

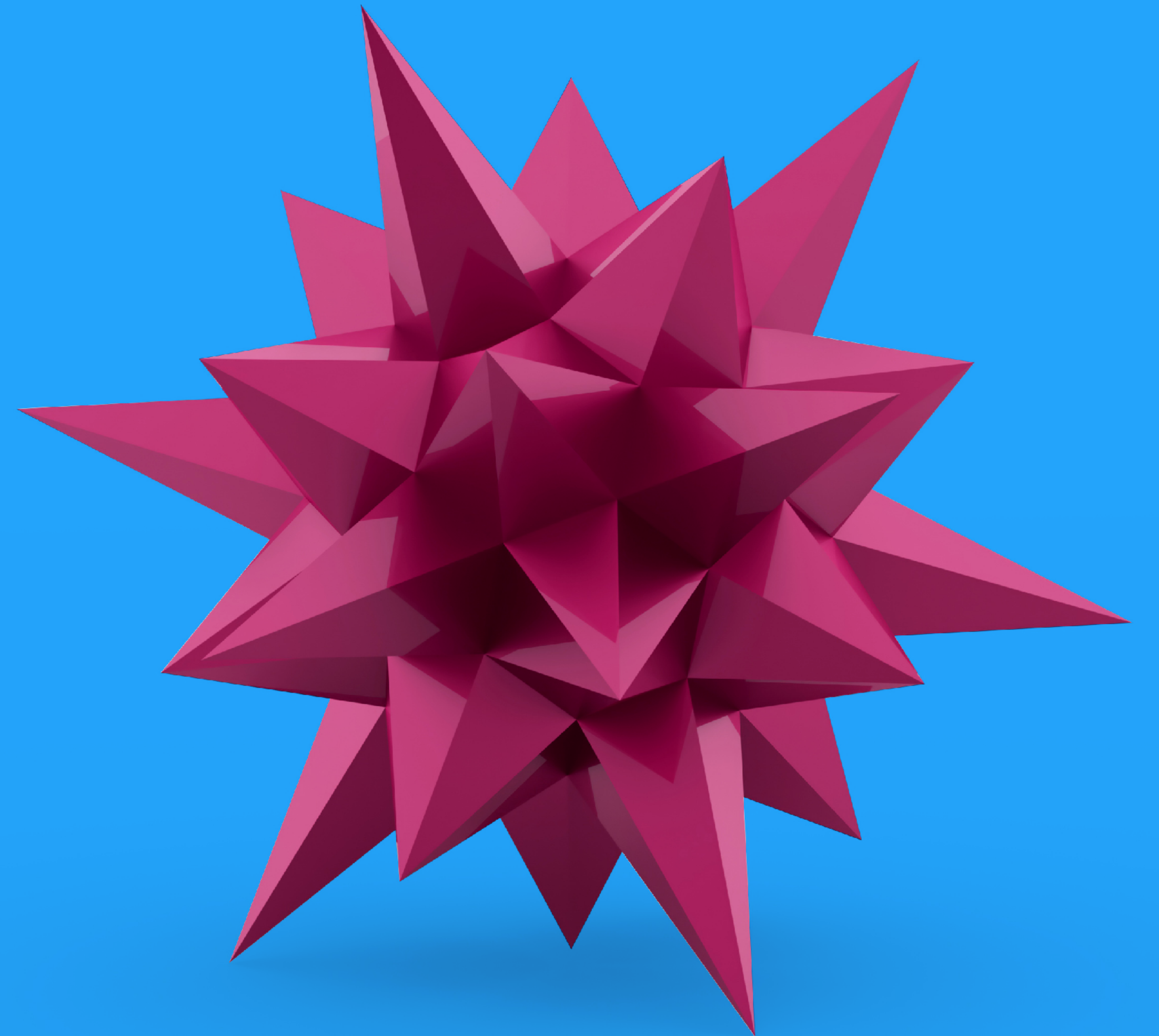


RBC CM FINOS

Open Source Strategy Forum 2019

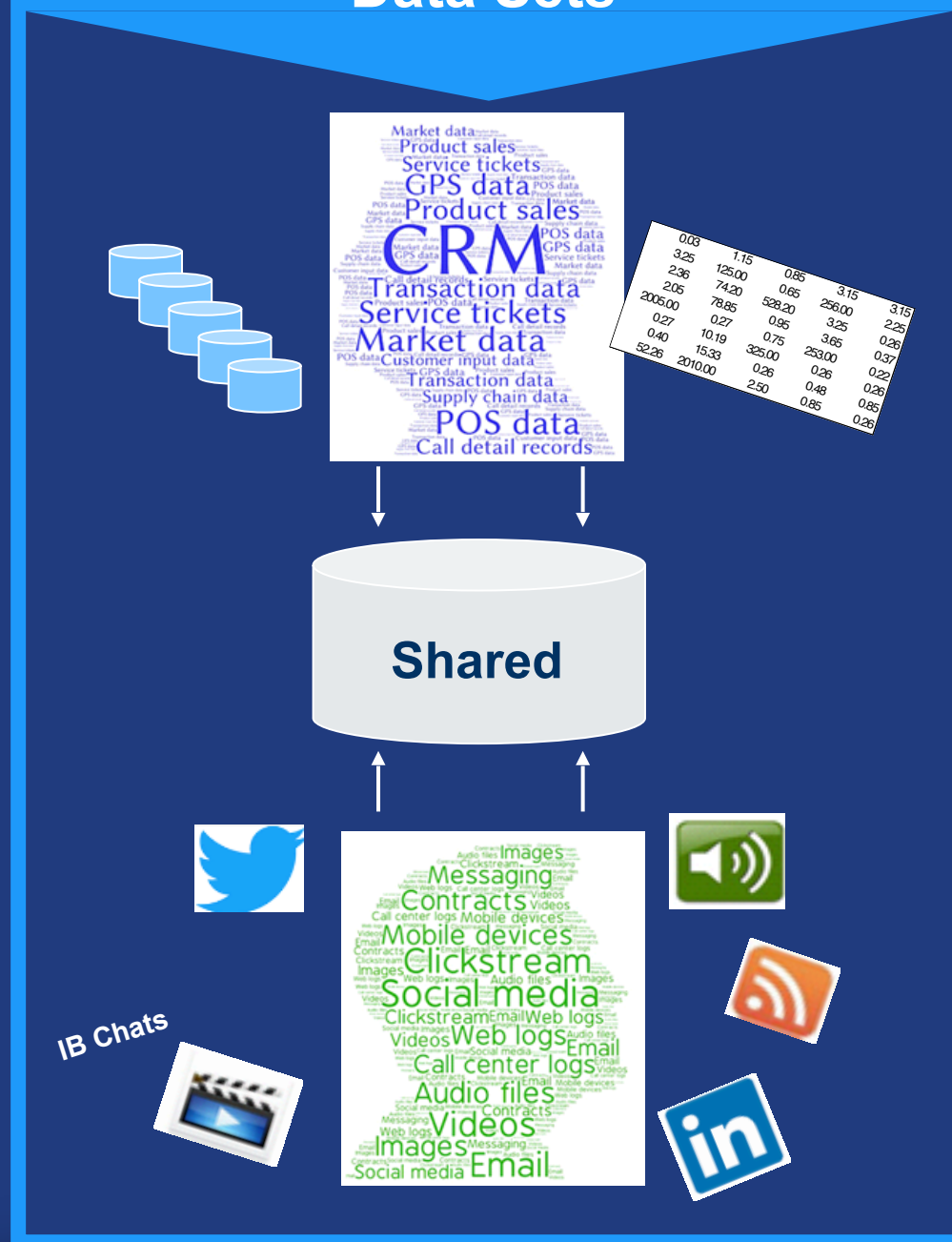
Kim Prado

Global Head - Client Insight, Banking &
Digital Channels Technology



1

Incorporate Additional Data Sets



2

Invest in Artificial Intelligence

NLP / NLG NLP is a way for computers to analyze, understand, and derive meaning from Human language in a smart & useful way.
Chat integration

ChatBot Virtual assistant, powered by rules & Artificial intelligence, that humans can interact using an Omni-channel interface.
Hi ChatBot.... Who covers PIMCO?

- Hi Alexa, who covers PIMCO?
- "Hello, let me get that for you"

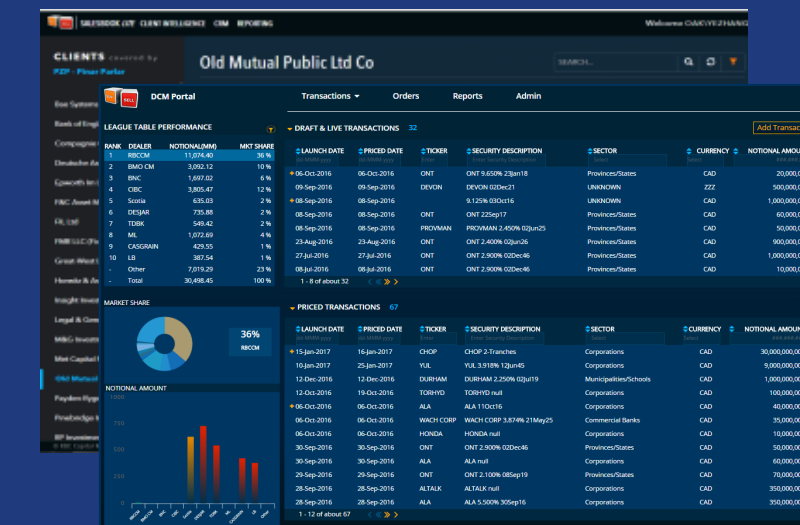
Data Science An interdisciplinary field about scientific processes and systems to extract Knowledge or insights from data in various forms.
Predictive & prescriptive analytics

- Predictive trade ideas
- Trade alerts to analysts, sales & trading

3

Monetize the data

• Upgrade User Interface



- Maximize Sales Efficiency
- Improve Client Experience
- Modernize e-Tools
- Utilize Client Analytics

What is SalesBook? / sales hub

2013 - 2017

500+ Global Users

Core cross-asset trading system

eTrades, Inquiries, Executed Trades, Missed Trades, Market Data, Sales Feedback, Client Holdings, New Issue, etc...

The screenshot displays the SalesBook application interface with several key components:

- Top Navigation:** HOME, TICKETS, BLOTTERS, LINKS, SUPPORT, REFERENCES, ALLOCATIONS.
- Primary Tabs:** SALES GTM BLOTTER, TRADE GTM BLOTTER, FLOW, BULLETIN, E-INQUIRIES.
- Search and Filter Area:** Includes dropdowns for Book, Currency, Channel (RBCL, MXUS), Issuer, Security, Counterparty, and Date. Buttons for Search, Reset, and Copy are present.
- Main Data Table:** A large table with columns for Channel Flag, Start Time, RBC State, and Description. It lists various trading events such as "Dealer Timeout", "Quote Requested", and "Quote On The Wire".
- Right Panel:** A detailed view of a trade with columns for Display Price, Cover Price, Quote Yield, Quote Sp, Counterparty, and Tier. It shows specific trade details for "BINTPE 5.750 OC..." and "AALLN 4.125 SEP...".
- Bottom Section:** Includes "OPPORTUNITIES", "PORTFOLIOS", "BULLETIN", "SALES BLOTTER", "SALES GTM BLOTTER", "FLOW", and "INQUIRIES". Below this is a search bar and a table with columns: Select, Book, Ccy, Description, Axe Quantity, Axe Directio, Axe Spread, Axe Price, Number of Holders, Axe Trader Comment, S&P Rating, Mdy Rating, and Outstand Quant.

