because there will be less people that  
13 will stand in there and take the other side of the  
14 trade.

15 MS. MCLAUGHLIN: Bill Hale?

16 MR. HALE: Thank you. I can't really  
17 express the thoughts on market liquidity better  
18 than John just did, so I don't want to attempt to  
19 do that, although Delta does fly in the rain. It  
20 just takes 12 hours to make a two hour flight. I  
21 can tell you that from last night. (laughter)  
22 The area that I'm most familiar with are really

1 the Ag markets and all I can say is, on a daily  
2 basis, from how we're able to manage our risk --  
3 how we manage risk for our producers, or our end  
4 use customers and also provide price discoveries,  
5 I feel like the liquidity is there today in Ag  
6 markets to really do that and in a fairly good  
7 fashion. But we are becoming increasingly  
8 concerned about a number of rules and regulations  
9 that can affect liquidity of individual markets.  
10 One of them is the issue of the FCM market and  
11 Commissioner Giancarlo articulated very well -- I  
12 read his remarks this morning. I couldn't have  
13 written it better than he did. So that's a big  
14 concern. We also have lots of unknowns on the  
15 positional limits rule and some of the issues that  
16 FCMs are facing on capital regulation. So I think  
17 there's a lot of unknowns yet for the Ag market  
18 that are yet to be seen but I think today we have  
19 the price discovery and the ability to manage our  
20 risk on a fine basis at the moment now. Is that  
21 going to change? It's yet to be seen.

22 MS. MCLAUGHLIN: Andrew Lo? 4: So I

1 want to comment on a theme that's been raised by a  
2 few of the panelists as well as the committee  
3 members, which is the fact that liquidity is hard  
4 and perhaps impossible to measure. So I want to  
5 first start by agreeing with Isaac Chang that you  
6 can't manage what you don't measure. And so it's  
7 absolutely of paramount importance to measure  
8 liquidity, but where I'll push back on his and  
9 other comments is the claim that you cannot  
10 measure it. I strongly disagree with that and  
11 would be happy to volunteer the services of my  
12 students and colleagues at MIT, if you send us the  
13 data. We will come up with measures of liquidity  
14 for you. The reason that I think there is a bit  
15 of a misunderstanding about the nature of  
16 liquidity is because liquidity is not a single  
17 concept. It's much like personal health. A  
18 person is healthy, is a very vague statement and  
19 it's because, from the academic perspective, there  
20 are three qualities of liquidity that really make  
21 up the definition. A security is liquid if it can  
22 be traded quickly, if it can be traded in large



1 size and if it can be traded without moving  
2 prices. Those are the three characteristics that  
3 define liquidity -- price, time and size. That's  
4 it. And so, the reason that you have different  
5 definitions for liquidity, or so it seems, is  
6 because different markets have different  
7 characteristics of price, time and size. But it  
8 doesn't mean that it's hard to measure, it means  
9 that you have to use a three dimensional object as  
10 opposed to a one dimensional object. And it's  
11 paramount to use those three dimensions in  
12 different markets, because what we're seeing I  
13 think, is a change in the ecosystem of the  
14 financial markets with respect to liquidity, and  
15 Rana pointed that out by observing that some  
16 markets are becoming more liquid because other  
17 markets are less liquid and the capital is flying  
18 from one to the other.

19 So I want to first offer that we, I  
20 think, can measure liquidity if we are willing to  
21 be a little bit more expansive in how we think  
22 about it. And if we have the data to be able to

1 apply to it, and that Tom's comment is absolutely  
2 correct, that liquidity changes over time and  
3 circumstances. It doesn't mean it's impossible to  
4 measure. It seems that we just have to do a  
5 little bit more work and I think there are a  
6 number of us in academia that would be happy to  
7 help out.

8           The second comment I want to make is  
9 about that eco system. I think that the  
10 characteristics of liquidity have changed. Part  
11 of it is intentional. The fact that capital  
12 requirements are higher, many would argue, is a  
13 feature, not a bug. However, there are some  
14 unintended consequences of the change in the  
15 eco-system and we've already heard some comments  
16 about how the sell side has changed thanks to  
17 Volker and the fact that now, we no longer have  
18 designated market makers. But I think a more  
19 important confluence of events is the combination  
20 of technology and how it's interacted with  
21 participants in the marketplace. It's true that  
22 we now have a larger proportion of counter parties

1 that are trading as so-called fair weather  
2 friends. They can pull liquidity at a moment's  
3 notice. But part of the reason that that happens,  
4 is because we've got technology that really has  
5 facilitated the ability to be able to move  
6 liquidity around much more rapidly. And just like  
7 we have the flash crash, and now multiple flash  
8 crashes in different markets, that's a symptom of  
9 this fact that we can move liquidity at a moment's  
10 notice. So I think that it's important for us to  
11 study the entire ecosystem, to try to understand  
12 not only how to measure liquidity but who the  
13 participants are in the marketplace and what their  
14 incentives are for providing liquidity and how  
15 quickly they can withdraw it before we can  
16 understand whether or not liquidity is something  
17 that can be managed and what the appropriate  
18 remedies are for dealing with regulatory  
19 oversight.

20 MS. MCLAUGHLIN: Thanks. Just following  
21 up on the point of the need and the importance of  
22 measuring liquidity, for those of you who do think

1       about metrics of market liquidity in the markets  
2       that you're active in, I think it would be helpful  
3       for us to hear a little bit more about just the  
4       fact pattern on the ground right now, in terms of  
5       where is liquidity, maybe decreasing from recent  
6       past, increasing, whether how you see linkages  
7       between different segments of markets. So I think  
8       I'd particularly welcome any comments on that,  
9       because I think that's a question that we have,  
10      and it's very difficult, not as a practitioner to  
11      see exactly what's happening.

12                 MR. CUTINHO: I'm sorry, my name is  
13      Agenda for today (laughter) Because I don't have  
14      a name card. That was my joke. I don't have a  
15      Delta one. (laughter) So I don't think I --  
16      before I answer your question very directly, I  
17      think I want to make a subtle point on two  
18      perspectives. One is we, while Professor Lo and  
19      his team are measuring liquidity, there's one  
20      thing we all can agree on, is we need to make sure  
21      that markets have a diversity of participants and  
22      access for these participants. I think to Rana's

1 point, what has happened with some of the rules --  
2 some are well intended, some have -- we don't  
3 understand what the intentions are. Well, what  
4 some of the rules have done is, for brokers or  
5 intermediaries that provide market participants  
6 access to markets, they have made it really  
7 expensive. In effect, some of these clients are  
8 losing their access to the markets. Now of  
9 course, we are asked questions, can you quantify  
10 it? There is news out there. There are changes  
11 in prices, one. You know there are institutions  
12 that have rejected about 100 of our hedge funds  
13 from accessing markets. That's another anecdotal  
14 evidence. Of course I think as a group we could  
15 work and we could give you a list of market  
16 participants who are rejected access, but that is  
17 one thing that we all have to worry about. If our  
18 intent is, you know, you want vibrant markets,  
19 with broad diverse participation, okay, of course  
20 you can measure these things, but we have to make  
21 sure that we don't put in rules or structures in  
22 place that limit participation. And we feel that

1 some of the leverage ratio rules and the way it is  
2 applied for client clearing really impacts that.

3 The second thing, I don't know where  
4 this discussion about CME, LCH basis is going, but  
5 some of this is an outcome and everybody is  
6 looking for a cause, right? And we don't know  
7 what the cause is. We've been told in some of our  
8 discussions that there is a general imbalance in  
9 clearing between payers and pay fixed and received  
10 fixed players. So issuers of debt are natural  
11 receivers of fixed rates. And one of the theory  
12 goes that since these participants do not have to  
13 participate in clearing, it creates a bifurcated  
14 market, a cleared market and an uncleared market.  
15 I don't know if that is the cause of this, but one  
16 thing that we have to -- I want to speak to, is  
17 essentially this. Client choice is of paramount  
18 importance, okay? And it has led to  
19 transformation in this market, as Isaac pointed  
20 out. It is a much better place than it was in  
21 2008. Even in the clearing world, things have  
22 transformed. Real time clearing is in place, and

1 non- enmity of execution code executing counter  
2 parties to clearing members is in place, netting  
3 compression or coupon blending, and transparency  
4 in the market. So all these are good things. So  
5 I don't think this should be a reason to start  
6 discussing better client choice, is the problem.  
7 So it is important for us to note that the basis  
8 is just an outcome. It's important to understand  
9 where it's coming from. I don't have all the  
10 answers to look at it.

