

# Agency FX

**The search for best execution in currency trading can be a resource intensive and costly affair. Our Agency FX service allows clients to outsource this responsibility to a dedicated and segregated agency execution desk, eliminating the hassles of managing this function internally.**

## Product Overview

Agency FX offers clients the potential for cost reductions and the ability to improve margins by freeing up resources to focus on other, core business activities. The Agency FX desk offers execution services across a broad range of currency products, including spot FX, forwards, non-deliverable forwards (NDFs) and swap orders.

As one of the largest and well-resourced financial groups in the world, we use advanced price discovery techniques and some of the most sophisticated trading approaches, ensuring that our clients receive excellent outcomes.

Whether asset owners, investment managers or corporations, our clients benefit from our extensive access to deep pools of liquidity in multiple currencies through our expert team of traders boasting decades of experience in FX trading. As a part of our standard agreement, clients can approve the FX bank counterparties with whom they would like us to execute.

Our team is always updated with the latest techniques, benefitting from continuous rounds of training on industry best practice.



**Outsource FX execution responsibilities and benefit from operational efficiencies**



**Benefit from experienced traders with FX marketplace expertise**



**Enhance regulatory resilience with greater transparency**



**Maintain control with stipulated parameters and comprehensive reporting**



## Product Overview (cont.)

The FX trading market is changing at speed, thanks to regulatory, technological and commercial pressures. However, the arrival of multiple new regulations around the world and the development of new technologies has continued to fragment liquidity<sup>1</sup>. In Europe, for example, market participants have been affected by the second iteration of the Markets in Financial Instruments Directive (MiFID II), while the United States has introduced new rulesets designed to refine how NDFs and options are traded.

Globally, regulators have been urging buy-side parties to grasp a better understanding of their execution processes, now expecting them to have the ability to explain execution decisions and the steps taken to scrutinize counterparty relationships.

Clients using our Agency FX solution have an advantage here, knowing that with our Transparent Order Execution Policy<sup>2</sup>, we will always analyze a trade prior to execution. For each transaction, we typically consider the client-approved panel of counterparties, market prices, transaction costs, order size, execution speed, execution likelihood,

settlement likelihood, order nature, liquidity of counterparties, local laws and regulations and the market impact of any large orders.

Our Agency FX team boasts significant experience in pre- and post-trade analysis, currency management, FX market structures and in achieving good outcomes in restricted markets.

While liquidity fragmentation continues to be a concern for many market participants, our Agency FX team uses its resources to identify the widest possible variety of liquidity sources. We access deep pools from primary and secondary sources and in alternative electronic trading networks.

In addition to sharpening the focus on execution, regulators are keen that all market participants take adequate steps to minimize risks. We ensure that our non-proprietary execution service has sophisticated tools to reduce processing errors, guard trade privacy and enhance operational risk protection.

**Innovative Technology — we invest in advanced technology, ensuring that our clients benefit from innovative FX workflows and global connectivity.**

**Access to Broad Pools of Liquidity — we provide enhanced liquidity access from a wide range of global sources, on primary, secondary and alternative electronic networks.**

**Bespoke trading approaches — our clients can customize the relevant processes for their FX orders. We build your preferences for counterparties, credit restrictions and minimum volumes into client-specific trading parameters.**

**Comprehensive TCA and reporting — our clients can be sure of achieving best execution thanks to our market-leading approach to transaction cost analysis and trade evaluation reporting.**

<sup>1</sup> FSB Report on Market Fragmentation (June 2019) <https://www.fsb.org/wp-content/uploads/P040619-2.pdf>

<sup>2</sup> Agency FX is an outsourced FX execution service. Further information and definitions are available in the Agency FX Execution Policy and the Investment Manager Guide that are available on request.

To learn more about Agency FX, e-mail:  
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