This screenshot shows a detailed view of trade and market data within the SalesBook system:

- Trade History:** A table listing trade details including Side, Date, Qty, Spread, and Price. For example, a trade on 22-Apr-2015 with a quantity of 17,500,000 and a price of 105.638.
- Market Activity:** A table showing market data with columns for Side, Date, Quantity, Price, Spread, Type, RBC, and Source. It lists various market events such as "Dealer Bought" and "Inter-Dealer" trades.
- Live Prices:** A section displaying current market prices with columns for Bid, Ask, Price, Yield, and Spread. It includes data for "PVPB" with a bid of 2 and an ask of 125.
- Portfolio Match:** A table showing portfolio details with columns for Portfolio Name, Source, and Holdings. It lists various investment funds and their holdings.

2018

Time

Simplify Deployment

Interoperability

SpringBoard



2018

Time

Simplify Deployment

Interoperability



A screenshot of a financial data table in a 'SalesBook' application. The table has columns for ISIN, Book, Sec Description, Coy Code, Bid, Ask, Bid Yield Market, Ask Yield Market, Bench Spread, Benchmark Sec Description, and Holders. The data is sorted by Bid Yield Market. The table shows various financial instruments with their respective bid and ask prices and yields.

ISIN	Book	Sec Description	Coy Code	Bid	Ask	Bid Yield Market	Ask Yield Market	Bench Spread	Benchmark Sec Description	Holders
795 BE6258029741	ECREGBSD	ARIBB 4 09/24/25		98.822	99.798	4.138763	3.988763	159.00	STNAZA 2.55 01/28/19	37
796 XS0813371100	ECREIND	TRANLN 2 1/4 08/09/22		98.917	99.084	2.493307	2.453307	68.00	UKT 4 03/07/22	26
797 CA918423AK00	TCREPRIV	VW 2 1/2 10/01/19		98.968	99.198	3.169442	3.019442	270.00	CAN 1 3/4 09/01/19	26
798 CA12593CAC51	TCREPRIV	CPPIBC 1 01/15/19		98.977	99.477	2.177711	1.599544	2.00	CAN 4 06/01/41	19
799 XS1136679153	ECREGBUO	F 2 7/9 11/13/19		99.081	99.164	3.287985	3.237985	155.00	UKT 3 3/4 09/07/19	41
800 FR0012173862	ECRECONS	RIFF 2 1/8 09/27/24		99.113	99.294	2.257911	2.228244	250.00	Q 5 04/29/19	54
801 XS0426014899	ECREGBSL	ROLLS 6 3/4 04/30/19		99.128	99.352	7.387454	7.187454	130.00	UKT 4 1/2 03/07/19	27
802 CA23384NAN71	TCREPRIV	DAIGN 1 4/2 10/02/18		99.147	99.263	2.879184	2.679184	63.00	CAN 3 1/2 12/01/45	23
803 XS1135277736	ECREGBSD	RDSALN 2 12/20/19		99.204	99.380	2.437985	2.337985	70.00	UKT 3 3/4 09/07/19	27
804 XS0853680527	ECREGBSK	NDASS 2 1/8 11/13/19		99.352	99.452	2.497985	2.437985	76.00	UKT 3 3/4 09/07/19	28
805 CA918423AG97	TCRESHRT	VW 2 8 08/20/18		99.496	99.589	3.899958	3.699958	265.00	CAN 1 1/4 09/01/18	18
806 CA548243AG90	TCREMIDP	LOWMAT 3 4 16 06/20/24		99.636	99.917	3.480174	3.430174	133.00	CAN 2 1/2 06/01/24	18
807 XS1075419694	ECREUT2	STANLN 5 1/8 06/06/24		99.705	100.038	5.085244	5.055244	339.00	UKT 4 1/2 09/07/24	60
808 CA282542AG96	TCREMIDP	ENFCN 4 85 02/22/22		99.758	99.937	4.917380	4.867380	230.00	CAN 3 1/4 06/01/21	29
809 CA282512AVH73	TCREMIDP	ENRCN 4 53 03/09/20		99.809	100.000	4.629013	4.529013	210.00	CAN 1 1/2 03/01/20	39
810 XS0429467961	ECREGBJI	BBSALN 9 3/8 05/20/29		99.842	99.958	9.237454	9.137454	315.00	UKT 4 1/2 03/07/19	15
811 XS0352062995	ECREGBSA	BATS LN 7 1/4 03/12/24		99.844	110.237	7.153077	5.160840	140.00	UKT 4 1/2 03/07/19	40
812 CA663307AA47	TCREPRIV	NVRRHPT 3 2 07/22/24		99.882	100.170	3.220174	3.170174	107.00	CAN 2 1/2 06/01/24	39
813 CA34527ABD15	TCREHYD	F 3 7 08/02/18		99.901	99.922	3.960174	3.910174	181.00	CAN 2 1/2 06/01/24	19
814 CA8849038938	TCRECARP	TRICN 3 3/8 11/12/21		99.938	99.938	3.325985	3.325985	188.00	CAN 2 1/4 06/01/25	39
815 XS0377058614	ECREGBSA	MDL 2 7 1/4 07/18/18		99.945	100.001	7.337454	6.979954	125.00	UKT 4 1/2 03/07/19	8
816 FR0011355791	ECREAM	SANFP 1 11/14/17		100.000	100.028	1.047258	-9.167089	105.00	OBL 0 04/08/22	25
817 CA614852NQ04	TGOVMUNI	MINTBL 4 1 12/01/24		100.000	100.020	4.099569	4.097907	.00	CAN 2 3/4 06/01/22	13
818 CA6454491K06	TRMUPN	MP 1 5/8 06/05/21		100.000	100.100	1.529067	1.520670	.00	RR-CV 0 7/8 10/08/25	29

2018

Time

Simplify Deployment

Interoperability

Client Insight



SalesBook (Environment="Staging" ConfigEnvironment="QA")

BULLETIN

Books: [dropdown] Search: [input] [Non-Inv] [Go] [Advanced Search] [Axes] [Reset] [Copy] [Select All]

ISIN	Book	Sec Description	Ccy Code	Bid	Ask	Bid Yield Market	Ask Yield Market	Bench Spread	Benchmark Sec Description	Holders
795 BE6258029741	ECREGBSD	ARIBB 4 09/24/25		98.822	99.798	4.138763	3.988763	159.00	STNAZA 2.55 01/28/19	37
796 XS0813371100	ECREIND	TRANLN 2 1/4 08/09/22		98.917	99.084	2.493307	2.453307	68.00	UKT 4 03/07/22	26
797 CA918423AK00	TCREPRIV	VW 2 1/2 10/01/19		98.968	99.198	3.169442	3.019442	270.00	CAN 1 3/4 09/01/19	26
798 CA12593CAC51	TCREPRIV	CPPBIC 1 01/15/19		98.977	99.477	2.177711	1.599544	2.00	CAN 4 06/01/41	19
799 XS1136679153	ECREGBUQ	F 2.759 11/13/19		99.081	99.164	3.287985	3.237985	155.00	UKT 3 3/4 09/07/19	41
800 FR0012173862	ECRECONUS	RIFFP 2 1/8 09/27/24		99.113	99.294	2.257911	2.228244	250.00	Q 5 04/29/19	54
801 XS0426014899	ECREGBSL	ROLLS 6 3/4 04/30/19		99.128	99.352	7.387454	7.187454	130.00	UKT 4 1/2 03/07/19	27
802 CA23384NAN71	TCREPRIV	DAIGR 1 3/4 10/02/18		99.147	99.263	2.879184	2.679184	63.00	CAN 3 1/2 12/01/45	23
803 XS1135277736	ECREGBSD	RDSALN 2 12/20/19		99.204	99.380	2.437985	2.337985	70.00	UKT 3 3/4 09/07/19	27
804 XS0853680527	ECREGBSD	NDASS 2 1/8 11/13/19		99.352	99.452	2.497985	2.437985	76.00	UKT 3 3/4 09/07/19	28
805 CA918423AG97	TCRESHRT	VW 2 8 08/20/18		99.496	99.589	3.899958	3.699958	265.00	CAN 1 1/4 09/01/18	18
806 CA548243AG90	TCREMIDP	LOWMAT 3 4 16 06/20/24		99.636	99.917	3.480174	3.430174	133.00	CAN 2 1/2 06/01/24	18
807 XS1075419694	ECREUT2	STANLN 5 1/8 06/05/24		99.705	100.038	5.085244	5.055244	339.00	UKT 4 1/2 09/07/34	69
808 CA292542AG96	TCREMIDP	ENFCN 4 85 02/22/22		99.758	99.937	4.917380	4.867380	230.00	CAN 3 1/4 06/01/21	29
809 CA292512AVH73	TCREMIDP	ENBCN 4 53 03/09/20		99.809	100.000	4.629013	4.529013	210.00	CAN 1 1/2 03/01/20	39
810 XS0429467961	ECREGBJI	BBSALN 9 3/8 05/20/39		99.842	99.958	9.237454	9.137454	315.00	UKT 4 1/2 03/07/19	15
811 XS0352062995	ECREGBSA	BATSLN 7 1/4 03/12/24		99.844	110.237	7.153077	5.168040	140.00	CAN 2 1/2 03/07/19	40
812 CA663307AA47	TCREPRIV	NVRRVPT 3 2 07/22/24		99.882	100.170	3.220174	3.170174	107.00	CAN 2 1/2 06/01/24	39
813 CA345274BD15	TCREHYD	F 3.7 08/02/18		99.901	99.922	3.960174	3.910174	181.00	CAN 2 1/2 06/01/24	19
814 CA8849038938	TCRECAPR	TRICN 3 3/8 11/12/21		99.938	99.938	3.325985	3.325985	188.00	CAN 2 1/4 06/01/25	39
815 XS0377058614	ECREGBSA	MDL 2 7 1/4 07/18/18		99.945	100.001	7.337454	6.979984	125.00	UKT 4 1/2 03/07/19	9
816 FR0011355791	EGREAM	SANFP 1 1/11/41/17		100.000	100.028	1.047258	-9.167089	105.00	OBL 0 04/08/22	25
817 CA614852NQ04	TGOVMUNI	MINTBL 4 1 12/01/24		100.000	100.020	4.099569	4.097907	00	CAN 2 3/4 06/01/22	13
818 CA548243AG96	TCRECAPR	MP 1 5/8 06/05/21		100.000	100.100	1.529087	1.520670	00	RBC 0 1 7/8 11/08/25	29

US RATES has 1682 row(s)

Insight

SALESBOOK LIFE Reporting Search... PINAR PARLAR PZP

CLIENTS covered by PZP

- BLACKROCK INC 34
- PACIFIC INVESTMENT MAN... 21
- DEUTSCHE ASSET MANAGEM... 3
- PIMCO EUROPE LTD 2
- LEGAL & GENERAL INVEST... 1
- FIL LTD 1
- CREDIT SUISSE GROUP AG 1
- WELLINGTON MANAGEMENT ... 0
- CARLYLE GROUP, L.P. 0
- UBS AG-LONDON 0
- CENTRAL BANK OF IRELAN... 0
- UBS AG 0
- RBC EUROPE LTD 0
- ICBC (MACAU) LTD 0
- JPMORGAN 0

PACIFIC INVESTMENT MANAGEMENT CO

FEEDBACK

20-Sep Brad Berberian: Info of STX 4 7/8 06/01/22.
jon hama bid us 86.5 for 5mm or \$86 for 11...
01-Sep Brad Berberian: Info of HD 5.95 04/01/41.
sold saurabh the 5mm we were long... he can...
01-Sep Brad Berberian: Info of KMI 3 1/2 03/01/21.