11 Now answering your question directly.  
12 I'm sorry I'm taking such a long time. As far as  
13 liquid central limit order books are concerned,  
14 there are things that Isaac mentioned that can --  
15 that are measures. You have depth, size and  
16 prices. You can see all of them. If you look at  
17 all the three dimensions that Professor Lo pointed  
18 out -- time, size and price, you can see that very  
19 transparently in the market in real time. That,  
20 and that is basically what is attracting a lot of  
21 market participants. I think you have similar  
22 structures in non-central limit order book

1 markets. We are not suggesting that all the same  
2 structure applies to everything. But the problem  
3 with measuring the impact is the question you're  
4 asking. The problem is, some of these impacts  
5 have taken several years to play out. So you have  
6 to go back in time and see what the implications  
7 are, the changes and trends are. It's very  
8 difficult to look on a real time basis and come up  
9 with -- this is the impact to liquidity and this  
10 is the cost.

11 MS. MCLAUGHLIN: Kristen Walters?

12 MS. WALTERS: Thanks, so just thinking  
13 about liquidity. So certainly we've seen the  
14 nature of liquidity change over time. I don't  
15 think that we've experienced as an asset manager  
16 significant changes in our ability to access  
17 markets. But certainly the way that we do it has  
18 changed. So in the context, while bid-offer  
19 spreads may not have changed as materially as we  
20 would have expected, we do have to transact in  
21 smaller lot sizes, and there are pockets of  
22 illiquidity and certainly vol a vol which is more





1 and they're very illiquid, capacity is something  
2 that is very difficult to quantitatively measure.  
3 So Andrew, certainly, if you have any ideas on  
4 that, we would welcome it. The other place where  
5 I think we see capacity as an issue and we talked  
6 about this in the inaugural discussion we had  
7 about you know CCP risk. So, absolutely there has  
8 been an impact on clearing members and FCMs from  
9 the capacity perspective of increased regulatory  
10 limits on liquidity, leverage, RWAs, and that  
11 impact is very real. I think Emily talked about  
12 the difficulty of a clearing member stepping in to  
13 support another clearing member in the instance of  
14 a default. Similarly, I think we believe there  
15 are similar issues around concentration of FCMs  
16 and the impact on liquidity. Absolutely,  
17 regulatory capital and other requirements impact  
18 the ability of large banks that are acting as FTMs  
19 to function in the market in a way where they  
20 actually earn sufficient return in capital to  
21 their business and have the balance sheet that is  
22 actually available and useable when there are

1 liquidity issues. So I would welcome other's  
2 thoughts on that, but it's certainly something  
3 that we're concerned about and spend a lot of time  
4 thinking about.

5 MS. MCLAUGHLIN: Anat Admati?

6 DR. ADMATI: Thank you, there are a  
7 number of terms that have been thrown around here.  
8 So I want to try and head back a few things. I  
9 actually spent a lot of the first part of my  
10 career thinking about market liquidity, and so  
11 this word, that's thrown around and then you have  
12 other related words, needs a little bit of a  
13 clarification. Why is size mattering? Why all  
14 these things? Well, the treasury market is very  
15 different than other markets because there's more  
16 uncertainty about the value, potentially by the  
17 counterparty, there's more potential for  
18 differences in beliefs. And stress time means  
19 people might get nervous about asset or  
20 counterparty and things change because there's  
21 different information and so counter parties are  
22 not willing to -- not agreeing quite on what the

1        thing's worth or having their own funding problems  
2        or some kind of credit crunch.

3                        So there are many reasons why liquidity  
4        might evaporate in a market. And they go to some  
5        level underneath some exogenous sudden thing.  
6        They have an economic meaning. So liquidity is  
7        something that everybody loves to have. But you  
8        have to think about what it must be at a given  
9        time, what it is, and it is what it may have to  
10       be. So that's a little bit about market liquidity  
11       and there's more there to discuss. Then you get  
12       to the point of liquidity requirements. And  
13       there, I'm not a big fan of those requirements.  
14       There are a lot of assumptions that are made and  
15       they're quite restrictive and costly. And so I  
16       can see that they would potentially distort what  
17       can happen in markets. One of the things that is  
18       definitely wrong in this discussion is that  
19       anything to do with leverage which is something  
20       that I focused on very strong the last six or  
21       seven years and actually beyond, which has to do  
22       with capital. That if any of that interferes with

1 liquidity at all, if anything that's done there is  
2 somehow seems difficult it's because it corrects  
3 something that was wrong before. Lots of  
4 companies in this economy work with virtually no  
5 leverage at all, but there's no reason that any  
6 company needs to work at the levels that we're  
7 talking about.

8           The fact that dividends are being paid,  
9 rests the case entirely. There's nothing that  
10 can't be done with equity funding, so any  
11 connection that's made here between the ability of  
12 the market to provide liquidity, and the leverage  
13 of those providing it, is wrong to the extent to  
14 the policy context. So on that, I think the  
15 connections that are made are wrong. On other  
16 things there might be some points, but I think  
17 what we must recognize is that liquidity is not  
18 something that is a birth-right, it's related to  
19 something that we can just kind of demand the  
20 world to have. It's about market participants and  
21 how they're going to interact in a situation given  
22 their information and given environment and we've

1 got to treat it as something that does change with  
2 the situation and that's just the way it's going  
3 to have to be.

4 MS. MCLAUGHLIN: Jerry Jeske?

5 MR. JESKE: I'm here for the commodities  
6 market council which is comprised of a group of  
7 end users both in the Ag world and the energy  
8 world. The discussion thus far has focused on  
9 rates quite a bit and I know Bill mentioned the  
10 agricultural world a bit but I'd like to mention  
11 the energy world here for a moment and also speak  
12 to terms of end user participation in the  
13 liquidity pool. I think Susan, you asked a  
14 question about linkage and I think it's very  
15 important for the commission to see the linkage  
16 between of course the listed futures and that  
17 which they can't see which is our bilateral swap  
18 activities. A couple folks have commented so far.  
19 I think Isaac mentioned that linkage earlier, but  
20 certainly what took place in the over-the-counter  
21 market which today the commission still can't see,  
22 is very relevant in terms of liquidity.

1                   Juxtaposed to what is existing in the  
2 futures and I'll point specifically to Henry Hub  
3 for as an example, you look at 2013 Henry Hub open  
4 interest, immeasurable for our academics in the  
5 world, open interest has fallen from 2013 and  
6 Henry Hub to today. And you look at -- I don't  
7 think it's any coincidence the regulatory regime  
8 that has taken place, whether it's becoming a swap  
9 dealer, whether it's becoming under the auspices  
10 of the Volcker Rule, or our friends in the Basel  
11 Committee who have now added some constraints to  
12 the entire process. But that open interest figure  
13 is reducing. There may be other reasons for it,  
14 but I think that's just a fact that we have to  
15 consider. When you couple that with the swap  
16 activity which takes place down the curve, I'm  
17 talking, 2018, 2019, 2025. It just isn't there  
18 anymore. Talk to any of the energy participants  
19 who used to make markets or otherwise were willing  
20 to commit risk capital because oftentimes when  
21 you're building a power plant or when you're  
22 investing in infrastructure from the standpoint of

1 storage facilities, you have to make these  
2 long-term investment decisions. Certainly the  
3 liquidity or the ability of folks to take risk in  
4 that space is definitely impacted, over the last  
5 6, 12 months.

6 I think a couple commenters mentioned,  
7 Luke and John, specifically spoke to the lack of  
8 bank participation. Well it's clear, many of the  
9 banks are no longer in those markets at all. So  
10 whether you're talking about long-term oil,  
11 natural gas, power markets, all of these long  
12 dated commitments that were out there aren't there  
13 anymore. So in terms of willingness of people to  
14 participate, I think the real concern then is how  
15 do we move into a cleared environment? And with  
16 the challenges and the lack of FCMs that are out  
17 there right now, and the capital constraints,  
18 there's some serious concerns I think and I think  
19 they're valid concerns when you -- you know you  
20 may have some opportunity to create access to  
21 clearing facilities that were no longer viable  
22 under the Basel Rules, sponsor principal is one,



1 maybe we'll talk about that a little bit more, but  
2 certainly the market participants I think have a  
3 need to find different avenues in to a clearing  
4 house, and without the capital constraints.

5 MS. MCLAUGHLIN: Glen Mackey?

6 MR. MACKEY: Thank you, just to echo  
7 Jerry's thoughts a bit, and I look at it very  
8 simplistically. When an end user, whether it's a  
9 producer or an end user in a commodities space,  
10 looks at their hedging practices for example,  
11 typically you have market risk, in the form of  
12 price risk. You try to mitigate that, and  
13 historically that's been done by essentially  
14 transferring that to credit risk in a bilateral  
15 swap market or something of that nature. And  
16 then, typically if you're not comfortable with the  
17 credit risk, you mitigate that by moving into a  
18 cleared product where you essentially deploy  
19 additional capital to remove the credit risk.

20 That's sort of the continuum of risk  
21 mitigation from an end user's perspective. The  
22 challenge is, is when we look at liquidity, as an

1 end user, we don't look at just time, size, and  
2 price. From a physical commodities perspective,  
3 specifically in the energies and the soft  
4 commodities, when there's a manufacturing  
5 component, we look at location, we look at time,  
6 we look at quality, because there's quality  
7 differences between the various commodities that  
8 we either produce or have to acquire as an input  
9 into another product. And then we look at the  
10 production or the production volumes.

