

Trevor Allan Jarrett

Mobile: +852 9101 3963

E-mail: Trevor@Jarrett.name

“ A distinguished career in equity securities trading. “ Patrick L. Young

“I Recommend Trevor wholeheartedly.” Michael R. Bloomberg

Seeking :

Senior role in Exchange Traded and OTC securities. Client facing, Technical and business development.

Expertise to provide :

Technical, regulatory and business development to securities trading : liquidity management or support of markets trading.

Summary and Profile :

From an early start in electronic ‘price discovery ‘ for cattle and crops to recent HK / China ‘stock connect ‘, 30 years of skill in delivering new solutions to the securities trading community across Asia, Pacific Rim.

- *Experienced Capital Markets Business Manager implementing IT solutions to Exchanges, buy and sell side financial institutions, in Hong Kong, China, ANZ and Asia Pac. Widely known and trusted by buy and sell side senior executives in this region.*
- *Twenty years’ experience in e-Financial Markets: business development, customer acquisition, and operations..*
- *Expert in communicating at all levels within client organizations, experienced working with client facing, compliance, trading, risk management and technical personnel on a global basis.*
- *Current expert knowledge of China cash equity and Fund connect.*
- *Regular speaker at regional conferences e.g. Trading Technology September 2013, 14 ,16 Singapore and April and June 2015 Shanghai, Trading Architecture Hong Kong August 2016.*
Upcoming speaking roles in 2017scheduled for Singapore and Shanghai.
- *Energetic team participant, respected by peers for sound decision-making, execution, creativity and problem resolution.*
- *Up to date on global Regulatory and the implied technical issues. Current practical knowledge of regulatory global requirements e.g. FACTCA, and the new Common Reporting Standard.*
- *Expert knowledge of current changes in risk analysis, compliance including the new OTC derivatives environment, along with more traditional position management and reporting.*
- *Limited spoken Cantonese, Putonghua, and Chinese. ... Hong Kong , UK ,EU, and Australia residency*
- *Founding member FIX FPL , fix is the international e trading standard, now 20 years old.*

Career :

Alpha Carinae Technologies (HK) Ltd.

2009 –

Current

Consulting Director in security trading, position management and regulation technology projects. Design through to implementation.

Clients include(d) :

- **Celera Group**

Client advice on proprietary mid to back office systems.

Celera Markets is an independent Asian inter-dealer broker which provides OTC and Exchange traded broking services also providing inter-bank derivatives markets including a range of equity derivatives products.

- **Touch Fire , Tokyo and Cebu Philippines**

Nissan Securities Japan, client Direct Exchange Access currently trading 7 mio securities a day.

May 2016 : Tender return to Philippines Stock Exchange for front end trading system.

September 2016 : Understanding and creation of briefing proposals on : Philippines Agricultural Exchange and Direct from Custody Agency Lending

March 2016 Myanmar, Yangon Stock Exchange trading education program.

- **Xinhua Financial Agency**

Six month project to specify a inbound China connect Equity and OTC securities trading service to certain existing global ISVs.

Project was to specify the operational services needed to have critical mass to provide offshore China market participants a '**must have**' reliable service screen based in bound trading service.

- **Dion Global , Director Business Development , Asia Pacific**

- * new to market simple and complex derivatives e-trading sales and analysis system.

- * front to back office trade management systems to match new regulatory requirements

- * New business has included new regulatory FATCA technical solutions utilising new technical techniques such as Generic Case Management (GCM) and Continuous Control Monitoring (CCM).

New clients included OCBC Treasury, BOCI, CFETS Exchange China, CITIC, Macquarie Bank and South China Securities.

- **OneMarketData LLC, USA, Director, Asia PAC.**

- * Quantitative trade, risk and position analysis solutions for equities

Clients :

- * Shanghai based fund / operations. (CITIC Prudential and CFETS.)

Australian and Singapore based banks and proprietary trading operations (UOB Hyam FX division, Standard Chartered,

- * Proprietary fund operations include, Vulpes and Grasshopper as examples.

Optiver, largest option price maker in the world: I provided position / trade analysis system price making system.