FLOW HISTORY (IN MM)

SELL BUY

HIT RATIO & STATS

Today Week Month 3 Month

1191 Total Enquiries 587 RBC Executed
602 DNT 5603.9MM Client Volume

94.07% Hit
97.55% Client Volume

20 BOND RECOMMENDATIONS

RBC BUYER	INTEL 7 1/4 10/15/20	RBC SELLER	GEL 6 3/4 08/01/22	RBC BUYER	RENAUL 3 1/2 04/03/18	RBC SELLER	TWC 6 3/4 07/01/18
	123 @ 94.75 Apama Jupally		2 @ 104.00 Apama Jupally		0.2MM @ 75.00 bps Charlie Shah		3.7MM @ 85.12 bps Charlie Shah
RBC SELLER	5 7 1/4 09/15/21	RBC SELLER	DELL 1 7/8 06/01/18	RBC BUYER	ROCKIE 6 01/15/19	RBC SELLER	BCULC 4 1/4 05/15/24
	5MM @ 106.50 Todd Bondy		5MM @ 99.85 Todd Bondy		5M @ 103.63 Gaurav Verma		5MM @ 100.38 Todd Bondy

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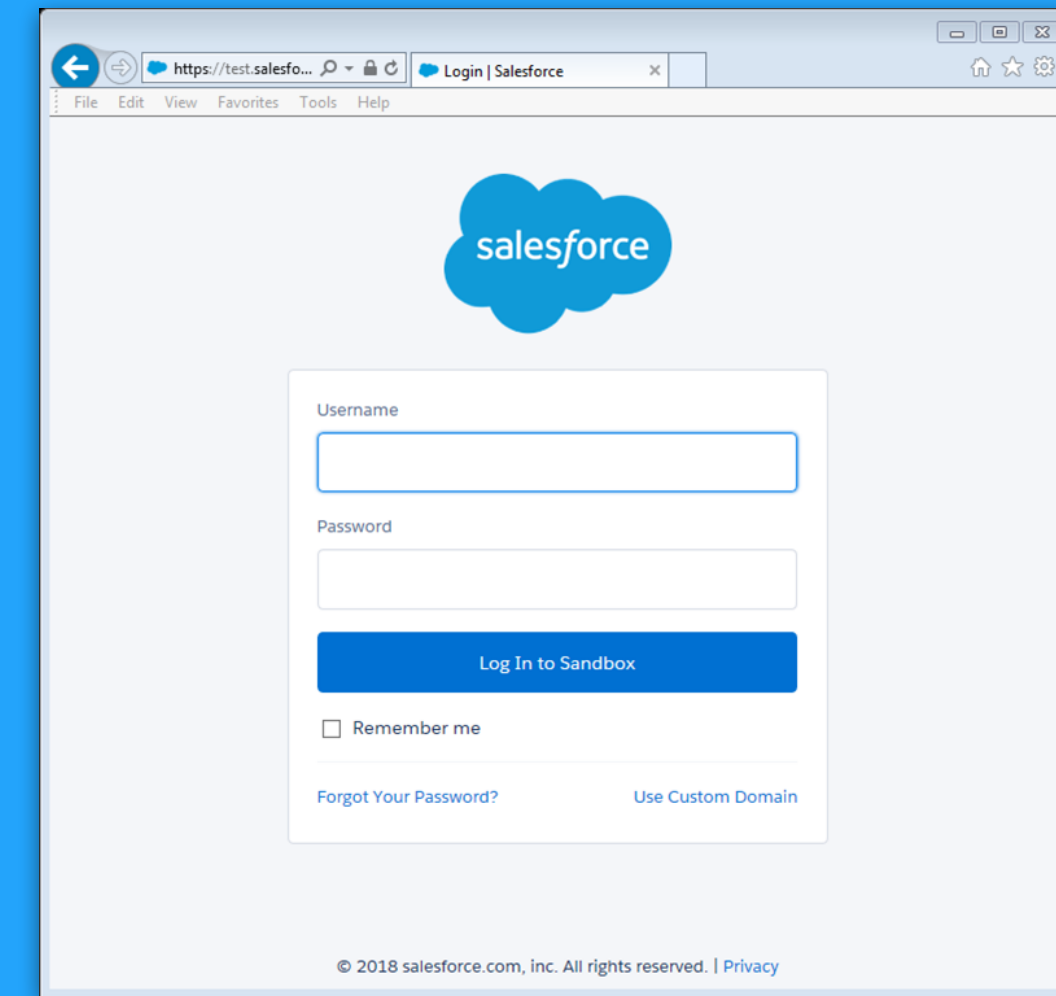
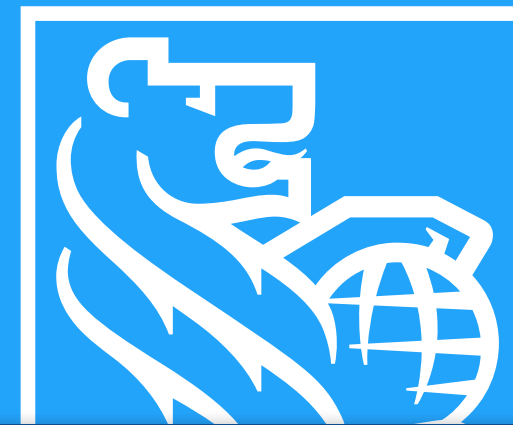
2018

Time

Simplify Deployment

Interoperability

CRM



ISIN	Book	Sec Description	Ccy Code	Bid	Ask	Bid Yield Market	Ask Yield Market	Bench Spread	Benchmark Sec Description	Holdings
795 BE6258029741	ECREGBSD	ARIBB 4 09/24/25		98.822	99.798	4.138763	3.988763	159.00	STNAZA 2.55 01/28/19	37
796 XS0813371100	ECREIND	TRANLN 2 1/4 08/09/22		98.917	99.084	2.493307	2.453307	68.00	UKT 4 03/07/22	26
797 CA918423AK00	TCREPRIV	VW 2 1/2 10/01/19		98.968	99.198	3.169442	3.019442	270.00	CAN 1 3/4 09/01/19	26
798 CA12593CAC51	TCREPRIV	CPPBIC 1 01/15/19		98.977	99.477	2.177711	1.599544	2.00	CAN 4 06/01/41	19
799 XS1136679153	ECREGBUQ	F 2 7/59 11/13/19		99.081	99.164	3.287985	3.237985	155.00	UKT 3 3/4 09/07/19	41
800 FR0012173862	ECRECONBS	RIFFP 2 1/8 09/27/24		99.113	99.294	2.257911	2.228244	250.00	Q 5 04/29/19	54
801 XS0426014899	ECREGBSL	ROLLS 6 3/4 04/30/19		99.128	99.352	7.387454	7.187454	130.00	UKT 4 1/2 03/07/19	27
802 CA23384NAN71	TCREPRIV	DAIGR 1 4/2 10/02/18		99.147	99.263	2.879184	2.679184	63.00	CAN 3 1/2 12/01/45	23
803 XS1135277736	ECREGBSD	RDSALN 2 12/20/19		99.204	99.380	2.437985	2.337985	70.00	UKT 3 3/4 09/07/19	27
804 XS0853680527	ECREGBSK	NDASS 2 1/8 11/13/19		99.352	99.452	2.497985	2.437985	76.00	UKT 3 1/4 09/07/19	28
805 CA918423AG97	TCRESHRT	VW 2 8 08/20/18		99.496	99.589	3.899958	3.699958	265.00	CAN 1 1/4 09/01/18	18
806 CA548243AG90	TCREMIDP	LOWMAT 3 4 16 06/20/24		99.636	99.917	3.480174	3.430174	133.00	CAN 2 1/2 06/01/24	18
807 XS1075419694	ECREUT2	STANLN 5 1/8 06/05/24		99.705	100.038	5.085244	5.055244	339.00	UKT 4 1/2 09/07/34	69
808 CA292542AG96	TCREMIDP	ENFCN 4 85 02/22/22		99.758	99.937	4.917380	4.867380	230.00	CAN 3 1/4 06/01/21	20
809 CA292512AVH73	TCREMIDP	ENBCN 4 53 03/09/20		99.809	100.000	4.629013	4.529013	210.00	CAN 1 1/2 03/01/20	39
810 XS0429467961	ECREGBJI	BISALN 9 3/8 05/20/39		99.842	99.958	9.237454	9.137454	315.00	UKT 4 1/2 03/07/19	15
811 XS0352062995	ECREGBSA	BATSLN 7 1/4 03/12/24		99.844	110.237	7.153077	5.168040	140.00	CAN 2 1/2 03/07/19	40
812 CA663307AA47	TCREPRIV	NVIRVPT 3 2 07/22/24		99.882	100.170	3.220174	3.170174	107.00	CAN 2 1/2 06/01/24	39
813 CA345274BD15	TCREHYD	F 3 7 08/02/18		99.901	99.922	3.960174	3.910174	181.00	CAN 2 1/2 06/01/24	19
814 CA884903B938	TCRECARP	TRICN 3 3/8 11/12/21		99.938	99.938	3.325985	3.325985	188.00	CAN 2 1/4 06/01/25	39
815 XS0377058614	ECREGBSA	MDL 2 7 1/4 07/18/18		99.945	100.001	7.337454	6.979984	125.00	UKT 4 1/2 03/07/19	9
816 FR0011355791	EGREAM	SANFP 1 1/1/14/17		100.000	100.028	1.047258	-9.167089	105.00	OBL 0 04/08/22	25
817 CA614852NQ04	TGOVMUNI	MINTBL 4 1 12/01/24		100.000	100.020	4.099569	4.097907	00	CAN 2 3/4 06/01/22	13
818 CA548243AG96	TCREPRIV	MP 1 5/8 06/05/21		100.000	100.100	1.529087	1.520670	00	RBC 0 7/8 10/08/25	29

A screenshot of the SalesBook LITE dashboard. The header shows "SALESBOOK LITE" and "Reporting". The main content area is titled "PACIFIC INVESTMENT MANAGEMENT CO". On the left, a "CLIENTS" list includes BlackRock Inc (34), Pacific Investment Man... (21), Deutsche Asset Managem... (3), PIMCO Europe Ltd (2), Legal & General Invest... (1), Fil Ltd (1), Credit Suisse Group AG (1), Wellington Management... (0), Carlyle Group, L.P. (0), UBS AG-London (0), Central Bank of Ireland... (0), UBS AG (0), RBC Europe Ltd (0), and JPMorgan (0). The main dashboard features a "FEEDBACK" section with a list of client comments, a "FLOW HISTORY (IN MM)" line chart showing sell and buy volumes, and a "HIT RATIO & STATS" table. Below these are "20 BOND RECOMMENDATIONS" with columns for RBC BUYER, RBC SELLER, and bond details. The bottom of the dashboard shows "© RBC Capital Markets | SalesBook Lite" and "Contact Us".