11           And any time you have a reduction in the  
12 number of market participants that will  
13 participate in a market, typically what happens is  
14 you find that you have to accept, as an end user,  
15 more risk. Whether that's volumetric risk,  
16 whether that's overall locational risk, because  
17 clear products don't trade at generation nodes, or  
18 at the wellhead for producers. So typically, it's  
19 really a function of what risks are you trying to  
20 mitigate and what are you prepared to trade off  
21 against? So that's the continuum that we see.

22           The biggest sensitivity assets, and when

1 we look at liquidity, it's the ability to execute  
2 a hedge in a market at the location for the proper  
3 time period and also in the proper quality.i.e.,  
4 in a light suite product, potentially not a WTI or  
5 a Brent or at a physical location in  
6 nonhomogeneous products. That's what we see  
7 happening in the market is, whether it's banks or  
8 other market participants or intermediaries that  
9 wear the risk between the producer and the  
10 ultimate end user, if they go away, liquidity is  
11 harmed in some form or fashion. And you'd have to  
12 take on other risk burdens to compromise for it,  
13 or account for that.

14 MS. MCLAUGHLIN: Gerald Beeson?

15 MR. BEESON: There's actually two  
16 different points I wanted to make. One was, and  
17 in the point that John made around the fact that  
18 the game is changing, I think actually ties in a  
19 bit to Andrew's point on transparency. So first I  
20 think when you look at from the changes in the  
21 marketplace there's been a lot of discussion  
22 around what's happened with capital rules, what's

1       happened with Basel, but the reality is there's  
2       also a change of business models afoot as well.  
3       So when you look at it in terms of the different  
4       divisions within the banks, they're going through  
5       this change from what was previously a voice  
6       brokered market, you're removing a level of  
7       opacity, spreads are compressing, and you have the  
8       cost structures that are involved with those as  
9       well. Because there's another component of  
10      rationalization of balance sheet that's made  
11      available on the back of looking at that, your  
12      return on equity.

13                   And so ultimately you've got this  
14      seismic shift I think happening within the banking  
15      community, but at the same time, with new entrants  
16      coming to the marketplace, I think there is  
17      technology available for newer entrants who are  
18      able to quote tighter spreads, to quote risk more  
19      actively, to be able to have more reliable and  
20      efficient during tighter periods. So when I look  
21      at our market makers, and example during the  
22      monthly nonfarm payroll for civil securities, we

1 will continue through those, those periods of  
2 information to quote tight spreads on the screen,  
3 we'll often see our future competitors either  
4 widen or disappear. And some may argue it's  
5 because of a changing market dynamic. I would  
6 argue to Andrew's point, it's actually just what  
7 used to be a more opaque happening in the  
8 marketplace, now just happens on the screens now.

9           And so ultimately I don't think you can  
10 just draw a necessary correlation that there's the  
11 transparency is causing different changes in the  
12 marketplace, ultimately it's just bringing light  
13 to something that was likely a historical practice  
14 in the past. The other point I think is that from  
15 a participant's perspective, we talked a lot about  
16 liquidity in terms of what's happening. I would  
17 argue liquidity still is significantly fragmented  
18 today. And so ultimately you have the dealer to  
19 customer community which largely operates in the  
20 same way it did before, just on an electronic  
21 platform. So you still have the -- in terms of  
22 multiple dealers to customers done through either

1 Bloomberg or Trade Web and RFQ and you still then  
2 removed from that have the dealer to dealer  
3 community such as the two pools of liquidity  
4 aren't necessarily interacting with one another.  
5 And if the rules are designed to be able to have  
6 this open access, ultimately I think they're  
7 seeing more users have the ability to be in the  
8 anonymous central limit order books, or to be more  
9 involved and choose a trading across a broader  
10 spectrum of these pools that will ultimately I  
11 think give us a better measure as to actually how  
12 liquidity can be measured in the marketplace.

13 I think with the current structure it  
14 would be difficult to just say, what is liquidity  
15 like when you don't have a true exchange of  
16 liquidity between all participants in the  
17 marketplace.

18 MS. MCLAUGHLIN: Marcus Stanley?

19 MR. STANLEY: Thank you, I feel like  
20 it's always my role at these kind of events to  
21 wave the bloody shirt of the financial crisis.  
22 But since no one has done it and it is in fact the

1 reason and the motivation behind these new rules  
2 we're making I'm going to do it here. Over the  
3 period prior to the financial crisis we saw a  
4 period of very rapidly declining transacting costs  
5 and very rapidly increasing volumes. Someone  
6 mentioned vibrant markets. Markets could not have  
7 been more vibrant than they were over the period  
8 just prior to the financial crisis. Now this  
9 market vibrancy did not pay off in economic growth  
10 or investment, even in the years immediately  
11 before the financial crisis, and of course it  
12 resulted in a cataclysmic financial crisis that  
13 was marked by the very rapid disappearance of  
14 liquidity. Liquidity that people had thought was  
15 durable but was revealed as fragile. Why was it  
16 revealed as fragile? Because market makers were  
17 overleveraged and overexposed, and so they were  
18 crippled in their response to pricing changes and  
19 their ability to get into the markets and respond  
20 when markets were dislocated and in fact they had  
21 to contribute to market dislocation by selling  
22 rapidly in order to pay back and respond to the

1 leverage pressures they were under.

2           And these participants were frequently  
3 major banks, and because they were major banks  
4 their effective failure had disastrous effects on  
5 our broader economy. And this is the pattern of  
6 financial crisis. Financial crisis are not  
7 historically linked to moderately higher trading  
8 costs, or additional inconveniences for some  
9 additional inconveniences for market practitioners  
10 in normal times. They're linked to overleverage,  
11 to excess leverage by key market intermediaries  
12 and they're linked to fundamental -- to issues  
13 with fundamentals.

14           So a number of participants actually  
15 have pointed, we just heard from Citadel and I  
16 think Isaac before that some of the things that  
17 we're seeing now are the surfacing of risks that  
18 were hidden before the crisis that the regulations  
19 are now sort of forcing people to deal with it in  
20 a more explicit manner. And I think that is going  
21 to lead to changes in market patterns, but I think  
22 it's healthy.



1           A couple of other quick points, people  
2           have talked about the capital costs associated  
3           with clearing, I think that's a little ironic  
4           given that our committee is so focused on the  
5           risks to clearing houses. A very significant  
6           amount, the bulk of the loss absorbency for  
7           clearing houses is always going to have to come  
8           from clearing members. The only alternative is  
9           that it comes from client customers or it comes  
10          from the public. So I think that to the degree  
11          that capital costs associated with clearing are  
12          about improving the durability and loss absorbency  
13          for clearing houses I think that too can be  
14          healthy, although we do need to look at  
15          coordination of those costs.

16                 Another point, I think we're seeing an  
17                 unfortunate sort of conflation here between the  
18                 debate over electronic trading and the debate over  
19                 bank capitalization and regulation of the big bank  
20                 dealers. We're being presented with what I think  
21                 is a false choice between the excessively  
22                 leveraged over-the-counter intermediaries that we

1 saw before the crisis, and some kind of electronic  
2 trading Wild West that we're being presented with  
3 as potential evolution of these current markets.

4 I think regulators have got to be able  
5 to respond to the problems revealed in the last  
6 crisis, and regulate around new emerging issues  
7 that may be coming from electronic trading and  
8 computer technology at the same time.

9 MS. MCLAUGHLIN: Susan O'Flynn?

10 MS. O'FLYNN: Whoops, thank you. I just  
11 want to tie back to you know what we've observed,  
12 especially in the dollar rates market, and the  
13 CME/LCH imbalance. And I think I want to tie it  
14 back to liquidity and capacity are effectively I  
15 think absolutely, they're partners. Because  
16 ultimately a dealer wants to create as much  
17 capacity to continue transacting with clients and  
18 that capacity will come from creating resource  
19 efficiencies by how you execute your business,  
20 clearing is obviously key to that. And obviously  
21 since the mandate we've seen huge -- you know the  
22 growth in clearing and the prime example being the

1       dollar rates fixed float situation that we've seen  
2       evolve between CME and LCH.

3               Now, the cost of obviously clearing are  
4       obviously different at two different CCPs and it  
5       comes back to Isaac, what you said at the very  
6       beginning, there is a different kind of price for  
7       each CCP, but historically that has probably not  
8       been passed on by the dealers to their clients or  
9       correctly assessed. So I think what you're seeing  
10      now with the emergence of the basis is, is  
11      reflecting how dealers are going to create more  
12      capacity to continue be able to trade with  
13      clients. And I think as well the market has its  
14      own way of evolving. Because we've seen the  
15      switch market evolve to effectively be able to  
16      manage and be able to understand what those margin  
17      costs are, and I think the market has a way of  
18      creating liquidity in another product, and we've  
19      seen the liquidity in that product evolve  
20      materially in the last couple of months. And I  
21      think that's an interesting thing to observe.  
22      We've also seen that clients are now looking to

1 clear at alternatives to CCPs so you know I think  
2 it doesn't mean the shift of liquidity may be from  
3 one CCP to another, or change the price of  
4 executing swaps because there is a real liquidity  
5 price to the institutions who are on the other  
6 side of that trade.

