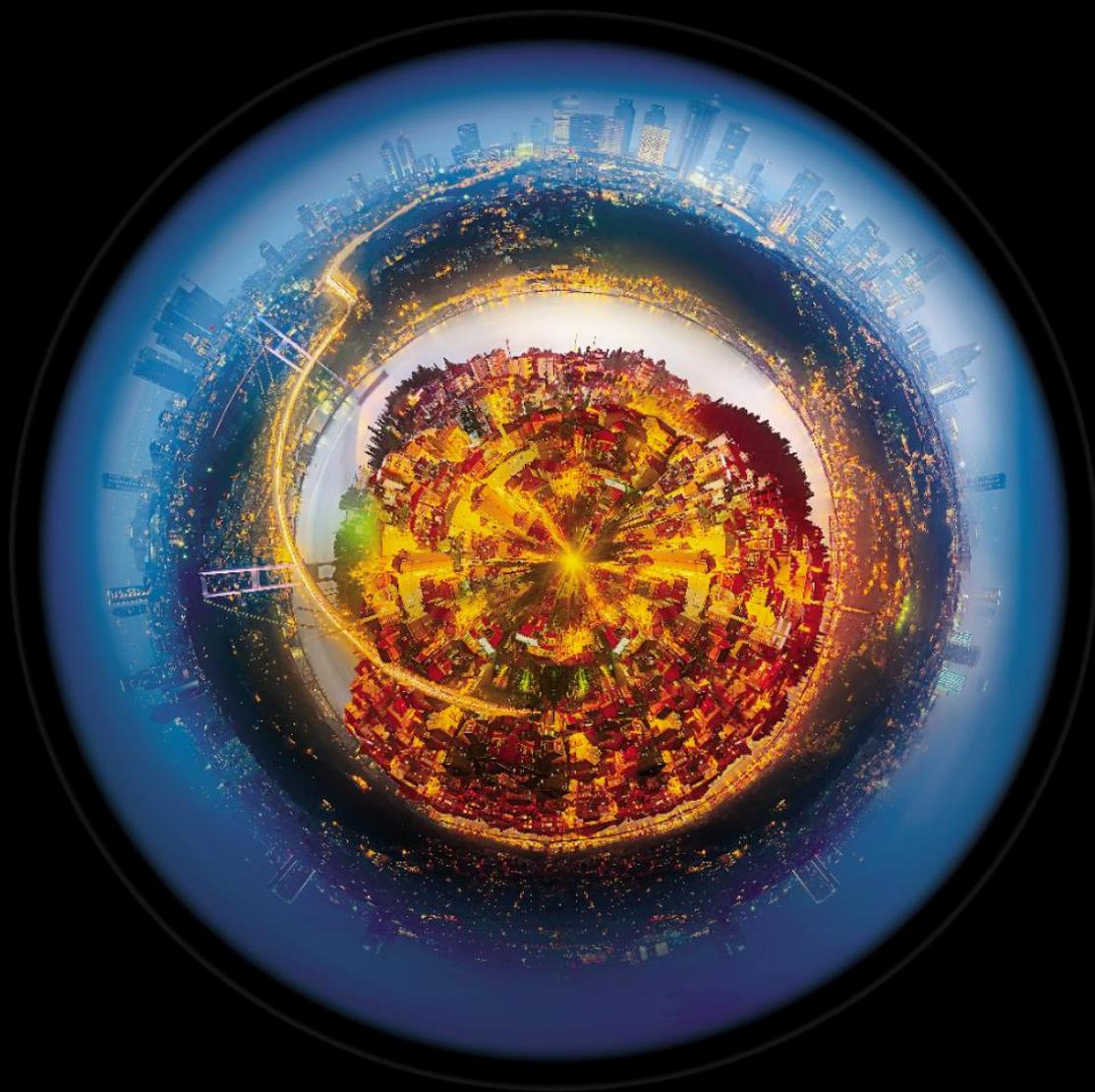


**Deloitte.**



**MiFID II – Day 2:**  
***Is there calm after the storm?***

Workshop

4 December 2018

**Deloitte**  
*Academy*

## Description

There has been already eleven months since the launch of a cataclysmic shock in Investment services markets under the name of MiFID II on the 3<sup>rd</sup> of January 2018 and the aftershocks are still going. The 30,000+ page Level 1, 2 & 3 text keeps growing and has been a major game changer for market participants facing a mountain of new requirements that are bound to have an impact on firms' operating models. In this seminar, we discuss the impact and lessons learnt this far based on our pan-European survey, we then perform a deep dive in some of the hot topics of MiFID II, we provide an overview of our technology solutions addressing these topics and finally host a panel of market participants to discuss the challenges they face since the introduction of MiFID II.

## Who should attend the course?

The workshop is addressed to Investment Services Industry Executives, Compliance Officers, Law Firm Executives, Fund Managers, Banks, Private Banking/Wealth Managers and Consultants who work with and/or advise on MiFID matters.