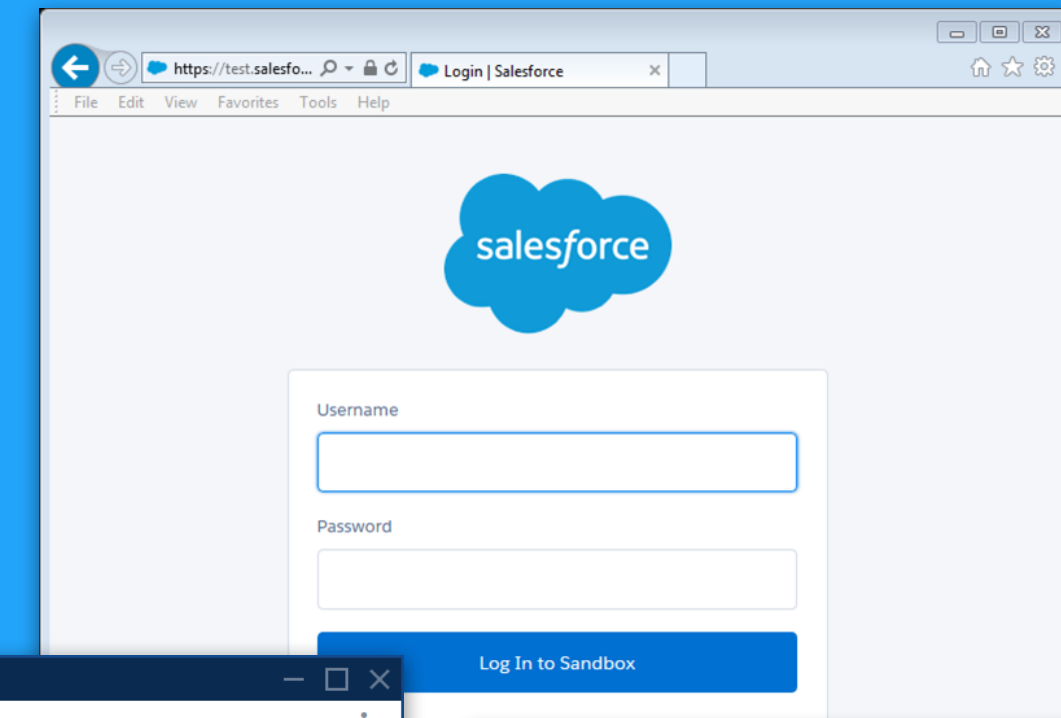
2018

Time

Simplify Deployment

Interoperability

Flow Blotter



V/E	RBC State	Trade Date	Sales	RBC I	CCY	Sec Description	Amount	Display Price	Spread	CoverPrice	Yield	Discount	# in Comp
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	1,000,000	0.0000	0.000	0.000	0.000	0.000	1
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	100,000	0.0000	0.000	0.000	0.000	0.000	1
V	Done	26-Feb-2018	PZP	SELL	CAD	CAN 4 1/4 06/01/18	34,000	99.54794766	279.887	0.000	0.000	6.012	99.548
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	200,000	99.1000	0.000	0.000	0.000	3.927	0.000
V	Quote Requested	23-Feb-2018	PZP	SELL	EUR	LYB 1 7/8 03/02/22	333,000	101.000	0.000	0.000	0.000	1.615	0.000
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	10,000,000	103.153	335.000	0.000	0.000	5.229	103.153
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	100,000	0.00000	0.000	0.000	0.000	0.000	0.000
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	8,000,000	103.153	335.000	0.000	0.000	5.229	103.153
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	4,000,000	103.153	335.000	0.000	0.000	5.229	103.153
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	2,000,000	103.153	335.000	0.000	0.000	5.229	103.153
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	1,000,000	103.153	335.000	0.000	0.000	5.229	103.153
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000

ISIN	Book	Sec Description	Ccy	Bid	Ask	Bid Yield	Ask Yield	Bench Spread
795 BE6258029741	ECREGBSD	ARIBB 4 09/24/25	EUR	98.822	99.798	4.138763	3.988763	159.00
796 XS0813371100	ECREIND	TRANLN 2 1/4 08/09/22	EUR	98.917	99.084	2.493307	2.453307	68.00
797 CA918423AK00	TCREPRIV	VW 2 1/2 10/01/19	USD	98.968	99.198	3.169442	3.019442	270.00
798 CA12593CAC51	TCREPRIV	CPPBIC 1 01/15/19	USD	98.977	99.477	2.177711	1.599544	2.00
799 XS1136679153	ECREBUD	F 2 7/8 11/13/19	EUR	99.081	99.164	3.287985	3.237985	155.00
800 FR0012173862	ECRECONS	RIFF 2 1/8 09/27/24	EUR	99.113	99.294	2.257911	2.228244	250.00
801 XS0426014899	ECREGBSL	ROLLS 6 3/4 04/30/19	EUR	99.128	99.352	7.387454	7.187454	130.00
802 CA23384NAN71	TCREPRIV	DAIGR 1 4/2 10/02/18	USD	99.147	99.263	2.879184	2.679184	63.00
803 XS1135277736	ECREGBSD	RDSALN 2 12/20/19	EUR	99.204	99.380	2.437985	2.337985	70.00
804 XS0853680527	ECREGBSD	NDASS 2 1/8 11/13/19	EUR	99.352	99.452	2.497985	2.437985	76.00
805 CA918423AG97	TCRESHRT	VW 2 8 08/20/18	USD	99.496	99.589	3.899958	3.699958	265.00
806 CA548243AG90	TCREMIOP	LOVMAT 3 4 18 06/20/24	USD	99.636	99.917	3.480174	3.430174	133.00
807 XS1075419694	ECREUT2	STANLN 5 1/8 06/05/24	EUR	99.705	100.038	5.085244	5.055244	339.00
808 CA292542AG96	TCREMIOP	ENFCN 4 85 02/22/22	USD	99.758	99.937	4.917380	4.867380	230.00
809 CA292542AV73	TCREMIOP	ENFCN 4 53 03/09/20	USD	99.809	100.000	4.629013	4.529013	210.00
810 XS0429467961	ECREGBJI	BNSLN 9 3/8 05/20/39	EUR	99.842	99.958	9.237454	9.137454	315.00
811 XS0352062995	ECREGBSA	BATSLN 7 1/4 03/12/24	EUR	99.844	110.237	7.153077	5.168840	140.00
812 CA663307AA47	TCREPRIV	NVRVPT 3 2 07/22/24	USD	99.882	100.170	3.220174	3.170174	107.00
813 CA345278BD15	TCREHYD	F 3 7 08/02/18	EUR	99.901	99.922	3.960174	3.910174	181.00
814 CA8849038938	TCRECARP	TRICN 3 309 11/12/21	EUR	99.938	99.938	3.325985	3.325985	188.00
815 XS0377058614	ECREGBSA	MDL 2 7 1/4 07/18/18	EUR	99.945	100.001	7.337454	6.979954	125.00
816 FR0011355791	EGREAM	SANFP 1 11/14/17	EUR	100.000	100.028	1.047258	-9.167809	105.00
817 CA614852NQ04	TCOVMUNI	MINTBL 4 1 12/01/24	USD	100.000	100.020	4.099569	4.097907	0.00
818 CA645493IK06	TCREPRIV	MP 1 5/8 09/15/21	USD	100.000	100.100	1.529067	1.520670	0.00

20 BOND RECOMMENDATIONS

RBC BUYER	INTEL 7 1/4 10/15/20	123 @ 94.75	Apama Jupally
RBC BUYER	GEL 6 3/4 08/01/22	2 @ 104.00	Apama Jupally
RBC BUYER	RENAUL 3 1/2 04/03/18	0.2MM @ 75.00 bps	Charlie Shah
RBC BUYER	TWC 6 3/4 07/01/18	3.7MM @ 85.12 bps	Charlie Shah
RBC BUYER	5 7 1/4 09/15/21	5MM @ 106.50	Todd Bondy
RBC BUYER	DELL 1 7/8 06/01/18	5MM @ 99.85	Todd Bondy
RBC BUYER	ROCKIE 6 01/15/19	5M @ 103.63	Gaurav Verma
RBC BUYER	BCULC 4 1/4 05/15/24	5MM @ 100.38	Todd Bondy

RFQ OFFER

Client: ALLIANZ
Sales Person: Parlar, Pinar
Quote Type: Price
Settle: T+2
Settle Date: 02/28/2018

Quote: CARLB 2 5/8 11/15/22
Amount: 100
Price: -1,029.00

Response: -1,029.00

Details | Compliance | Notes | Support | Booking

Current Position: -5,859,012.000
Benchmark: DBR 1 1/2 09/04/22
Book: ECREIND

WITHDRAW

CONFIRM OFFER

2018

Time

Simplify Deployment

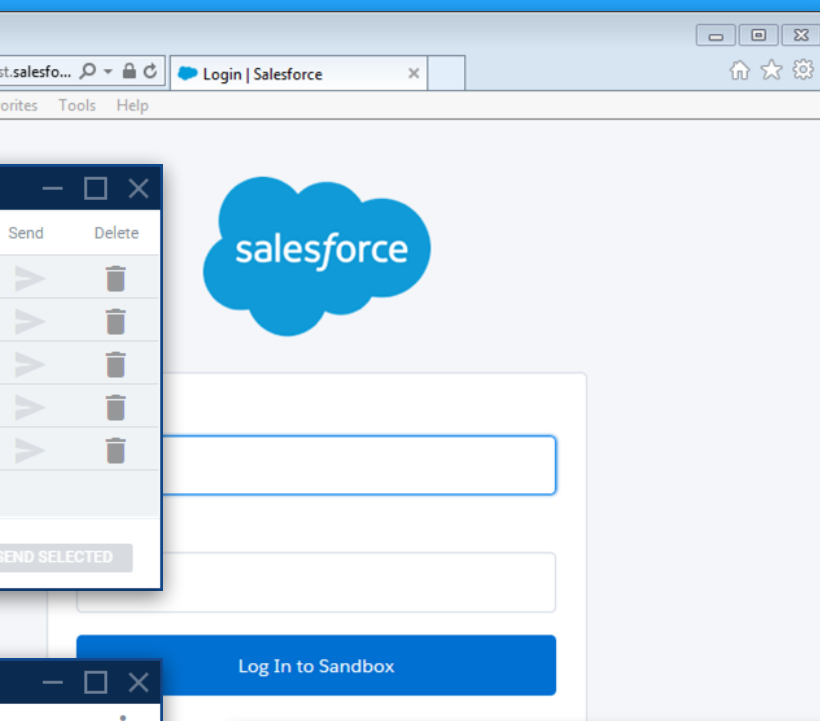
Interoperability

Ticket Creator



Type	Side	Client	Legal Entity	Sales Person	Sales Book	Security	Amount(M)	Quote Type	Quote	Settle	Settle Date	Trac	Enter	Send	Delete
RFQ	BID	ALLIANZ GLOBAL INV ...	RBC-EL	Parlar, Pinar	PZP	CADEPO 4.6 07/15/20	200	Price		T+2	02/28/2018	Off	✓		
RFQ	OFFER	BLACKROCK INC	RBC-EL	Parlar, Pinar	PZP	CA 5 3/8 12/01/19		Price		T+3		Off			
RFQ	2 WAY	CANDRIAM BELGIUM S...	RBC-EL	Clamaron, Cecile	CCC	TCNCPS 0 09/22/18		Price		T+2	02/28/2018	No			
Order	BID	UBS AG-LONDON	RBC-EL	Parlar, Pinar	PZP	CADEPO 5.6 11/25/39	100	Price		T+2		Off			
Order	OFFER	BLACKROCK INC	RBC-EL	Parlar, Pinar	PZP			Price				Off			