7 MS. MCLAUGHLIN: Emily Portney? No?  
8 Rana Yared?

9 MS. YARED: You caught me off guard  
10 there. I want to pick up really on something that  
11 Susan just said which is that capacity and  
12 liquidity, they are sisters in this process. And  
13 one of the things that we have to worry about is  
14 that while liquidity, as Andrew has said is very  
15 measureable, capacity is a very private choice,  
16 right? Every bank makes a decision about the way  
17 in which they want to allocate the scarce  
18 resources which they have, and all kind of jokes  
19 aside, we're ultimately in the client servicing  
20 business, right? So we want to be servicing as  
21 many of our clients as possible and as many market  
22 conditions as exist.

1                   But the reality of the market is that  
2                   diversity of views have gone down for all the  
3                   reasons John Nixon had mentioned, and finding  
4                   capacity has become increasingly challenging  
5                   notwithstanding the evolutions in the dollar rates  
6                   markets that Susan has just mentioned. And so one  
7                   of the things that we're faced with is potentially  
8                   different levels of service and different pockets  
9                   of client basis by the banks, and notwithstanding  
10                  the point that liquidity is not a God-given right,  
11                  we should as a group of market participants  
12                  trouble ourselves with the questions of do we  
13                  really want to be creating call it multiple tiers  
14                  of access in the market?

15                  And the independent part of GS which is  
16                  our global institutional research arm, has spent  
17                  some time thinking about what they're calling the  
18                  tier, the two speed economy, which thinks about  
19                  some of the impacts of having different types of  
20                  access in different pockets of market  
21                  participants.

22                  The last comment I just want to make

1 before I close is that while we definitely welcome  
2 the participation of Isaac, and Citadel, and other  
3 market makers into the market because they are  
4 replacing some people who have exited. I want to  
5 emphasize that on a general basis, the compression  
6 in spread in small trades, while welcome in that  
7 particular segment of the markets, my earlier  
8 point has actually not been indicative of an  
9 increase in liquidity and greater access to  
10 markets as the size of trades get larger. So  
11 while the problem is being solved in smaller sized  
12 trades, it's not being solved in larger sized  
13 trades.

14 And while clients may choose to change  
15 the style in which they trade as I think Blackhawk  
16 had pointed out, trading in smaller sizes,  
17 ultimately a lot of small risk equals big risk and  
18 we need people in the markets who are willing to  
19 take on the large risk of particularly structural  
20 end users who need to hedge?

21 MS. MCLAUGHLIN: Thank you, Sebastiaan?

22 MR. KOELIG: Thank you, I wanted to echo

1       some points that Isaac made at the very beginning,  
2       I agree that actually I think measuring liquidity  
3       is definitely possible, I do also think it's  
4       different from a moment to moment basis. As a  
5       market maker typically you try to find the  
6       equilibrium, we're not taking positions for a very  
7       long period of time, as Isaac said as well.

8                So you're trying to find an equilibrium  
9       between buyers and sellers, and in a time of  
10       uncertainty, it's harder to find that equilibrium  
11       which means given the limited amount of let's say  
12       capital and limits that we're allowed to work  
13       with, we're going to have to spread that across a  
14       larger amount of prices to provide the same amount  
15       of liquidity. If we were to continue to do the  
16       same amount of size on the prices that we show, if  
17       the markets indeed have that uncertainty, we won't  
18       be able to provide that liquidity any more once  
19       the markets move further away from where we  
20       started to trade at the time. So given that, if  
21       volatility goes up, and Gerald also mentioned this  
22       on nonfarm payroll figures. If there's less

1       certainty as to what's going to happen in the near  
2       future, it's harder to provide the same amount of  
3       liquidity given that there's a constraint on  
4       capital as well as limits that you're available to  
5       trade.

6                   And I think to Dr. Admati's point, I do  
7       understand that maybe the leverage ratios in some  
8       of these markets might not have been where they  
9       should have been according to you, the fact that  
10      if they change, this is going to take away some of  
11      our possibilities as well. And I think Rana just  
12      pointed this out as well. If there's limited  
13      resources available to do things, if we lower  
14      those resources further it's going to be harder  
15      for us to do the same thing.

16                   MS. MCLAUGHLIN: Thank you, Commissioner  
17      Wetjen?

18                   COMMISSIONER WETJEN: I just wanted to  
19      follow up on a point Rana made. Is there, are  
20      there -- is there anything especially negative or  
21      disadvantageous about having to execute at a  
22      smaller size? Help us understand why that is an



1 evolution that might not necessarily be a positive  
2 one, if I understood your remark correctly.

3 MS. YARED: Sure, so I think my remark  
4 was that it's not prima facia of the positive one.  
5 In certain cases, it can be. In other cases, it  
6 cannot be. So some of the cases where our clients  
7 have observed to us that that is a disadvantageous  
8 moment would be in places where execution costs  
9 are charged by numbers of times which you execute,  
10 so let's say you have to execute 100 times to get  
11 what you would have done one off, you're not only  
12 paying the bid ask but then you're paying the  
13 execution charge every time. In that kind of a  
14 market it could be disadvantageous. It could also  
15 be disadvantageous in a market where the client  
16 wishes to transact in large size because they are  
17 not actually managers of let's call them, active  
18 moving markets. So they want the peace of mind  
19 of, I've executed once, dealer, market maker,  
20 whoever, has taken that risk off of my hands and  
21 now they're the professional risk manager who's  
22 going to manage the market moving because nonfarm

1       payrolls happened, et cetera.

2                   So for people who aren't professional  
3       risk managers, being forced into a situation where  
4       they have to deal with the friction or the  
5       slippage as they dice up their order, could be  
6       very negative for them. So again it depends on  
7       the market participant. But we shouldn't rely on  
8       being able to chop up the order as a prima facie  
9       better way to transact, because again every client  
10      transacts and has set themselves up in a different  
11      way.

12                   MS. MCLAUGHLIN: Thank you, I think  
13      we're going to do one more question. I'd like to  
14      give Dennis an opportunity to speak and then I'd  
15      like to try to move to the next question, so my  
16      apologies to those with their tents up, but maybe  
17      you can get in on the next round.

18                   MR. MCLAUGHLIN: Thank you. I just  
19      might give the perspective from LCH on the  
20      liquidity. Because we have about 150 billion U.S.  
21      Dollars equivalent of margin that we have to place  
22      because people give us margin. And we operate

1 under the Amir regulations, and the CFTC  
2 regulations, but in particular the Amir regulation  
3 says that no more than five per cent of that  
4 number can be invested unsecured. So that means,  
5 what do we do with the other 95 per cent. So that  
6 forces us to be a large repo player in the market.  
7 And we have found as well that the capacity for  
8 repo transactions is getting less and less.  
9 Obviously, this has been a theme that has  
10 reverberated around this table, but we feel it  
11 first-hand.

12 The other part of this is that for  
13 client margins that come into us, they have to  
14 come back every day. The cash has to come back  
15 every day. Just the one day on it. So that puts  
16 further pressure on our repo capacity within the  
17 market. And as we all know, the regulations are  
18 pretty punitive now in terms of liquidity ratios  
19 and liquidity capacity. So that's drying up.

20 So what we've seen is pressure now  
21 coming from end user clients to become members or  
22 to try and access clearing houses directly. And

1       that's created a few challenges because for one  
2       you have the credit challenge that was mentioned  
3       earlier. Because maybe not all of these people  
4       are prime and that creates an issue of introducing  
5       sub-prime risk into the clearing house which is  
6       not optimal.

7                The second one I think is that, is a  
8       deeper one, which many of these players and many  
9       of these end users are not allowed to mutualize  
10      their risk. Now, as we know, the clearing house  
11      works on mutualized risks, which throws off a  
12      certain cash balance which is used to manage the  
13      liquidity. Should you then allow people to take  
14      advantage of that mutualized liquidity, if they're  
15      not actually mutualizing the risk -- that's a  
16      conundrum that we have to face.

17               And the third biggest challenge I think  
18      is that there are certain sectors which are  
19      typically one directional. For example insurance  
20      companies, where the clearing model doesn't really  
21      work that well because they have -- if you to put  
22      them in clearing just as they stand, they would

1       have massive IM calls because they're not hedging,  
2       they're just straight IM risk. So we haven't  
3       really figured this out yet, but there are a lot  
4       of challenges to allowing the end users to operate  
5       and to try and compensate for the drying up of  
6       capacity that we're seeing.

7                   MS. MCLAUGHLIN: Okay, thank you. Just  
8       in the interest of time I'd like to try to get to  
9       our next question which is about the imp -- how  
10      market participants have responded to the changes  
11      that we have seen so far and I think any comments  
12      on implications for market functioning and market  
13      risk would be of great interest to us. Anyone?  
14      Isaac do you want to take that?

