# **CADC 2018**

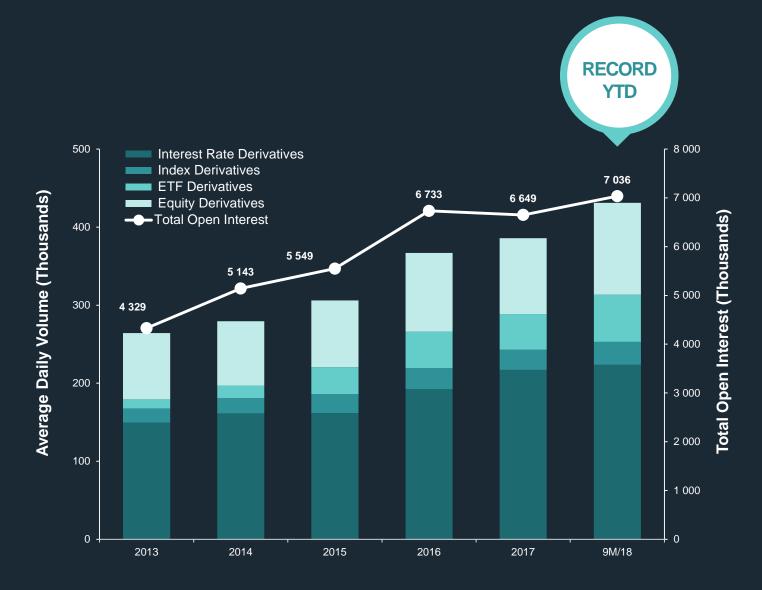
#### LUC FORTIN

PRESIDENT & CEO, MONTREAL EXCHANGE & GLOBAL HEAD OF TRADING



### MX continues to deliver strong growth in volumes

**9%** CAGR in ADV contracts traded (2007 – 2017)





#### Record year for derivatives 17 records in 2018



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### Capture growth opportunities in Derivatives by...

### **Liquidity Ratios**

\$ Value Traded of the Futures divided by the \$ Value Traded in the Cash Market

**10-year Government Bond Futures:** 



**Taking Canada to the world** 

Moving to an all-in trading offering

Offering new products and services



Source: Montreal Exchange, IIROC, CME, NY Federal Reserve, ASX, AFMA, UK Debt Management Office, ICE, Eurex, OCC, World Federation of Exchanges (YTD Q3/18 data)

# Creating an entrepreneurial culture to deliver leading solutions to global trading clients

Global Expansion

#### Ecosystem Establishment

Entrepreneurial Mindset

Client Focused



## Global: Taking Canada to the world with extended trading hours



Cross business unit synergies Accelerate current revenue growth

Peers have experienced volume growth within 5 years

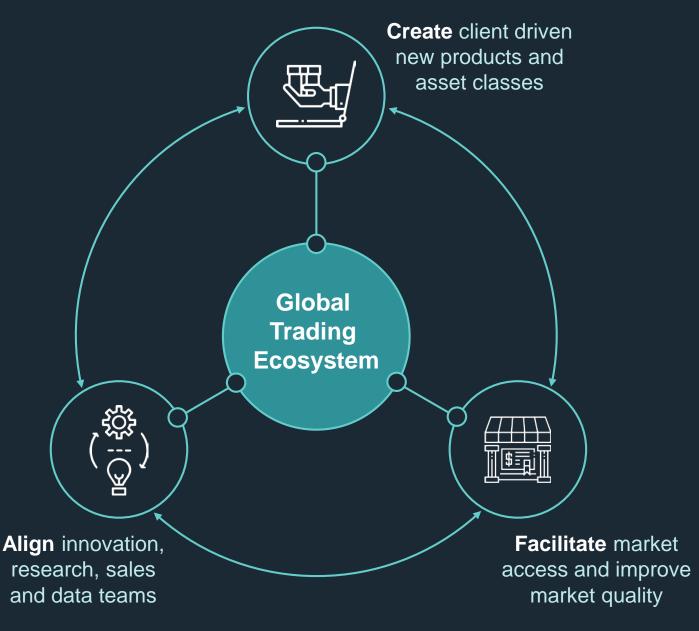
15-30%



### Going global with our trading & clearing business



### Ecosystem: Unlocking profitable growth by moving from directional to all-in trading offering





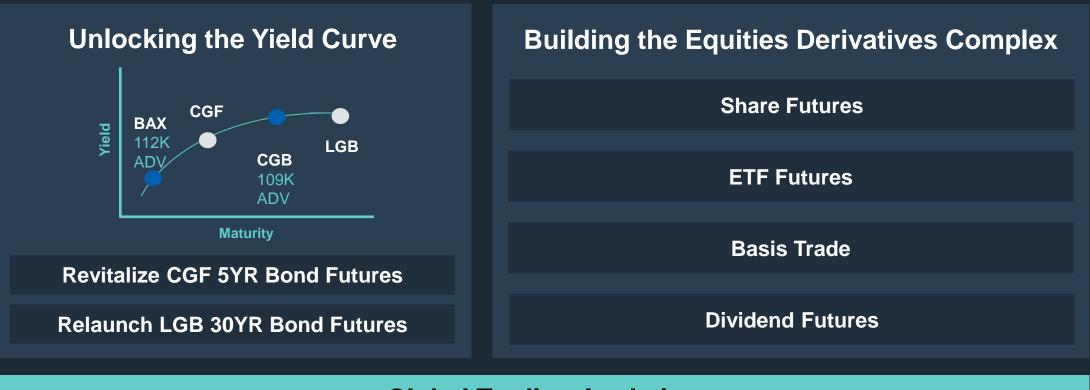
### **Entrepreneurial mind set**



### Agile + Time to market



## Client focused: growing revenue with new products & services



#### **Global Trading Analytics**