V/E	RBC State	Trade Date	Sales	RBC I	CCY	Sec Description	Amount	Display Price	Spread	CoverPrice	Yield	Discount	# in Comp	Tr	
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	1,000,000	0.0000	0.000	0.000	0.000	0.000	1	0	
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	100,000	0.0000	0.000	0.000	0.000	0.000	1	0	
V	Done	26-Feb-2018	PZP	SELL	CAD	CAN 4 1/4 06/01/18	34,000	99.54794766	279.887	0.000	0.000	6.012	99.548	1	0
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	200,000	99.1000	0.000	0.000	0.000	3.927	0.000	1	0
V	Quote Requested	23-Feb-2018	PZP	SELL	EUR	LYB 1 7/8 03/02/22	333,000	101.000	0.000	0.000	0.000	1.615	0.000	1	0
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000	1	0
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000	1	0
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	10,000,000	103.153	335.000	0.000	0.000	5.229	103.153	1	1
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000	1	0
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	100,000	0.00000	0.000	0.000	0.000	0.000	0.000	1	0
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	8,000,000	103.153	335.000	0.000	0.000	5.229	103.153	1	1
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	4,000,000	103.153	335.000	0.000	0.000	5.229	103.153	1	1
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	3,000,000	103.338	330.000	0.000	0.000	5.178	103.338	1	1
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	2,000,000	103.153	335.000	0.000	0.000	5.229	103.153	1	1
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	1,000,000	103.153	335.000	0.000	0.000	5.229	103.153	1	1
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000	0.000	0.000	0.000	0.000	0.000	1	0



RFQ OFFER

Status: Routed 00:00:00

Client: ALLIANZ
Sales Person: Parlar, Pinar
Sales Book: PZP
Security: AXP 0
Quote Type: Price
Settle: T+2
Settle Date: 02/28/2018
Amount(M): 100
Quote: CARLB 2 5/8 11/15/22

Trading Venue: Off Exchange
Risk Flag: No
FX Rate: 1.000
Settle Currency: EUR

Response: -1,029.00

WITHDRAW

CONFIRM OFFER

ISIN	Book	Sec Description	Ccy	Bid	Ask	Bid Yield	Ask Yield	Bench Spread	Be
795 BE6258029741	ECREGBSD	ARIBB 4 09/24/25		98.822	99.798	4.138763	3.988763	159.00	ST
796 XS0813371100	ECREIND	TRANLN 2 1/4 08/09/22		98.917	99.084	2.493307	2.453307	68.00	UK
797 CA918423AK00	TCREPRIV	VW 2 1/2 10/01/19		98.968	99.198	3.169442	3.019442	270.00	CA
798 CA12593CAC51	TCREPRIV	CPPBIC 1 01/15/19		98.977	99.477	2.177711	1.599544	2.00	CA
799 XS1136679153	ECREGBUO	F 2 7/8 11/13/19		99.081	99.164	3.287985	3.237985	155.00	Q
800 FR0012173862	ECRECONS	RIFFP 2 1/8 09/27/24		99.113	99.294	2.257911	2.228244	250.00	Q
801 XS0426014899	ECREGBSL	ROLLS 6 3/4 04/30/19		99.128	99.352	7.387454	7.187454	130.00	Q
802 CA23384NAN71	TCREPRIV	DAIGR 1 4/2 10/02/18		99.147	99.263	2.879184	2.679184	63.00	CA
803 XS1135277736	ECREGBSD	RDSALN 2 12/20/19		99.204	99.380	2.437985	2.337985	70.00	UKT 3 3/4 09/07/19
804 XS0853680527	ECREGBSD	NDASS 2 1/8 11/13/19		99.352	99.452	2.497985	2.437985	76.00	UKT 3 3/4 09/07/19
805 CA918423AG97	TCRESHRT	VW 2 8 08/20/18		99.496	99.589	3.899958	3.699958	265.00	CAN 1 1/4 09/01/18
806 CA548243AG90	TCREMIDP	LOWMAT 3 4/16 06/20/24		99.636	99.917	3.480174	3.430174	133.00	CAN 2 1/2 06/01/24
807 XS1075419694	ECREUT2	STANLN 5 1/8 06/05/24		99.705	100.038	5.085244	5.055244	339.00	UKT 4 1/2 09/07/34
808 CA292542AG96	TCREMIDP	ENFCN 4 85 02/22/22		99.758	99.937	4.917380	4.867380	230.00	CAN 3 1/4 06/01/21
809 CA29251AVH73	TCREMIDP	ENBNCN 4 53 03/09/20		99.809	100.000	4.629013	4.529013	210.00	CAN 1 1/2 03/01/20
810 XS0429467961	ECREGBJI	BNSLN 9 3/8 05/20/39		99.842	99.958	9.237454	9.137454	315.00	UKT 4 1/2 03/07/19
811 XS0352062995	ECREGBSA	BATSLN 7 1/4 03/12/24		99.844	110.237	7.153077	5.168040	140.00	CAN 4 1/2 03/07/19
812 CA663307AA47	TCREPRIV	NVRVPT 3 2 07/22/24		99.882	100.170	3.220174	3.170174	107.00	CAN 2 1/2 06/01/24
813 CA34527ABD15	TCREHYD	F 3 7 08/02/18		99.901	99.922	3.960174	3.910174	181.00	CAN 2 1/2 06/01/24
814 CA8849038938	TCRECARP	TRICN 3 3/8 11/12/21		99.938	99.938	3.325985	3.325985	188.00	CAN 2 1/4 06/01/25
815 XS0377058614	ECREGBSA	MDL 2 7/14 07/18/18		99.945	100.001	7.337454	6.979954	125.00	UKT 4 1/2 03/07/19
816 FR0011355791	EGREAM	SANFP 1 11/14/17		100.000	100.028	1.047258	-9.167089	105.00	OBL 0 04/08/22
817 CA614852NQ04	TGOVMUNI	MINTBL 4 1 12/01/24		100.000	100.020	4.099569	4.097907	0.00	CAN 2 3/4 06/01/22
818 CA6454931K08	TRMUNP	MP 1 5/8 04/05/21		100.000	100.100	1.529087	1.520670	0.00	RBC 1/8 7/8 10/8/25

20 BOND RECOMMENDATIONS

RBC BUYER	INTEL 7 1/4 10/15/20	123 @ 94.75	Apama Jupally
RBC BUYER	GEL 6 3/4 08/01/22	2 @ 104.00	Apama Jupally
RBC BUYER	RENAUL 3 1/2 04/03/18	0.2MM @ 75.00 bps	Charlie Shah
RBC BUYER	TWC 6 3/4 07/01/18	3.7MM @ 85.12 bps	Charlie Shah
RBC BUYER	5 7 1/4 09/15/21	5MM @ 106.50	Todd Bondy
RBC BUYER	DELL 1 7/8 06/01/18	5MM @ 99.85	Todd Bondy
RBC BUYER	ROCKIE 6 01/15/19	5M @ 103.63	Gaurav Verma
RBC BUYER	BCULC 4 1/4 05/15/24	5MM @ 100.38	Todd Bondy

Derivatives Ticket

Client: ALLIANZ

Trade Type: Done

Quote: Done

Structure: Swap

RBC Pay: RBC R

National

Start Date: 02/26/2018

Charge to Mid (bps):

Date: 02/26/2018

Contraparty: RBC London

Floating Index 1: EUR-EURIBOR-Reuters

Sales Book Note: Please enter your notes

Email: Credit Check Pen... Funding Resolutio... Exposure Viewer RMR Pre Trade Ref

2018

Time

Simplify Deployment

Interoperability

Alerter & Chat



Symphony chat interface showing a list of chat rooms and a selected chat window with messages and a search bar.

Type	Side	Client	Legal Entity	Sales Person	Sales Book	Security	Amount(M)	Quote Type	Quote	Settle	Settle Date	Trac	Enter	Send	Delete
RFQ	BID	ALLIANZ GLOBAL INV ...	RBC-EL	Parlar, Pinar	PZP	CADEPO 4.6 07/15/20	200					Off	Off	Off	Off
RFQ	OFFER	BLACKROCK INC	RBC-EL	Parlar, Pinar	PZP	CA 5 3/8 12/01/19						Off	Off	Off	Off
RFQ	2 WAY	CANDRIAM BELGIUM S...	RBC-EL	Clamaron, Cecile	CCC	TCNCPS 0 09/22/18						Off	Off	Off	Off
Order	BID	UBS AG-LONDON	RBC-EL	Parlar, Pinar	PZP	CADEPO 5.6 11/25/39	100					Off	Off	Off	Off
Order	OFFER	BLACKROCK INC	RBC-EL	Parlar, Pinar	PZP							Off	Off	Off	Off

IOI	AMAG	S	25,000 @ 19	ITW	07:38:28
IOI	AIF	B	50,000 @ 31.55		07:38:25
ADV	WFT		91,000		07:36:46
ADV	MDR		260,481		07:36:36
ADV	BBY		53,000		07:36:18
IOI	PTI	B	100,000 @ 3	ITW	07:31:42
IOI	ONEX	S	31,800 @ 92.14	work	07:31:30
IOI	RBA	S	150,000 @ 32.31		07:27:08
IOI	RBA	S	150,000 @ 41		07:26:57
IOI	MAXR	B	11,400 @ 52.95		07:26:45
IOI	MAXR	B	60,000 @ 52.99		07:26:34
IOI	MAXR	B	11,400 @ 67.24		07:26:23
IOI	IPG	S	25,000 @ 24		07:24:51
IOI	TCW	B	150,000 @ 3.05		07:24:44
ADV	WEN		80,423		07:23:01
IOI	WEN	B	100,000 @ 17	itw	07:22:18
ADV	MDR		185,985		07:22:39
ADV	SBUX		377,623		07:22:14
IOI	TRI	B	50,000 @ 39.65	work	07:21:47

V/E	RBC State	Trade Date	Sales	RBC I	CCY	Sec Description	Amount	Display Price
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	1,000,000	0.00000
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	100,000	0.00000
V	Done	26-Feb-2018	PZP	SELL	CAD	CAN 4 1/4 06/01/18	34,000	99.54794766
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	200,000	99.10000
V	Quote Requested	23-Feb-2018	PZP	SELL	EUR	LYB 1 7/8 03/02/22	333,000	101.000
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	10,000,000	103.153
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	100,000	0.00000
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	8,000,000	103.153
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	4,000,000	103.153
E	Done	23-Feb-2018	PZP	SELL	GBP	TSCOLN 6 1/8 02/24/22	3,000,000	103.338
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	2,000,000	103.153
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	1,000,000	103.153
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000