15                   MR. CHANG: Sure, first I'd like to  
16      actually thank Professor Lo for clarifying my  
17      comments. I hope -- perhaps it wasn't clear. My  
18      thrust wasn't that we shouldn't be trying to  
19      measure liquidity, I think absolutely we should,  
20      the point I was trying to make in the opening  
21      comment that I made is that we don't have the data  
22      today to be able to accurately to do that. I'd

1       actually, and I'm jumping the gun a little bit  
2       towards the question towards the end of the list,  
3       but I can see how engaged and how many questions  
4       come up so I'm going to run the risk of jumping  
5       the gun slightly and saying one of the things the  
6       commission should be focused on is increasing the  
7       level of market data, both on a pre and post-trade  
8       transparency basis so that we can do things like  
9       accurately and end-monitor liquidity.

10                Maybe because I'm in D.C., but this  
11       analogy came to, but, echoing some of the thoughts  
12       that some maybe has come up already. Liquidity  
13       does not sit alongside life, liberty, and the  
14       pursuit of independence in the Declaration of  
15       Independence (laughter). Liquidity is, at the end  
16       of the day, liquidity provision is a service which  
17       needs to earn an economic rate of return. And as  
18       a market maker, you know it's obvious to us but  
19       sometimes when you talk about or where you hear  
20       discussions about liquidity in the marketplace, it  
21       sounds like almost as though it's somewhat of a  
22       public good. And you know there is an economic

1       rationale to say that maybe it is a public good  
2       and then it should be just subsidized by the  
3       government, and I'm not recommending that route at  
4       all, but that's what economic theory would say if  
5       it was a public good.

6                I think it's worth seeing, it's worth  
7       pointing out that liquidity -- we need to  
8       understand what it is and isn't and what behavior  
9       can change and what can't change maybe to kind of  
10      get to your point of your question. And this  
11      comment hasn't come up but has come up a lot in  
12      the press. There's probably a Bloomberg story  
13      every other day about the oncoming onslaught of  
14      fixed-income selling that's going to happen once  
15      the Fed starts to raise rates. And certainly I  
16      don't underestimate the capacity issues, the size  
17      of issuance in the fixed income market, the  
18      shrinkage of dealer balance sheets, the size and  
19      asset managers. Assets and their management,  
20      that's all out there and I think pretty public  
21      information. My point is though that no amount of  
22      liquidity provision, no liquidity provider who's

1 economically rational is going to stand there and  
2 provide continuous liquidity in the face of new  
3 information which changes the fair value of an  
4 asset and I think that needs to be recognized.

5           If, for example, the market prices that  
6 the Fed is not going to hike in September, and  
7 then all of the sudden new information comes out  
8 which leads the market to believe the fed is going  
9 to hike 200 basis points in September, no amount  
10 of liquidity -- I can tell you I sat pre-crisis on  
11 a bank desk. I would have gotten fired so fast if  
12 as the market was selling off all I did was sit  
13 there and buy from customers because we wanted to  
14 watch the position ride against me as the market  
15 sold off.

16           In the face of newer information markets  
17 re-price, you can't avoid that. That's trading.  
18 Losing money in that situation is not no  
19 liquidity, it's you have a bad trade-on. I don't  
20 know how else to put it. I don't want people to  
21 think liquidity is a panacea that banks or frankly  
22 even having spent time on a market making desk at



1 a bank, even pre-crisis that that would have  
2 changed. The role of a market maker is not to  
3 stand in the way of a one-way freight train where  
4 you know where it's going. Your job is to make a  
5 market around where you think the fair value of  
6 the asset is, and that changes as newer  
7 information comes in the marketplace. So I just  
8 wanted to get that out there because I don't know  
9 -- I feel like sometimes I hear some of the  
10 comments and it feels like liquidity is this  
11 magical thing that's going to keep everyone from  
12 losing money. I've never traded in a market where  
13 that's the case.

14 I would just say, I think in terms, yeah  
15 we are seeing changes in market behavior, I think  
16 we're in a transition period in the market  
17 structure, clearly, right? You have the  
18 pre-crisis, most liquidity in the over-the-  
19 counter FIC markets were provided by a small  
20 number of highly concentrated systemically  
21 important institutions. Most of the post-crisis  
22 have been focused about reducing leverage in the

1 system and reducing the systemic risk at the end  
2 of the day to the taxpayer. Put simply, you could  
3 argue I think, correctly that the liquidity that  
4 was observed pre- crisis was subsidized by the  
5 taxpayer. In our view it would be a mistake to  
6 roll back those reforms for the sake of re-  
7 creating the same set of issues. That doesn't  
8 mean every role's perfect, that we should be open  
9 to modifying some of them as the panelists have  
10 suggested.

11 But what I would say is we should be  
12 focusing on evolving market structure so that we  
13 have a broader and more diverse and a larger  
14 number of smaller liquidity providers to, in the  
15 system, where no one of them is systemically  
16 important. None of us, well, I don't think any of  
17 us want to go back to, who were active in the  
18 markets back in the fall of 2008 want to go back  
19 to what I think now is commonly referred to as  
20 another Lehman moment. And the way to do that is  
21 to encourage the development and the creation of  
22 new capital, and the way to attract new capital is

1 to -- A, eliminate artificial, arbitrary access  
2 criteria to the extent that Sneel already brought  
3 that up. I think it's to increase pre and  
4 post-trade price transparency so that there's a  
5 more even playing field and access to information.  
6 And it's to incentivize I think experimentation in  
7 market structure. Because the American economy  
8 over time has proven to be a largely free-market  
9 system, when stripped of anti-competitive or  
10 incumbent protecting type features, has generally  
11 proven to be pretty amazing about evolving to meet  
12 the needs -- a need in the marketplace.

13 And we should be encouraging new models  
14 and new business models to spring up. Many of  
15 them will fail, but some won't. And it's not our  
16 job, or it's not the regulators, certainly the  
17 role of regulators to define what those new  
18 business models should be, but to set up the  
19 environment such that these new models can  
20 flourish. I'll give my other panelists a chance  
21 now, to respond.

22 MS. MCLAUGHLIN: Thank you, thanks Isaac.

1 No, I definitely think we're in a period of  
2 transition and we're definitely seeing the smaller  
3 pools of capital coming to the market. I think  
4 the point that the FCM committee is trying to make  
5 is, how do the FCMS support the market access that  
6 those smaller pools of capital need to have in  
7 order to be effective and that market access is  
8 something that for the moment has, under the  
9 current set of Basel capital rules, has some  
10 significant implications for the capital footprint  
11 of the FCM business and the ability to absorb,  
12 especially incremental activity, as a function of  
13 stress scenarios, so one of the questions later on  
14 in the discussion, if we end up having time is the  
15 concentration among the FCM community.

16 I think by definition as you've gone  
17 from an FCM community of over 200 to something  
18 south of 100, definition- ally that means that the  
19 absence of one will incur a greater stress risk to  
20 the remaining community. And so I think the --  
21 and if you look at the OTC markets, generally the  
22 concentration of FCM participants is that much

1 tighter, or narrower, than the participation in  
2 the futures markets generally. So when you're  
3 looking or planning for a stress event, as an FCM,  
4 how do you apportion the appropriate amount of  
5 capital, put that appropriate amount of capital  
6 aside for a stress event, if you're operating on a  
7 fixed amount of capital. And so, as you analyze  
8 the risks associated with future crises, if your  
9 client community's already using a good portion of  
10 your asset and balance sheet, a capacity at a time  
11 of normal market conditions, as you enter a period  
12 of stress, the availability of additional balance  
13 sheet and additional capacity to give to clients  
14 who want to bring in additional business from  
15 their at-risk clearing member, is an unpleasant  
16 circumstance to have to face. So I do think that  
17 we need to very carefully look at some of these  
18 alternative models that are being highlighted by  
19 the clearing community. I think the sponsored  
20 access model which doesn't entirely eliminate the  
21 capital footprint that the clearing members have  
22 to provide but does mitigate to some degree some

1 of the capital issues that clearing members have.  
2 I think those broadening -- those methods of  
3 broadening access do need to be looked at in the  
4 light of current constraints.