- In high demand for many **speaking roles**, including New China Trading Strategies Shanghai, China FIX FPL ,2015, Trading Architecture Singapore 2014 for example.
- **Dayton Way, HK Ltd. Technical Consultant** to China and North Korea. Australian listing IPOs Book building for energy, oil and mining listings to global fund clients such as Forbes and Manhattan.
- **Caplin Systems (Asia PAC) HK Ltd. Area General Manager**
Banking and Institutional supply of 'Single Dealer' web based trading portals. Promoted new standard of internet HTML5 delivery to web and portable devices.
Clients included : China Foreign Exchange (domestic interbank) Trading System to support their global delivery in front middle and back office.
Single dealer portals supplied to NAB, Westpac and ANZ Banks Australia Stock Exchange and UOB Singapore.
- **Thomson Reuters : Area Contract Consultant of Trading Solutions, Asia / Pac Rim**
Supplying integrated solutions for hosting, high speed trading and market data analysis and distribution. Working with a variety of newly released component assets to supply to technology RFP / tenders from Asia / Pac Rim major trading exchanges and institutions.
- **HKEx** Next Generation Market Data System, Clearing and post trade alternatives
ASEAN Link and ASEAN Stars: Answer to RFP proposal to move to USD trading and interconnect trading and stock information to Shanghai S E. now called 'thru train'.
- Created the Reuters '**PropPack**' concept to offer easy entry to combined component **HFT Low Latency service** hosted solutions. This was specifically designed for local Hong Kong fund trading houses.

HKMex , SCH and CEFEX China mainland proposals
SET market data component of RFP with London Stock Exchange / MIT
TSE / OSE Japan combined tape

- **RTS Real Time Systems Group:** Sales and delivery of high frequency, low latency DMA Exchange trading solutions to fund financial institutions in Hong Kong, China, Taiwan, Singapore. Sales included AXT, Macquarie other Hong Kong low latency Trading Houses. Requiring fast position analysis and testing of trade execution.

\$1.75 mio , new business to Hong Kong target was \$1 mio
- **Cognolink** : Private Equity buyout investment in Electronic Trading service companies , Panel and Expert Advisor since 2011 to Present in banking technology MNA.

HSBC SECURITIES SERVICES, HSBC Global Custody Asia, Hong Kong 2008 – 2010
Exec Vice President, Product Manager, Agency Lending.

Project prompted by the acquisition by HSBC requirement to meet China Investment Corporation 'direct from custody' electronic lending program for their Asia regional clients. This system provided lending transparency and greater returns for client 'sovereign' funds improving returns 7 bp over existing methods, worth on average USD 1.6 m p.a. in returns to each of five

'sovereign' clients. This won the tender for HSBC. Special emphasis was made during the financial crisis in the short selling area on risk measurement, VAR, collateral treatments and how these related to new and fast changing inbound Government regulations. Fund accounting and performance measurement were added to HSBC's standard service. Project value \$3 mio

LEHMAN BROTHERS, Tokyo **2008**
Product Manager, Equity Client Connectivity and Equity Finance

Project to direct the roll out equity execution connectivity prime broking projects for Asia Pacific, based in Tokyo, with a technical team based in Chicago. Responsible for Lehman's Asian liquidity publishing, within all ten supported liquidity distribution portals. (Bloomberg, Tora, Trading screen etc)

Created the algorithmic low latency trading and Prime Broking, using concept of 'zero touch' trade analysis comparison. This added 13 major clients and revenue increase of 2 mio per annum recurring, Target quota was to add 5 to 7 new major clients in the year.

COMMONWEALTH BANK OF AUSTRALIA (CBA), Sydney **2004 - 2008**
Principal Business Development Manager, Electronic Execution, Global Markets

Starting with equity execution, re vamped CBA's distribution of capital market products electronically. With CBA's acquisition of an equity electronic prime broker in 2004, role was to deepen distribution and add regional clients to the program. Added client driven requirements such as extra securities : FX , hedging, energy products and algorithmic trading.

Instigated new client trading programs for CBA which added 64 new institutions, mainly across India and Pacific Asia. From a zero start trading flows of over USD one billion per month were achieved within 9 months.

Permanent Member CBA Alumni, registered securities trader, Australia.