ISIN	Book	Sec Description	Ccy	Bid	Ask	Bid Yield	Ask Yield	Bench Spread
795 BE6258029741	ECREGBSD	ARIBB 4 09/24/25		98.822	99.798	4.138763	3.988763	159.00
796 XS0813371100	ECREIND	TRANLN 2 1/4 08/09/22		98.917	99.084	2.493307	2.453307	68.00
797 CA918423AK00	TCREPRIV	VW 2 1/2 10/01/19		98.968	99.198	3.169442	3.019442	270.00
798 CA12593CAC51	TCREPRIV	CPPBIC 1 01/15/19		98.977	99.477	2.177711	1.599544	2.00
799 XS1136679153	ECREGBUO	F 2 7/8 11/13/19		99.081	99.164	3.287985	3.237985	155.00
800 FR0012173862	ECRECONS	RIFF 2 1/8 09/27/24		99.113	99.294	2.257911	2.228244	250.00
801 XS0426014899	ECREGBSL	ROLLS 6 3/4 04/30/19		99.128	99.352	7.387454	7.187454	130.00
802 CA23384NAN71	TCREPRIV	DAIGR 1 42 10/02/18		99.147	99.263	2.879184	2.679184	63.00
803 XS1135277736	ECREGBSD	RDSALN 2 12/20/19		99.204	99.380	2.437985	2.337985	70.00
804 XS0853680527	ECREGBSD	NDASS 2 1/8 11/13/19		99.352	99.452	2.497985	2.437985	76.00
805 CA918423AG97	TCREHRT	VW 2 8 08/20/18		99.496	99.589	3.899588	3.699588	265.00
806 CA548243AG90	TCREMPID	LOWMAT 3 4 18 06/20/24		99.636	99.917	3.480174	3.430174	133.00
807 XS1075419694	ECREUT2	STANLN 5 18 06/05/24		99.705	100.038	5.085244	5.052444	339.00
808 CA29252ZAG96	TCREMPID	ENFCN 4 85 02/22/22		99.758	99.937	4.917380	4.867380	230.00
809 CA29251ZAW73	TCREMPID	ENFCN 4 53 03/09/20		99.809	100.000	4.629013	4.529013	210.00
810 XS0429467961	ECREGBUJ	BSALN 8 3/8 05/20/39		99.842	99.958	9.237454	9.137454	315.00
811 XS0352062995	ECREGBSA	BATSLN 7 1/4 03/12/24		99.844	110.237	7.153077	5.168040	140.00
812 CA663307AA47	TCREPRIV	NVIRVPT 3 2 07/22/24		99.882	100.170	3.220174	3.170174	107.00
813 CA34527ABD15	TCREHYD	F 3 7 08/02/18		99.901	99.922	3.960174	3.910174	181.00
814 CA8849038938	TCRECARP	TRICN 3 309 11/12/21		99.938	99.938	3.325985	3.325985	188.00
815 XS0377058614	ECREGBSA	MDL 2 7 1/4 07/18/18		99.945	100.001	7.337454	6.979954	125.00
816 FR0011355791	EGREAM	SANFP 1 1 11/14/17		100.000	100.028	1.047258	-9.167689	105.00
817 CA614852NQ04	TGOVMUNI	MINTBL 4 1 12/01/24		100.000	100.020	4.099589	4.097907	0.00
818 CA548243AK00	TCREPRIV	MP 1 5 04/05/21		100.000	100.100	1.529087	1.520670	0.00

20 BOND RECOMMENDATIONS

RBC BUYER	INTEL 7 1/4 10/15/20	123 @ 94.75	Apama Jupally
RBC BUYER	GEL 6 3/4 08/01/22	2 @ 104.00	Apama Jupally
RBC BUYER	RENAUL 3 1/2 04/03/18	0.2MM @ 75.00 bps	Charlie Shah
RBC BUYER	TWC 6 3/4 07/01/18	3.7MM @ 85.12 bps	Charlie Shah
RBC BUYER	5 7 1/4 09/15/21	5MM @ 106.50	Todd Bondy
RBC BUYER	DELL 1 7/8 06/01/18	5MM @ 99.85	Todd Bondy
RBC BUYER	ROCKIE 6 01/15/19	5M @ 103.63	Gaurav Verma
RBC BUYER	BCULC 4 1/4 05/15/24	5MM @ 100.38	Todd Bondy

Browser window showing Salesforce login page.

RFQ OFFER details window showing client information, quote type, price, and settlement date.

2018

Time

Simplify Deployment

Interoperability

RBC Tweet



Symphony chat interface showing a conversation with 'RBC / OpenFin'. The chat window includes a search bar, a list of participants, and a message input field. A message from 'Ostrie, Seth' is visible: 'which platform (AWS/Azure) will accelerate/decelerate'.

Ticket Creator interface showing a table of financial transactions.

Type	Side	Client	Legal Entity	Sales Person	Sales Book	Security	Amount(M)	Quote Type	Quote	Settle	Settle Date
RFQ	BID	ALLIANZ GLOBAL INV ...	RBC-EL	Parlar, Pinar	PZP	CADEPO 4.6 07/15/20	200				
RFQ	OFFER	BLACKROCK INC	RBC-EL	Parlar, Pinar	PZP	CA 5 3/8 12/01/19					
RFQ	2 WAY	CANDRIAM BELGIUM S...	RBC-EL	Clamaron, Cecile	CCC	TCNCPS 0 09/22/18					
Order	BID	UBS AG-LONDON	RBC-EL	Parlar, Pinar	PZP	CADEPO 5.6 11/25/39	100				
Order	OFFER	BLACKROCK INC	RBC-EL	Parlar, Pinar	PZP						

Alerter window showing a list of market alerts.

Symbol	Price	Time
IOI AMAG	\$ 25,000 @ 19	ITW 07:38:28
IOI AIF	\$ 50,000 @ 31.55	07:38:25
ADV WFT	91,000	07:36:46
ADV MDR	260,481	07:36:36
ADV BBY	53,000	07:36:18
IOI PTI	\$ 100,000 @ 3	ITW 07:31:42
IOI ONEX	\$ 31,800 @ 92.14	work 07:31:30
IOI RBA	\$ 150,000 @ 32.31	07:27:08
IOI RBA	\$ 150,000 @ 41	07:26:57
IOI MAXR	\$ 11,400 @ 52.95	07:26:45
IOI MAXR	\$ 60,000 @ 52.99	07:26:34
IOI MAXR	\$ 11,400 @ 67.24	07:26:23
IOI IPG	\$ 25,000 @ 24	07:24:51
IOI TCW	\$ 150,000 @ 3.05	07:24:44
ADV WEN	80,423	07:23:01
IOI WEN	\$ 100,000 @ 17	itw 07:22:18
ADV MDR	185,985	07:22:39
ADV SBUX	377,623	07:22:14
IOI TRI	\$ 50,000 @ 39.65	work 07:21:47

Flow window showing a table of trade flows.

V/E	RBC State	Trade Date	Sales	RBC I	CCY	Sec Description	Amount	Display Price
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	1,000,000	0.00000
V	Quote Requested	26-Feb-2018	PZP	SELL	EUR	CARLB 2 5/8 11/15/22	100,000	0.00000
V	Done	26-Feb-2018	PZP	SELL	CAD	CAN 4 1/4 06/01/18	34,000	99.54794766
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	200,000	99.10000
V	Quote Requested	23-Feb-2018	PZP	SELL	EUR	LYB 1 7/8 03/02/22	333,000	101.000
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	10,000,000	103.153
V	Quote Requested	23-Feb-2018	PZP	BUY	USD	AXP 0 09/14/20	2,000	0.00000
V	RFQ Rejected	23-Feb-2018	PZP	SELL	USD	AET 3 7/8 08/15/47	100,000	0.00000
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	8,000,000	103.153
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	4,000,000	103.153
E	Done	23-Feb-2018	PZP	SELL	GBP	TSCOLN 6 1/8 02/24/22	3,000,000	103.338
E	Done	23-Feb-2018	PZP	BUY	GBP	TSCOLN 6 1/8 02/24/22	2,000,000	103.153
V	Quote Requested	23-Feb-2018	PZP	SELL	USD	AXP 0 09/14/20	2,000	0.00000

BULLETIN window showing a table of market data.

ISIN	Book	Sec Description	Ccy	Bid	Ask	Bid Yield	Ask Yield	Bench Spread
795 BE6258029741	ECREGBSD	ARIBB 4 09/24/25		98.822	99.798	4.138763	3.988763	159.00
796 XS0813371100	ECREIND	TRANLN 2 1/4 08/09/22		98.917	99.084	2.493307	2.453307	68.00
797 CA918423AK00	TCREPRIV	VW 2 1/2 10/01/19		98.968	99.198	3.169442	3.019442	270.00
798 CA12593CAC51	TCREPRIV	CPPBIC 1 01/15/19		98.977	99.477	2.177711	1.599544	2.00
799 XS1136679153	ECREGBUO	F 2 7/8 11/13/19		99.081	99.164	3.287985	3.237985	155.00
800 FR0012173862	ECRECONS	RIFF 2 1/8 09/27/24		99.113	99.294	2.257911	2.228244	250.00
801 XS0426014899	ECREGBSL	ROLLS 6 3/4 04/30/19		99.128	99.352	7.387454	7.187454	130.00
802 CA23384NAN71	TCREPRIV	DAIGN 1 42 10/02/18		99.147	99.263	2.879184	2.679184	63.00
803 XS1135277736	ECREGBSD	RDSALN 2 12/20/19		99.204	99.380	2.437985	2.337985	70.00
804 XS0853680527	ECREGBSD	NDASS 2 1/8 11/13/19		99.352	99.452	2.497985	2.437985	76.00
805 CA918423AG97	TCREHRT	VW 2 8 08/20/18		99.496	99.589	3.899588	3.699588	265.00
806 CA548243AG90	TCREMPID	LOWMAT 3 418 06/20/24		99.636	99.917	3.480174	3.430174	133.00
807 XS1075419694	ECREUT2	STANLN 5 18 06/05/24		99.705	100.038	5.085244	5.052444	339.00
808 CA29252ZAG96	TCREMPID	ENFCN 4 85 02/22/22		99.758	99.937	4.917380	4.867380	230.00
809 CA29251ZAW73	TCREMPID	ENFCN 4 53 03/09/20		99.809	100.000	4.629013	4.529013	210.00
810 XS0429467961	ECREGBUJ	BSALN 8 3/8 05/20/39		99.842	99.958	9.237454	9.137454	315.00
811 XS0352062995	ECREGBSA	BATSLN 7 1/4 03/12/24		99.844	110.237	7.153077	5.168040	140.00
812 CA663307AA47	TCREPRIV	NVIRVPT 3 2 07/22/24		99.882	100.170	3.220174	3.170174	107.00
813 CA34527ABD15	TCREHYD	F 3 7 08/02/18		99.901	99.922	3.960174	3.910174	181.00
814 CA8490389338	TCRECARP	TRICN 3 309 11/12/21		99.938	99.938	3.325985	3.325985	188.00
815 XS0377058614	ECREGBSA	MDL 2 7/14 07/18/18		99.945	100.001	7.337454	6.979954	125.00
816 FR0011355791	EGREAM	SANFP 1 11/14/17		100.000	100.028	1.047258	-9.167689	105.00
817 CA614852NQ04	TCOVMUNI	MINTBL 4 1 12/01/24		100.000	100.020	4.099589	4.097907	0.00
818 CA648481IK08	TCREPRIV	MP 1 55 04/05/21		100.000	100.100	1.529087	1.520670	0.00

20 BOND RECOMMENDATIONS window showing a grid of bond recommendations with columns for RBC BUYER/SELLER, security, and price.