5 MR. WIPF: And touching on market  
6 structure I don't think we can overemphasize the  
7 current impact on the collateral markets and how  
8 they flow through here. I think if we agree that  
9 some of the basic underpinnings of the liquid  
10 market are resilient clearance and settlement  
11 system and a durable financing market, I think  
12 that looking at the output of regulation it just  
13 means there's just a new framework. If we think  
14 that the LCR and the NSFR which do incent better  
15 asset liability management, although somewhat  
16 blunt and could be a bit more granular are  
17 absolutely fundamental to creating that durability  
18 and ensuring that there's not an over reliance on  
19 short term wholesale funding and you put that  
20 together with what the output is -- the fact is  
21 that under the SOR these intermediation activities  
22 for high quality collateral are treated very

1 differently. And that's just a fact. And I think  
2 that's what the industry needs to think about is  
3 how do you address that particular item,  
4 particularly when we think about the need for high  
5 quality collateral. The requirements for that are  
6 going up while the intermediation capacity is  
7 going down. And I think that's just -- I think  
8 that what needs to be addressed really is in the  
9 construct of that framework what are the solutions  
10 that could get around that? And we think there's  
11 a fairly straightforward win as it relates to  
12 central clearing of securities financing  
13 transactions -- a very very reasonably vibrant  
14 interdealer market in central clearing for  
15 securities financing both repos and stock loans,  
16 and but the remainder we don't have an active  
17 participation from the buy side and that's been  
18 for a lot of reasons. That's particularly the  
19 sell side and the buy side failed to find middle  
20 ground on how to actually get into those settings.  
21 But that actually could create reasonable capacity  
22 in the current framework -- where to the benefits

1 of netting, there will be some opportunity to  
2 replace some of the capacity that's being taken  
3 out of the system. The fact is that at the  
4 current price levels the intermediation of high  
5 quality collateral doesn't meet anyone's cost of  
6 capital. That's just a fact. But there are ways  
7 to actually recreate that capacity through things  
8 that actually are generally accepted as really  
9 good practices which is to get this activity into  
10 central clearing, free up that capacity and be  
11 able to intermediate what I think where the demand  
12 is coming from. Which is going to be continued  
13 demand for high quality collateral as it relates  
14 to the changes in money market regulation, as it  
15 relates to the demand that's going to come from  
16 the posting collateral on a cleared margin. So  
17 there's this increased demand -- it's just a  
18 reality of reduction and capacity. But there are  
19 things that are actually in the realm of the  
20 possible and there are some things well underway  
21 that could actually begin to free up some of that  
22 capacity. But I think when you take that through



1 -- that capacity in the clearance settlement  
2 financing markets could have very positive and  
3 profound impacts on this discussion around  
4 liquidity as it relates to the assets and the  
5 derivatives rap.

6 MS. MCLAUGHLIN: Thank you, Emily?

7 MS. PORTNEY: Hi, thank you. A couple  
8 of things around just thinking about liquidity  
9 holistically, and the way I would think about it  
10 and maybe this is very simplistic. But the first  
11 part of our conversation was very much around an  
12 ability to get a trade done at a specific price  
13 and market liquidity from that perspective. We're  
14 also touching on and talking about -- and I think  
15 it's a very important topic is the ability to get  
16 a trade cleared based on the number of FCMs and  
17 consolidation in the industry. And by the way,  
18 it's no good if you can get the trade down, but if  
19 it's mandatory that you clear it, or you can't get  
20 it cleared, or if it's too expensive to clear it  
21 doesn't matter because it all goes back to the  
22 market liquidity that you just can't get the trade

1 done. Because you ultimately can't clear it. So  
2 it's very interconnected.

3 In terms of I think all of my colleagues  
4 have said it already but just at J.P. Morgan it  
5 wouldn't surprise you -- we measure market  
6 liquidity in terms of being able to get the trade  
7 done in terms of we think that you measure it in  
8 terms of inventory on dealer balance sheets and of  
9 course, you know, in terms of inventory of  
10 treasuries, inventory of corporate bonds have come  
11 down tremendously. And that's actually,  
12 especially with corporate bonds, supply has gone  
13 up by 50 percent. The inventory that's actually  
14 there for dealer activities has gone down  
15 tremendously. When you think about -- we look at  
16 market depth and that's about what the size of any  
17 trade you can do at any particular price point and  
18 I think as everyone alluded to that's come down  
19 significantly. We also look at inter-day  
20 volatility and in many markets that's gone up  
21 significantly. So those are kind of all of the  
22 different measures in terms of how efficiently can

1       you get a trade done. In terms of clearing, I  
2       think it is without a doubt, the number of clears  
3       has drastically reduced over the course of the  
4       last several years. My colleagues have already  
5       said the numbers. When you think of clearing you  
6       basically need three things to make the clearing  
7       business make sense economically. You basically  
8       need operational scale, you need capital, and you  
9       need more capital now-a-days, especially if you're  
10      a bank holding company. As well as you need  
11      liquidity. And I think you need more of all of  
12      those things to really make it work. And yes, I  
13      do think it is more and more economically  
14      difficult to have the numbers make sense. I do  
15      think we are operating an environment that is much  
16      safer. Both dealers and clearers have more  
17      capital and one could argue that some of that was  
18      absolutely a purpose of the regulations. The  
19      regulators wanted to and frankly should have taken  
20      out some leverage in the system. And frankly I  
21      think there's a cost to liquidity that is now  
22      entering back into the system which is probably

1 healthy. Having said that I think what everyone  
2 is just asking about is the culmination of all of  
3 the regulations at the end of the day are we going  
4 to go past the point where the markets are no  
5 longer healthy and you don't want to reach to  
6 point where end users are really -- you have to  
7 ask the question -- do I hedge at all? That's  
8 probably a pretty -- a dangerous spot to be in.

9 SPEAKER: Jerry?

10 MR. JESKE: Well that's a great segue  
11 because I couldn't completely agree on that one.  
12 But I think you mentioned operational scale, Emily  
13 just spoke of. And that's what I would like to  
14 point out. It think is an unintended consequence  
15 of -- I do keep pointing to the Basel III regs,  
16 but I think there's two issues with Basel III, as  
17 it relates to participation in a clearing  
18 facility. So if you have a choice of, pay those  
19 that are already in the arena of clearing more  
20 money. In the case of end users and I think you  
21 mentioned how does it flow down markets earlier  
22 on? It's flowing to the customers now. Four to

1 six times is the cost. So if you want to continue  
2 to clear it's going to cost you four to six times  
3 more. Or go find some way other to do it. But  
4 the only other alternative that I'm aware of is  
5 self-clear. So if you go to self-clear, take  
6 yourself out of the bank models -- then you  
7 introduce operational risk. And if you don't have  
8 the scale to do that I think there's unintended  
9 consequences associated with it.

10 To get to a point of hopeful regulatory  
11 relief, sponsor principal. I think some folks are  
12 talking about sponsored access model. I think  
13 it's the same thing. And to be able to avail  
14 those that aren't used to clearing to the ability  
15 and the functional expertise of those that can  
16 clear I think is very valuable to everyone.

17 Sponsor principal model resolves the  
18 Basel III on balance sheet. The off balance sheet  
19 trade exposure concentration as to an FCM's  
20 guarantee -- I think is very similar to the repo  
21 market. And I think folks have commented about  
22 that and the treatment of that guarantee shouldn't

1 be any different than the treatment of the repos.  
2 But I guess that remains to be seen. But I think  
3 there's some positives associated with that.  
4 Those that are on the European model might speak  
5 to more specifics as to how it's going on in  
6 Europe in hopes that this doesn't become a  
7 cross-border issue. But certainly it's something  
8 that might be of benefit to everyone.

9           Just one other comment. Commissioner  
10 Wetjen mentioned about size and ability to get off  
11 trades. I think the same is true in the energy  
12 and Ag markets as well. Slipperage is important.  
13 I can cite to a few different examples. You might  
14 have a very larger airline for instance that wants  
15 to engage in a hedging program and that airline  
16 may not have very many places to go these days in  
17 terms of dealing with their supply constraints.  
18 You have multinational organizations. You have  
19 various friends of ours to the south who have some  
20 very robust oil hedging programs, and when they  
21 have less places to go and the ability to not be  
22 able to do large size it is certainly concerning

1 for anybody who's willing to raise their hand and  
2 get out in front of doing such a transaction with  
3 such large organizations.

4 MS. MCLAUGHLIN: Thanks. Go ahead,  
5 John.

6 MR. NIXON: I'd like just to pick up on  
7 that one point because I think there's an example  
8 of that right now in the U.S. interest rate  
9 markets and I say that in U.S. Swap markets. And  
10 I think if you speak to most of the swap dealers  
11 that are here, you would find that on large  
12 corporate issuance days, there is much more  
13 volatility and basis point slippage than there was  
14 in the past. And really, I think that boils down  
15 to, there is far less people, as you have just  
16 said, for them, and for those corporates to --  
17 corporate issuers to go to. In the marketplace  
18 right now, there is probably a handful of five  
19 that you would really think are solid market  
20 makers to corporate institutions that will take  
21 down large size on corporate issue -- on corporate  
22 issuance. There is just not enough people in that

1 marketplace to provide that liquidity. And while  
2 I do believe that the Getco's and the Virtues and  
3 the Citadels have done an incredible job with  
4 their organizations since coming back, it's pretty  
5 hard to replace a balance sheet of the sizes of  
6 some of these banks. I would also just make a  
7 comment that I thought Isaac was very right, that  
8 liquidity is not a God given right. And quite  
9 honestly, I would think that for a period of time  
10 in the corporate bond market, asset managers had  
11 almost too much liquidity. It was too good for  
12 too long. It's now going to be more difficult for  
13 sure. But the more market makers you have -- just  
14 because you're a market maker -- you know, if  
15 there's a light at the end of the tunnel, it could  
16 be a train. You don't just stand there and let it  
17 hit you. You get out of the way. But the more  
18 market makers you have, the more shock absorbers  
19 you're going to have of getting more people back  
20 in the marketplace, making prices, and having that  
21 rebound probably be more -- you know, better than  
22 you're going to have if there's only two market



1 makers. And only the last point I would like to  
2 ask, and make or ask Andrew, and maybe you can  
3 tell me this, because I know you're a lot smarter  
4 than I am, and afterwards, that even if we have  
5 the data, and even if we can measure liquidity,  
6 and I don't argue with you that I'm sure the MIT  
7 graduates can measure liquidity. What I would  
8 like to understand from you and we can talk about  
9 it later is how relevant that measurement is, if  
10 it is changing all the time, every second of the  
11 day, the temperature outside today is immaterial,  
12 if it changes by 50 degrees every couple of  
13 minutes, so I'm not suggesting that if we have the  
14 data, that it can't be measured. I guess I would  
15 question is, is it relevant at any given time, and  
16 if you put on a trade with a measure of liquidity  
17 equaling X, when you get out of that trade, if it  
18 is 10 times X, you've got a different consequence  
19 to your position.