## Programme

**Registrations and Coffee:** 8:30am-9:00am

**Time and duration:** 9:00am-3:30pm

**Event duration:** 5h

**Date:** 4 December 2018

**Location:** Limassol

**Venue:** Four Seasons Hotel

**Facilitators:** Panikos G.

Teklos, Clive Laurence King

**Cost:** €250 (+VAT) per person  
(including lunch and coffee breaks)

**Language:** English



## Workshop Agenda

Timing	Topic	Person responsible
09:00 – 09:10	Welcome address	Panikos Teklos, Partner, Deloitte
09:10 – 09:25	Keynote address	Andreas Andreou, Vice-Chairman, CySEC
09:25 – 10:00	Day 2: Lessons learnt and pan-European survey	Panikos Teklos
10:00 – 10:45	Guidance on achieving Best Execution standards under MiFID II	Clive Laurence King, Director, Deloitte
10:45 – 11:15	Coffee Break	
11:15 – 12:00	“The Emperor has no clothes” - Governance and Product Governance	Clive Laurence King
12:00 – 12:45	The SI Regime, Pre- & Post-Trade Transparency reporting and a specific focus on some of the new Transaction reporting requirements	Clive Laurence King
12:45 – 14:00	Lunch Break	
14:00 – 14:45	Deloitte solutions to MiFID II requirements (VISTA)	Panikos Teklos
14:45 – 15:30	MiFID II challenges from a practitioner's perspective, panel discussion	Moderator: Panikos Teklos
14:45 – 15:30	Q&A and Closing remarks	Panikos Teklos

## Facilitators



### **Panikos Teklos**

Partner, Risk Advisory and Wealth Advisory Services

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**Panikos** joined Deloitte Ltd in Cyprus in January 2016 and serves as a Partner and leader of the Investment Management and Regulatory Risk Advisory Services. As part of his main mandate is to provide Structuring solutions, Regulatory Advisory, licensing and operational services for UCITS, AIFs, UCITS Management Companies, AIFMs and CIFs. He also provide advisory services to financial institutions and corporates on best market practices, regulatory and economic capital matters, structured solutions, strategy development and implementation. In June 2016, he has also been appointed as the Managing Director of Deloitte Investment Services, Deloitte's CIF subsidiary to lead the Wealth Advisory Services and Private Clients offering.

He holds a BSc in Economics from the University College London (UCL) and an MSc Degree in Finance and Economics from London School of Economics (LSE). Prior to joining Deloitte, Panikos spent 16 years in Investment Banking, Consulting and Fund Management between London, New York, Paris, Athens and Cyprus.

During his international tenure he has extensively project managed and advised on Bank restructuring projects, NPL portfolios, Asset-Liability Management, Operational efficiency, funding and structured financing solutions, corporate finance, business strategy and planning. Panikos has also advised private clients and private banks on their investment portfolios, governance and policies and procedures in accordance with international best market practice.

Whilst in Investment Banking he was responsible for strategic and structured solutions for clients including regulatory capital solutions, balance sheet restructuring, capital markets advisory and business model transformations.

Panikos has extensive experience in multi-jurisdictional Fund structures and solutions having served as Head of Asset Management of the first UCITS Management company in Cyprus, offering investment management and oversight to Funds (Real Estate, Private Equity, FoFs, HF's etc) overseas. He has further done extensive structuring, capital raising and distribution of Funds in various jurisdictions during his time with Citigroup.

Whilst at Deloitte, Panikos has led numerous engagements in Cyprus and abroad in advising and supporting Banks, Investment Firms and Fund Managers on regulatory matters including MiFID I,II, MAD/MAR, EMIR, SFTR, CSDR, AIFMD, UCITSD, CRR/CRD and is known in the industry for his practical insights and best market practice knowledge sharing. He is also involved in regular consultations with the national competent authorities, he is a Board Member at the Cyprus Investment Funds Association and he sits in various regulatory workgroups with the Global Deloitte network.



**Clive Laurence King**

Director, FSI Assurance Investment Management Office Munich

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**Clive** is a Director in the FSI Investment Management area of Deloitte, based in the Munich Office. For the majority of his 30 year + career, he has focused on advising asset management companies, banks & other financial institutions on compliance & regulatory matters, especially in respect of organisational & process oriented themes. He has provided back office operations, treasury, compliance, operational risk & regulatory advisory services to financial institutions in Frankfurt, Munich, London & Luxemburg and has integrated & installed, back/front office, compliance & operational risk systems for banks & fund administration companies. He worked in various roles running operations, legal & compliance, risk & in general management for Newedge in Frankfurt and was Managing Director of SGSS Deutschland KAGmbH from 2007 to September 2011, providing fund administration services to institutional clients in Germany & Italy.

**Relevant project experience**

- Development of MiFID II/MIFIR OTC Trade reporting, Best Execution & SI Services for a large German Stock exchange – including business requirements documentation, change request design & process integration due to regulatory changes, system testing & implementation, creation of key controls checklist including BAIT & outsourcing elements, provision of client support assistance and writing of customer documentation
- Development of a sustainable cost allocation system methodology for market data services – compliant with MiFID II/MIFIR for a large German stock exchange
- Responsible for implementation of outsourcing controlling and for building and implementation of RCSA and operational risk group instructions at while at SGSS
- Responsible as European Compliance Coordinator for a global brokerage group
- BA for operational risk & control systems, including BRD writing for RCSA & risk acceptance, & implementation of GRC system at a Tier one German bank
- Implementation of central clearing, derivatives back office systems, compliance, KYC & operational risk projects in several financial institutions
- Advice on regulatory issues with respect to transaction reporting remediation, CSDR/EMIR/FATCA/MIFID II/MIFIR and outsourcing projects at a large European Bank
- Implemented codes of conduct, compliance, KYC & AML policies & procedures for several asset managers & banks
- Set up derivatives clearing department for a Luxemburg branch of a German bank. Including system selection, BRD writing, design & process integration with existing treasury & accounting systems of the bank and built an outsourcing controlling department for derivatives.
- Responsible for design & implementation of the transaction reporting system (for a global broker & its NCMs)
- Integrated a stand-alone global custody system in treasury & accounting systems at UK branch of a Canadian bank

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