In terms of achievement the project took turnover from zero to 1 billion month by adding 51 new counterparties across Asia in just one year. Added Sharia, commodity and energy desk electronic trading components. Achieved annual target quota of USD \$1 bio per month turnover in six months.

MONEYLINE TELERATE: General Manager Hong Kong and China **2002 – 2004**

Product development included work with enterprise trading projects utilizing Financial Information eXchange (FIX) protocol, for electronically trading equities, bonds and FX.

New client projects were completed in a difficult environment in HK, to Bank of America, Deutsche Bank, ABN Amro, SSB, HSBC, Hang Seng Bank, DBS Vickers and Morgan Stanley.

Projects included signing Citibank HK in March 2003, (during SARS outbreak) for a total contract value of USD 3.2 m, a decision taken directly by the Treasurer. The Citibank project was for completely integrated custom market information, risk management and transaction interface to existing Bank's systems.

AUSTRALIAN STOCK EXCHANGE: General Manager, International Business 2000 – 2002

To continue development of a new service initiated whilst GM at Bloomberg, was invited by the ASX board to complete 'WorldLink', connecting the Australian broker network to US markets, a world first in 2000.

ASX company real time announcements direct desktop supply to US fund managers lead to a 13 per cent increase in Australian Mid Cap overseas liquidity in one year. Original target estimate was for 5 per cent increase.

Research project to discover why US west coast institutions limited their Australian / Asian region trading by working on the trading desks of Montgomery and Capital asset management. Worked under secondment in San Francisco.

Speaking invitations included presentation of papers representing ASX, including CLSA Asian investor, Birkenstock , Davos and Vienna annual conventions.

BLOOMBERG FINANCIAL MARKETS: General Manager, Australia & NZ **1989 - 2000**
Regional Executive, Asia and Pacific Rim
Director Tradebook

Founding member of Bloomberg's fourth global office, reporting directly to Mike Bloomberg. Responsible for initial client locations and training including in Philippines the Asia Development Bank and Reserve Bank of the Philippines.

Analytics included analysis of A\$ bonds, IR swaps, futures, equities and FX support. Major success was to support the regions' sell side community in distributing Australian securities electronically to Europe UK and USA buy side market. Often invited on IPO road shows, book building by part owner, Merrill Lynch etc.

Contributed to the role out of Bloomberg in Asia regionally, before local offices were established.

Authored sales and content contributions with capital markets key representative organizations. This included SFE, ASX, AFMA, ASIC, Fund managers and major capital market banking institutions.

Regional founding Director of the E broking service Bloomberg Tradebook.

Creator of WorldLink e-trading proposal in conjunction with ASX and later SGX.

Member of the global Bloomberg management and sales team and Alumni.

PRIOR TO BLOOMBERG

Creation of Computer Aided Livestock Marketing system, CALM

London Stock Exchange , overseas distribution of the electronic TOPIC system

Sydney Futures Exchange , creation of the e trading system, SYCOM (now part of ASE)

Project tombstones and press extracts on request.

Further references from senior buy side professionals et al :

VPs at Hong Kong , Australian and Singapore exchanges

London Stock exchange, Director

OM and other Exchange software vendors

ICCH Director

Outgoing Chairman Australian Securities Exchange

China Foreign Exchange Trading System (CFETS)



THE CITY OF NEW YORK
OFFICE OF THE MAYOR
NEW YORK, N.Y. 10007

MICHAEL R. BLOOMBERG
MAYOR

February 6, 2002

To Whom It May Concern:

I am pleased to be writing on behalf of Trevor Jarrett. I have come to know Trevor over the last twelve years in his capacity as the manager of my company's office in Sydney, Australia.

Enthusiastic and outgoing, Trevor was a hard working, well-respected employee always looking for a new challenge. From a sales standpoint, he found creative ways to promote our product and never took no for an answer. Even in a tough market, Trevor remained among our company's top producers, always displaying a positive attitude.

I recommend Trevor wholeheartedly and without reservation for a position in your organization. Should you have any questions, please call me at 212 788-2005.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael R. Bloomberg".

Michael R. Bloomberg

MRB:aj