20 MS. MCLAUGHLIN: Andrew did you want to  
21 respond briefly or?

22 MR. LO: Sure. So, I guess the point is

1 well taken, that if liquidity changes randomly,  
2 unpredictably and erratically, it's going to be  
3 very hard to make sure of it, but actually, to  
4 respond to the question that's before the panel  
5 now, what I think a lot of buy side firms are  
6 doing and certainly what we at Alpha Simplex, my  
7 other hat, at this asset management company are  
8 doing, is, we are being much more proactive about  
9 measuring liquidity and developing algorithms to  
10 be able to trade around these air pockets of  
11 illiquidity. So I think the answer is, you can  
12 measure it. You may not be able to get the  
13 perfect measure, but you don't want the perfect to  
14 be the enemy of the good. You can actually  
15 measure pretty reasonable measures of liquidity  
16 and now, what you have to do, is to be able to  
17 navigate around these rocky shoals. It's become  
18 more difficult. And I agree with you and Isaac  
19 that liquidity is not a God given right and there  
20 are economic incentives for providing liquidity  
21 and for withdrawing liquidity. But there is one  
22 aspect of liquidity that is a public good, and

1       that is financial stability. Financial stability  
2       is clearly a public good and liquidity is  
3       absolutely central to financial stability. So  
4       while we may not be able to say, do we have too  
5       much or too little liquidity, and maybe the lack  
6       of liquidity or the lower liquidity is a feature,  
7       not a bug, nevertheless, the fact that the  
8       ecosystem has changed in terms of who provides  
9       liquidity, how they provide it and how quickly it  
10      can be withdrawn -- those are all issues that  
11      speak directly to financial stability and that is  
12      something that's in the purview of the CFTC.

13                MS. MCLAUGHLIN: Thank you. Maybe I can  
14      go to Anat.

15                DR. ADMATI: I agreed all the way until  
16      -- the liquidity is essential to financial  
17      stability. That I think I don't follow quite.  
18      You can have an appropriate amount of liquidity at  
19      appropriate prices and the financial stability is  
20      about something else. It's about the fragility of  
21      the system, the ability of the system to provide  
22      credit to the economy and appropriate services to

1       everybody at appropriate prices. And I don't  
2       think liquidity per se is a thing. You know, we  
3       want to be able to trade at you know, not having  
4       too much differences of information that scares  
5       people and all of that. We want to have  
6       intermediation, be priced appropriately and people  
7       trading if they need to and even if they don't  
8       trade, prices can change without trade and this is  
9       different kinds of things going on here. So I'm  
10      not sure I see the connections.

11                   MS. MCLAUGHLIN: Marcus?

12                   MR. STANLEY: The way I report it is  
13      that a liquidity failure -- a sudden dramatic  
14      liquidity failure is characteristic of a financial  
15      crisis, or a disruption in financial stability.  
16      But that does not at all mean that higher levels  
17      of liquidity in normal times are beneficial to  
18      financial stability or even related to financial  
19      stability. They may have a negative effect on  
20      financial stability by kind of setting the table  
21      for a liquidity failure by over extended market  
22      participants in a crisis period.

1 MS. MCLAUGHLIN: Thank you. Sunil?

2 MR. CUTINHO: Thank you. Actually I  
3 have two things to respond to. One is, I think we  
4 are talking about outcomes when we talk about  
5 liquidity, whether it's very liquid markets, some  
6 gaps in liquidity that are just outcomes. More  
7 importantly, you asked your question was how would  
8 people respond. So economics would indicate that  
9 if costs for some participants was higher and as a  
10 result they had quite a bit of, then others should  
11 be able to come in and compete those profits away.  
12 The problem we have, again going back, is access  
13 for market participants to markets. Then this is  
14 what our firms -- I'm speaking on behalf of our  
15 clearing firms and the community -- the ecosystem.  
16 This is the problem. I think we tend to confuse  
17 things. Just because we're talking about leverage  
18 issue, we seem to think that we are arguing  
19 against the intent, which is to reduce leverage in  
20 institutions. The problem is not about  
21 institutions acting as principle, the problem is  
22 institutions acting as agents. They are just a

1 conduit. They are providing our market  
2 participants access to markets. So they are not  
3 taking on any leverage. They're essentially  
4 allowing these unlevered market participants to  
5 access markets for hedging reasons as Dennis  
6 eloquently pointed out. Take for example an  
7 insurance company who has directional risk. They  
8 are putting up margin for it but they have  
9 directional risk. We have rules now, under Basel,  
10 supplemental leverage ratio for our clearing firms  
11 that dictate that all of that insurance company's  
12 risks have to be reflected on their books for  
13 leverage calculations without giving them the  
14 benefit of offsetting that with a margin that has  
15 been collected, segregated and in the U.S., passed  
16 on to the CCP. So this is what we're talking  
17 about. So we are not speaking to the principle  
18 side of the equation. We are speaking to the  
19 agency side of the equation. So if you have rules  
20 that prevent access to the market participants,  
21 and these are market participants who bring  
22 hedging interest, that will encourage more market

1 makers to come into the market. So this is the  
2 problem we are talking about. So in essence, we  
3 have to just take a step back and look at the set  
4 of rules that we have, and see if our clearing  
5 members can actually provide services and then  
6 hence, bring in more market participants, diverse  
7 I might add -- some being market makers and some  
8 being price takers. So, that in essence is what  
9 we are speaking to, and we seem to confuse the two  
10 things.

11 MS. MCLAUGHLIN: Chairman Massad?

12 CHAIRMAN MASSAD: Thank you. I think  
13 it's on the agenda, we're going to, I think, cover  
14 some proposed solutions, so I'm happy to -- so I  
15 can wait, actually that's what I was going to ask,  
16 so if it's better to wait, I can do that as well.

17 MS. MCLAUGHLIN: Yeah, you're actually  
18 anticipating what I wanted to kind of throw it  
19 open at this point to address the final two  
20 questions on the agenda, kind of collectively,  
21 since we are running out of time. The solutions  
22 to the liquidity challenges that you see, and then

1 more specifically, are there things that you would  
2 recommend to the commission that they be thinking  
3 about looking at to address some of the challenges  
4 that we've discussed today?

5 CHAIRMAN WETJEN: I'll just say it  
6 quickly. I'm hearing thematically in like three  
7 different things, but before I touch on those, a  
8 lot of the discussion has been around  
9 accessibility and it relates to capital  
10 requirements, which we have no control over here  
11 at the CFTC. Chairman Massad has spoken about  
12 that. I've spoken about that publicly. I think  
13 Commissioner Bowen has probably spoken about that  
14 too, so all three of us have expressed our views  
15 on that, and meanwhile, we have staff engaged with  
16 all the various prudential regulators around the  
17 globe, engaged on the matter as well. So we're  
18 working on that in any way we can, but at the end  
19 of the day, we don't have authority over that  
20 specific issue as everyone knows. Meanwhile we  
21 have a piece of legislation that we've been  
22 implementing and basically implemented, the point



1 being, there are some limits on what we can do in  
2 terms of any perceptions that there's perhaps more  
3 regulatory burden than is what's necessary. So  
4 instead focusing on our existing authority that we  
5 have today and what it is we should be focusing on  
6 by way of policy making, thematically I'm hearing  
7 possibly increased transparency. Maybe there are  
8 rule makings or policy makings we can do along  
9 those lines. Maybe there's more to be done on  
10 accessibility to trading menus. I'm not sure what  
11 that would be. But I'd love to hear ideas on  
12 that. And then I'm also hearing the importance of  
13 the diversity of liquidity providers, again,  
14 something else I think a number of us on the  
15 commission have spoken about, and we have a couple  
16 of open ended, I think policy makings we could  
17 continue working on. But I'm curious to hear from  
18 the others, namely on that front, by the way, that  
19 floor trader exception I think is something we  
20 could -- we should revisit. And we've talked  
21 about other market structure changes on SEFS, but  
22 I think I'd be really interested in hearing

1       whether there's anything specifically we should be  
2       looking at that would be based on our current  
3       authority under the client exchange act to pursue.