RBC BUYER	RBC SELLER	Security	Price
INTEL 7 1/4 10/15/20	GEL 6 3/4 08/01/22	RENAUL 3 1/2 04/03/18	TWC 6 3/4 07/01/18
123 @ 94.75	2 @ 104.00	0.2MM @ 75.00 bps	3.7MM @ 85.12 bps
Apama Jupally	Apama Jupally	Charlie Shah	Charlie Shah
5 7 1/4 09/15/21	DELL 1 7/8 06/01/18	ROCKIE 6 01/15/19	BCULC 4 1/4 05/15/24
5MM @ 106.50	5MM @ 99.85	5M @ 103.63	5MM @ 100.38
Todd Bondy	Todd Bondy	Gaurav Verma	Todd Bondy

RFQ OFFER window showing details for an offer to ALLIANZ GLOBAL INV GMBH-PARIS. Includes fields for Client, Sales Person, Security, Quote Type, Price, and Settle Date. A 'WITHDRAW' button is visible at the bottom.

Tweet window showing a tweet from BLACKROCK INC: 'Really good catch-up today with David'. Includes a 'SAVE' button.

2019 Creating the RBC Ecosystem: Workflow efficiency through Internal Interoperability

Search

The dashboard is titled "BlackRock" and features a top navigation bar with a search icon and the name "Kim Prado". Below the navigation bar, there are several panels:

- Flow Analytics:** A sidebar on the left with a search bar and four activity sections, each with a "Vol" gauge chart:
 - EUR:** Activity section with "DONE/MISSED" and "2.1B".
 - ELECTRONIC/VOICE:** Activity section with "236,338,231".
 - Done:** Activity section with "BUY/SELL" and "254,892,749".
 - Missed:** Activity section with "BUY/SELL" and "1,185,126,833".
- Flow Beta:** A central table with columns: V/E, RBC State, Trade Date, RBC Direction, CCY, Description, Amount, Display Price, Spread, Cover Price. The table contains 12 rows of trade data.
- Graph:** A bar chart titled "BUY/SELL Volume by Industry Sector" showing volume across 27 sectors.
- Clients Overview:** A panel on the right showing a list of clients and a large bubble chart titled "All Clients" with a total volume of "30.2M". The chart shows a "Client 5 Current YTD" of "14.2M" (50% increase) and various other client volumes like "2.6M", "2.1M", "1.8M", "2M", "1M", and "250K".

2019 Creating the RBC Ecosystem: Workflow efficiency through Internal Interoperability

BlackRock - Analytics

BlackRock - Flow

BlackRock - Client Insight

BlackRock - 360

Flow Analytics

BlackRock

EUR

Activity

DONE/MISSED 2.8M

DONE 1,838,231
Trades 50
MISSED 1,012,833
Trades 80

Activity

ELECTRONIC/VOICE 2,838,231

ELECTRONIC 204,974,910
Trades 227
VOICE 31,363,321
Trades 29

Done

BUY/SELL 1,838,231

BUY 1,000,231
Trades 45
SELL 800,000
Trades 10

Missed

BUY/SELL 1,012,833

BUY 442,719
Trades 24
SELL 570,114
Trades 59

Missed

Flow Beta

Stream : Voice : Electronic : Feedback : BlackRock : Credit :

Select Sales Person Sales Book Today SEARCH

BlackRock

Options Advance Search Layout Column Filters

Select a search Select a search No Filters

V/E	RBC State	Trade Date	RBC Direction	CCY	Description	Amount	Display Price	Spread	Cover Price
V	Process	14-Mar-2018	SELL	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
V	Process	14-Mar-2018	SELL	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
V	Amend	14-Mar-2018	BUY	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
V	Missed	14-Mar-2018	SELL	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
V	Pending	14-Mar-2018	SELL	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
E	Dealer Reject	14-Mar-2018	SELL	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
E	Rejected	14-Mar-2018	BUY	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
V	Done	14-Mar-2018	SELL	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
V	Dealer Reject	14-Mar-2018	BUY	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
E	Dealer Reject	14-Mar-2018	SELL	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
E	Cancel Trade	14-Mar-2018	BUY	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00
V	Passed	14-Mar-2018	BUY	USD	ABCDEFFFF 01/02/84	00.00	00.00	00.00	00.00

Graph

BUY/SELL Volume by Industry Sector

2B
1.5B
1B
500M
0
-500M
-1B
-1.5B
-2B

Sector 01 Sector 02 Sector 03 Sector 04 Sector 05 Sector 06 Sector 07 Sector 08 Sector 09 Sector 10 Sector 11 Sector 12 Sector 13 Sector 14 Sector 15 Sector 16 Sector 17 Sector 18 Sector 19 Sector 20 Sector 21 Sector 22 Sector 23 Sector 24 Sector 25 Sector 26 Sector 27

BlackRock Inc

19 Dec 2018

Client Revenue Snapshot

BlackRock Inc 1.8M

YTD 19 Dec 2017 1.7M

Team Revenue Snapshot

All Team 1.5M

YTD 19 Dec 2017 1.2M

Revenue by Client

YTD BlackRock Inc 1.8M

2017 1.7M

Revenue by Product

Product	2018 YTD	2017	2016	2015	2014
BlackRock Inc	1,960,000	1,740,500	1,740,500	1,740,500	1,740,500
BlackRock Inc	420,500	44%	420,500	420,500	420,500
BlackRock Canada	220,250	23%	220,250	220,250	220,250
BlackRock US	220,250	34%	220,250	220,250	220,250
BlackRock Credit US	100,000	18%	100,000	100,000	100,000

Board of Directors

Name	Client	Position	Board Ys	Contact Info	Last Updated
Stuart Bath	BlackRock Inc	Member, Founder, President	30 Y		19 Dec 2018
Tolu Ford	BlackRock Inc	Independent Dir/Board, Member	12Y		19 Dec 2018
Ruth Gerber	BlackRock Inc	Member, Founder, President	1Y		19 Dec 2018
Robert Freda	BlackRock Inc	Independent Dir/Board, Member	5Y		19 Dec 2018
Richard Grosfield	BlackRock Inc	Member, Founder, President	7Y		19 Dec 2018

Call Reports

Client	LOB	Type	Subject	Last Updated
BlackRock Inc	Global Equities	Investment Work	Call	19 Dec 2018
BlackRock Inc	Global Equities	1x1	Broker catch up w Blue Bank	19 Dec 2018
BlackRock Inc	Global Equities Research	Live	STLO, RDSB, XOM, CVX	19 Dec 2018
BlackRock Inc	FIC Research	Voice mail	Call outgoing - Avande Bank	19 Dec 2018
BlackRock Inc	FIC	Live	VOD and market	19 Dec 2018

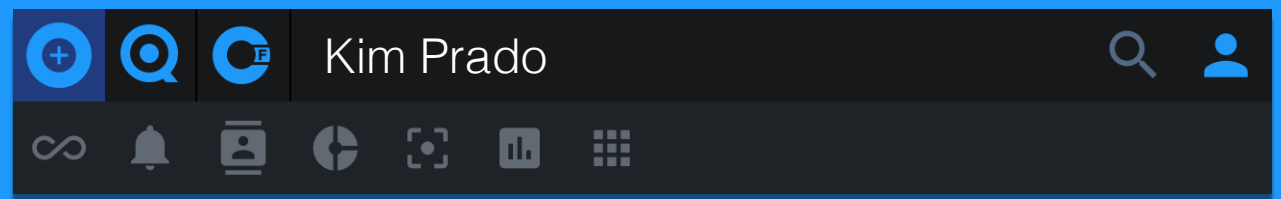
Clients Team MySpace

2019 Creating the RBC Ecosystem: Workflow efficiency through Internal Interoperability

The image displays a comprehensive dashboard for BlackRock, divided into several functional areas:

- BlackRock - Analytics:** A sidebar on the left showing trade activity for EUR, categorized by 'DONE/MISSED' (2.8M) and 'ELECTRONIC/VOICE' (2,838,231). It includes sub-sections for 'Done' (BUY/SELL) and 'Missed' (BUY/SELL) with associated trade counts and volume indicators.
- BlackRock - Flow:** A central table titled 'Flow Beta' showing trade details for 'BlackRock' on '14-Mar-2018'. The table includes columns for V/E, RBC State, Trade Date, RBC Direction, CCY, Description, Amount, Display Price, Spread, and Cover Price. Below the table is a 'Graph' showing 'BUY/SELL Volume by Industry Sector' across 27 sectors.
- BlackRock - Client Insight:** A right-hand panel for 'BlackRock Inc' (19 Dec 2018) featuring 'Client Revenue Snapshot' (1.8M), 'Team Revenue Snapshot' (1.5M), and 'Revenue by Client/Product' tables. It also includes a 'Board of Directors' list and 'Call Reports'.
- Notifications:** A bottom-right box titled 'BlackRock 10M Latest Transaction'.
- BlackRock - 360:** A top navigation bar with the user name 'Kim Prado' and a search bar.

2019 Creating the RBC Ecosystem: Workflow efficiency through an integrated community



Smart Chat - Interoperability

Smart Ticket - Chat Workflow

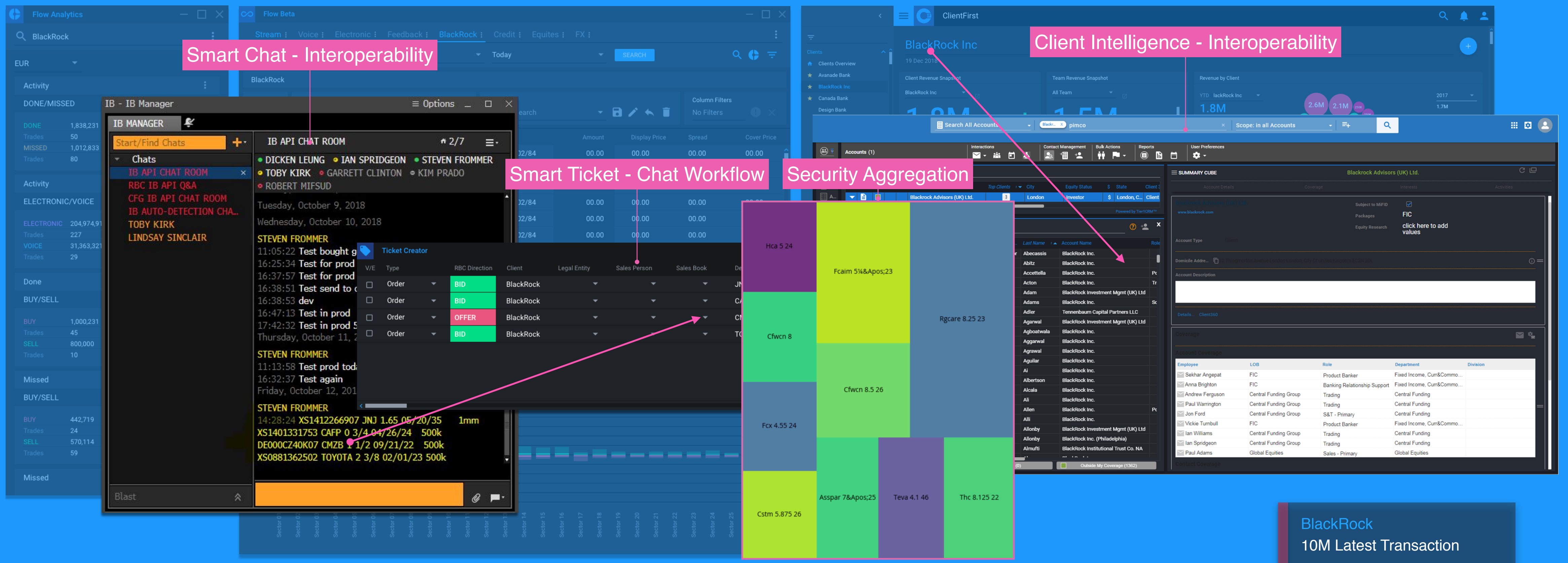
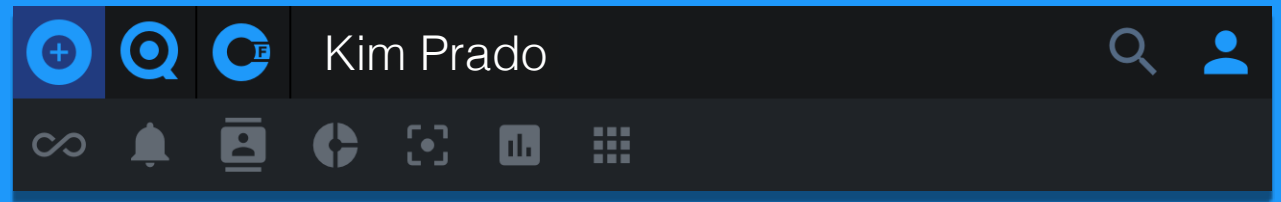
Client Intelligence - Interoperability