4                   CHAIRMAN MASSAD: Well first of all let  
5       me echo Commissioner Wetjen's comments and I think  
6       we probably need a whole 'nother program to go  
7       into the solutions. But I did just want to make a  
8       couple of general comments and reactions. First  
9       and foremost, just thanks to everyone for this  
10      very informed, intelligent discussion. We touched  
11      on quite a few topics, each, many of which could  
12      be explored for hours. You know at the same time  
13      I am reminded perhaps just to remember the context  
14      here and as Marcus reminded us earlier, you know,  
15      this is a pretty -- liquidity is a pretty esoteric  
16      discussion for most Americans. On the other hand,  
17      they experienced their own liquidity event in 2008  
18      and thereafter, when they couldn't sell their  
19      houses. Many of course would experience what you  
20      all refer to as solvency events, meaning they were  
21      unemployed, or they were foreclosed upon. So you  
22      know, we did make a decision, not only as a

1 country, but as a world. The G20 made a decision  
2 to implement some reforms to prevent or at least  
3 minimize the risk of a financial crisis like this  
4 happening again. And so, you know, we are now I  
5 think, engaged in a process of looking at how all  
6 that is working, trying to calibrate it. As  
7 Commissioner noted, Commissioner Wetjen noted,  
8 some of us have noted things like the SLR, where I  
9 support very much what the bank regulators are  
10 trying to do in terms of having a back stop if you  
11 will to risk waitings, but we do want to make sure  
12 we try to balance that objective with the  
13 objective of clearing. We're trying to make  
14 adjustments to address end user concerns. If you  
15 followed what I said about the whole CCP  
16 equivalence discussion with Europe, you'll know  
17 that I'm trying to get to that place without  
18 increasing costs there. I also support very much,  
19 all of these things being explored in a data  
20 driven way. I think that's critical, to try to  
21 get beyond some of the buzz words and really get  
22 into what the data suggests, and I appreciate the

1 suggestions for the various things we should do.  
2 I am of course very conscious of our limited  
3 resources. Keep in mind for example that this  
4 crisis that is the backdrop of all this, or in  
5 that crisis rather, there we spent an amount to  
6 rescue one firm, AIG, that would have funded this  
7 agency's budget for 700 years. So you know, we  
8 have to kind of keep the perspective here. But on  
9 FCMs which was mentioned, it's a very important  
10 topic. At the same time, as I looked at the data  
11 there, this trend of decline has been happening  
12 for many many years, well prior to the crisis. If  
13 you look more deeply at those numbers, you will  
14 see that many of the firms that have disappeared  
15 didn't even hold customer money. The decline  
16 among firms that have held customer money was  
17 actually quite smaller. The concentration among  
18 firms at the top 20 has remained essentially the  
19 same over 10 years. It's about 91 percent of all  
20 customer money. Now granted customer funds have  
21 gone up. The increase among the top 10 -- there  
22 has been an increase among the top 10 firms in

1 terms of what they hold. But it's a more  
2 complicated picture I think, and it also has to do  
3 with changes in business models, a low interest  
4 rate environment, changes in their profitability  
5 for various reasons, customer preferences perhaps,  
6 as to what kind of firms they want to deal with.  
7 So there's lots of factors, and similarly, I think  
8 it's important that we keep in mind, there's other  
9 market structure factors that Isaac and Gerald and  
10 others have mentioned, that are affecting these  
11 markets. I appreciated John Nixon's analogy of a  
12 hockey game where we've removed one or two players  
13 on each side, so it's gotten faster. I also  
14 think, you know, the growth and automatic  
15 algorithmic trading is sort of like we were  
16 playing hockey on the driveway in our sneakers,  
17 and now we've really moved to the ice. It's a  
18 faster game because of other things as well. So  
19 my point is simply that all these issues deserve  
20 exploration. We do want to try to calibrate these  
21 various policy objectives. It's important that we  
22 do it in a data driven way and I look forward to

1 all of your help in doing that in the days ahead.

2 MS. MCLAUGHLIN: So I think we've run  
3 out of time. Let me just turn it back, yeah.

4 SPEAKER: (off mic)

5 MS. MCLAUGHLIN: Sure. I think there  
6 would be interest if our panelists have any ideas  
7 on suggestions or further action. We'd be  
8 interested in hearing those.

9 MR. MURRAY: Okay, as we've all -- as a  
10 panel and other members have said, we're  
11 definitely in a period of market transition and  
12 one of the issues for the clearing community as a  
13 provider of clearing services and then therefore  
14 indirectly as a provider of liquidity because as  
15 Emily pointed out, we are supporting the end user,  
16 the business of those liquidity providers, is  
17 really to have some more -- to continue to have  
18 certainly or have more certainly, and longer  
19 periods of time to implement change, i.e. that  
20 change has to be recognizable earlier and we have  
21 the opportunity to go through an implementation  
22 phase and for a longer point in time. So we're

1 going through, as we've mentioned the leverage  
2 capital issues for the clearing community as  
3 agency providers as having significant  
4 consequences down the road to our ability to  
5 continue to provide this service with the amount  
6 of scale that we have done in the past, and I  
7 think that necessitates other initiatives taking a  
8 longer horizon or having a longer horizon for  
9 implementation, therefore we can create some more  
10 certainty around the ability to provide those  
11 services.

12 MR. CHANG: I realize I've touched on a  
13 broad number of topics. This might be a little  
14 bit frustration because of the directive I think  
15 from Commissioner Wetjen and the Chairman about  
16 what the CFTC can do under its specific mandate,  
17 but as I sit here and I reflect on what everyone  
18 said, I'm struck by the interconnectedness across  
19 not just the futures markets with and clear OTC  
20 derivatives markets with the underlying asset  
21 classes and frankly, in my mind, the need for the  
22 coordination and you know, maybe across the

1 regulators that oversee all those markets, it's  
2 very difficult, again, like to go back to what I  
3 started, to talk about liquidity in Treasury or  
4 Euro Dollar futures, or even cleared swaps, and  
5 not talk about uncleared swaps, or not talk about  
6 the Treasury market. And figuring out a coherent  
7 way to tie all those things together, I think is,  
8 it's not an obvious -- there's no obvious, you  
9 know, change this, floor trader exemption point  
10 and there are certainly tweaks around there, but I  
11 think the bigger picture is to really address the  
12 liquidity issue. I do think we need a coherent --  
13 a regulatory approach across all the markets and  
14 ignoring the interconnectedness is only going to  
15 lead to an incomplete solution.

16 MR. WIPF: You know our two areas are a  
17 great focus around this in OTC client clearing and  
18 I think it's been touched on a number of times  
19 about the principle versus agent view and that  
20 from a regulatory perspective, and I think the  
21 other part really again, is, on these financing  
22 markets and SFT's, and their impact as it relates



1 to the overall discussion, and I think that  
2 becomes really an industry take away to look at  
3 what are the things that can be done within the  
4 current framework that can actually serve to  
5 create some new capacity, knowing that there's a  
6 big call for high quality collateral and generally  
7 a reduction in capacities. So I think the take  
8 away there is, has the industry pushed hard enough  
9 on central clearing of SFTs? I think that's a  
10 take away, and I think on the principle agent  
11 discussion, I think clearly that's been touched on  
12 here and I think that's very important as well.

13 MS. MCLAUGHLIN: At this point, to  
14 Commissioner Bowen, to make some closing remarks.

15 COMMISSIONER BOWEN: Yes, I just want to  
16 thank everyone for attending today's meeting and  
17 particularly the chairmen and Commission Wetjen  
18 for your great questions. We tackled really two  
19 important issues today -- cyber-security,  
20 liquidity and obviously we didn't solve every  
21 issue, but I wanted to thank Andrew for presenting  
22 and moderating the first panel with David Evans,

1       who present the Bank of England CBEST program.  
2       That discussion I think gave us some food for  
3       thought in terms of what we could look at in terms  
4       of our own market regulations. Susan, thank you  
5       so much for moderating this panel and our guest  
6       speakers today -- Isaac, Piers and Thomas. I  
7       think we learned a few things. Liquidity is  
8       conditional but can be measured. Liquidity and  
9       capacity are sisters. Liquidity is in the eyes of  
10      the beholder, but not a God given right. And  
11      finally, we need innovation and we need to  
12      encourage new business models and definitely we  
13      need coordination across regulators. So thank you  
14      so much everyone.

15                   MS. MCLAUGHLIN: The meeting is  
16      adjourned. Thank you for coming.

17                               (Whereupon, at 1:34 p.m., the  
18      PROCEEDINGS were adjourned.)

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