V/E	Type	RBC Direction	Client	Legal Entity	Sales Person	Sales Book	Description
<input type="checkbox"/>	Order	BID	BlackRock				JNJ 1.65 05/20/35
<input type="checkbox"/>	Order	BID	BlackRock				CAFP 0 3/4 04/26/24
<input type="checkbox"/>	Order	OFFER	BlackRock				CMZB 1 1/2 09/21/22
<input type="checkbox"/>	Order	BID	BlackRock				TOYOTA 2 3/8 02/01/23

Employee	LOB	Role	Department	Division
Sekhar Angepat	FIC	Product Banker	Fixed Income, Curr&Commo...	
Anna Brighton	FIC	Banking Relationship Support	Fixed Income, Curr&Commo...	
Andrew Ferguson	Central Funding Group	Trading	Central Funding	
Paul Warrington	Central Funding Group	Trading	Central Funding	
Jon Ford	Central Funding Group	S&T - Primary	Central Funding	
Vickie Turnbull	FIC	Product Banker	Fixed Income, Curr&Commo...	
Ian Williams	Central Funding Group	Trading	Central Funding	
Ian Spridgeon	Central Funding Group	Trading	Central Funding	
Paul Adams	Global Equities	Sales - Primary	Global Equities	

BlackRock
10M Latest Transaction

2019 Creating the RBC Ecosystem: Workflow efficiency through an integrated community



Smart Chat - Interoperability

Client Intelligence - Interoperability

Smart Ticket - Chat Workflow

Security Aggregation

Account Name	Role
Abecassis BlackRock Inc.	
Abitz BlackRock Inc.	
Accetella BlackRock Inc.	Pr
Action BlackRock Inc.	Tr
Adam BlackRock Investment Mgmt (UK) Ltd	
Adams BlackRock Inc.	Sc
Adler Tennebaum Capital Partners LLC	
Agarwal BlackRock Investment Mgmt (UK) Ltd	
Agboatwala BlackRock Inc.	
Aggarwal BlackRock Inc.	
Agrawal BlackRock Inc.	
Agular BlackRock Inc.	
Al BlackRock Inc.	
Albertson BlackRock Inc.	
Alcala BlackRock Inc.	
All BlackRock Inc.	Pr
Alli BlackRock Inc.	
Allonby BlackRock Investment Mgmt (UK) Ltd	
Allonby BlackRock Inc. (Philadelphia)	
Almufti BlackRock Institutional Trust Co. NA	

Employee	LOB	Role	Department	Division
Sekhar Angepat	FIC	Product Banker	Fixed Income, Curr&Commo...	Division
Anna Brighton	FIC	Banking Relationship Support	Fixed Income, Curr&Commo...	
Andrew Ferguson	Central Funding Group	Trading	Central Funding	
Paul Warrington	Central Funding Group	Trading	Central Funding	
Jon Ford	Central Funding Group	S&T - Primary	Central Funding	
Vickie Turnbull	FIC	Product Banker	Fixed Income, Curr&Commo...	
Ian Williams	Central Funding Group	Trading	Central Funding	
Ian Spridgeon	Central Funding Group	Trading	Central Funding	
Paul Adams	Global Equities	Sales - Primary	Global Equities	

BlackRock
10M Latest Transaction

2019 Leveraging Open Source Perspective

SpringBoard



2019 Leveraging Open Source Perspective

Perspective



ClientFirst MVP NEW CALL REPORT Jeff Fields Help

30 Oct 2019

Perspective POC

example default SAVE CONFIG

Treemap Sector ×, Currency × Column Pivots Sort Filter

Revenue by Product

Name	2019 Annualized	2019 YTD	2018	2018 YTD	2017	2017 YTD
AT&T Inc.	18,097,950	17,959,269 ↓ 32%	28,064,659	26,436,118 ↓ 30%	38,574,682	37,888,189 ↑
Capital Markets	17,869,490	17,732,559 ↓ 32%	27,785,576	26,186,234 ↓ 30%	38,325,144	37,653,247 ↑
C&IB Products	13,203,862	13,102,683 ↓ 49%	27,426,751	25,827,408 ↓ 17%	31,884,575	31,212,678 ↑
Securitization	7,122,341	7,067,764 ↑ 0%	7,609,424	7,067,062 ↑ 29%	6,004,519	5,471,102 ↑
Conduit ABS	7,122,341	7,067,764 ↑ 0%	7,609,424	7,067,062 ↑ 29%	6,004,519	5,471,102 ↑
Debt Origination	729,631	724,040 ↓ 92%	9,104,425	9,055,894 ↓ 40%	14,989,612	14,989,612 ↑
Bond - New Issue	729,631	724,040 ↓ 92%	9,104,425	9,055,894 ↓ 40%	14,989,612	14,989,612 ↑
Lending	5,351,890	5,310,870 ↓ 45%	10,712,902	9,704,452 ↓ 10%	10,890,444	10,751,964 ↑

Clients Team Onboarding

2019 Leveraging Open Source Perspective

Perspective



Perspective

flow default SAVE CONFIG

Grid Group By Split By Sort Filter

	blotter	buySell	client	code	cusip	currency	clientDisplayName
<input checked="" type="checkbox"/> abc blotter	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input checked="" type="checkbox"/> abc buySell	Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	XS1644429935		USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input checked="" type="checkbox"/> abc client	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input checked="" type="checkbox"/> abc code	Electronic	RECEIVE	BANK OF AMERICA NA	USD_4y3a		USD	BANK OF AMERICA NA
<input checked="" type="checkbox"/> abc cusip	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input checked="" type="checkbox"/> abc currency	Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	US345370BR09	345370BR0	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input checked="" type="checkbox"/> abc clientDisplayName	Electronic	PAY	BANK OF AMERICA NA	USD_IMM_3M_SA_2019_DEC_07Y		USD	BANK OF AMERICA NA
<input type="checkbox"/> abc bnd	Electronic	SELL	MARKETAXESS EUROPE LTD, LONDON	XS1147605791		EUR	MARKETAXESS EUROPE LTD, LONDON
<input type="checkbox"/> abc custClearingCategory	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc custLei	Electronic	PAY	BANK OF AMERICA NA	USD_3y3s		USD	BANK OF AMERICA NA
<input type="checkbox"/> abc custLocation	Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	US023135AN60	023135AN6	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc custUser	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc dealerLocation	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc dealValueType	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc destinationId	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc destinationSystemName	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc enteredBy	Electronic	PAY	BANK OF AMERICA NA	USD_MAC_3M_2019_DEC_04Y		USD	BANK OF AMERICA NA
<input type="checkbox"/> abc executedPlatformName	Electronic	PAY	BANK OF AMERICA NA	USD_5y3a		USD	BANK OF AMERICA NA
<input type="checkbox"/> abc executionId	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc executionVenueType	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc fillType	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc firstQuoteSentTime	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc flowSubSubType	Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	US023135AN60	023135AN6	USD	MARKETAXESS HOLDINGS INC, NEW YORK
<input type="checkbox"/> abc flowSubType	Electronic	PAY	BANK OF AMERICA NA	USD_10y3s		USD	BANK OF AMERICA NA
<input type="checkbox"/>	Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK

2019 Leveraging Open Source Perspective

Perspective



ClientFirst MVP

NEW CALL REPORT Jeff Fields Help

30 Oct 2019

Perspective POC

example default SAVE CONFIG

Treemap

Sector x, Currency x

Column Pivots Sort Filter

- abc Currency count
- 123 Amount sum
- abc Sector count
- abc RBCState
- abc RFQStateDateTime
- abc Sales
- abc SalesBook
- abc SalesPersonNTId
- abc SecDescription

Revenue by Product

Name	2019 Annualized	2019 YTD	2018	2017
AT&T Inc.	18,097,950	17,959,269 ↓ 32%	28,064,659	26,436,118
Capital Markets	17,869,490	17,732,559 ↓ 32%	27,785,576	26,186,234
C&IB Products	13,203,862	13,102,683 ↓ 49%	27,426,751	25,827,408
Securitization	7,122,341	7,067,764 ↑ 0%	7,609,424	7,067,062
Conduit ABS	7,122,341	7,067,764 ↑ 0%	7,609,424	7,067,062
Debt Origination	729,631	724,040 ↓ 92%	9,104,425	9,055,894
Bond - New Issue	729,631	724,040 ↓ 92%	9,104,425	9,055,894
Lending	5,351,800	5,310,870 ↓ 4%	10,719,802	9,704,452

Clients Team Onboarding

Perspective

flow default SAVE CONFIG

Grid

Group By Split By Sort Filter

- abc blotter
- abc buySell
- abc client
- abc code
- abc cusip
- abc currency
- abc clientDisplayName

blotter	buySell	client	code	cusip	currency	clientDisplayName
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	XS1644429935		USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	RECEIVE	BANK OF AMERICA NA	USD_4y3a		USD	BANK OF AMERICA NA
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	US345370BR09	345370BR0	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	PAY	BANK OF AMERICA NA	USD_IMM_3M_SA_2019_DEC_07Y		USD	BANK OF AMERICA NA
Electronic	SELL	MARKETAXESS EUROPE LTD, LONDON	XS1147605791		EUR	MARKETAXESS EUROPE LTD, LONDON
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	PAY	BANK OF AMERICA NA	USD_3y3s		USD	BANK OF AMERICA NA
Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	US023135AN60	023135AN6	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	PAY	BANK OF AMERICA NA	USD_MAC_3M_2019_DEC_04Y		USD	BANK OF AMERICA NA
Electronic	PAY	BANK OF AMERICA NA	USD_5y3a		USD	BANK OF AMERICA NA
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833AR12	037833AR1	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	BUY	MARKETAXESS HOLDINGS INC, NEW YORK	US023135AN60	023135AN6	USD	MARKETAXESS HOLDINGS INC, NEW YORK
Electronic	PAY	BANK OF AMERICA NA	USD_10y3s		USD	BANK OF AMERICA NA
Electronic	SELL	MARKETAXESS HOLDINGS INC, NEW YORK	US037833CR93	037833CR9	USD	MARKETAXESS HOLDINGS INC, NEW YORK



Thank you.

We believe in the power of creative thinking to define brands
and connect with people through meaningful experiences,
delivering change and transformation.

