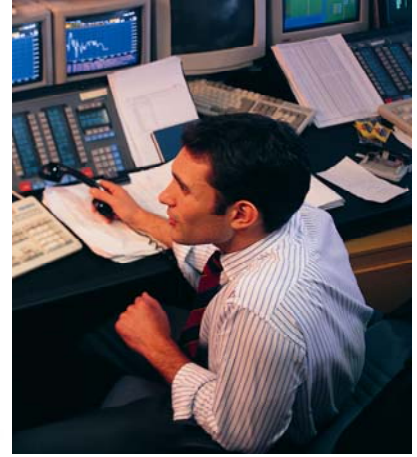




**ACI**  
THE FINANCIAL  
MARKETS  
ASSOCIATION



## ***INFORMATION PACK***

***ACI Council Meeting***  
***4<sup>th</sup> November 2011 – Beijing***

**8 Rue du Mail, 75002 Paris - France**  
**T: +33 1 42975115 - F: +33 1 42975116 - [www.aciforex.org](http://www.aciforex.org)**

## Venue and details of the ACI Meetings

---

### Wednesday, November 2<sup>nd</sup>

#### EB Dinner

Time: 7.00pm

Dress Code: Business attire

Venue: Westin Hotel - 9B Financial Street - XiCheng District - Beijing 100140

Tel. (86) (0)10 6606 8866

 Please gather at 6.30 pm in the lobby of the Beijing Intercontinental Financial Street

### Thursday, November 3<sup>rd</sup>

#### EB Meeting

Time: 09.00 am – 3.30 pm

Venue: CFAE - N°17B, Financial Street - Xicheng District - Beijing 100032

Tel. (86) (0)10 57896868

#### ACI BOE Meeting

Time: 09.00 am – 2.00 pm

Venue: CFAE - N°17B, Financial Street - Xicheng District - Beijing 100032

Tel. (86) (0)10 57896868

#### ACI FX Committee Meeting

Time: 09.00 am – 12.00 pm

Venue: CFAE - N°17B, Financial Street - Xicheng District - Beijing 100032

Tel. (86) (0)10 57896868

#### Regional Meetings

Time: 3.30 pm – 6.00 pm

Venue: CFAE - N°17B, Financial Street - Xicheng District - Beijing 100032

Tel. (86) (0)10 57896868

#### ACI Europe

 Please gather at 3.10 pm in the lobby of the Beijing Intercontinental Financial Street

#### ACI Asia

 Please gather at 3.10 pm in the lobby of the Beijing Intercontinental Financial Street

### Thursday, November 3<sup>rd</sup> - Evening

#### ACI Councillors and Chinese Traders Reception

Time: 6.30 pm

Dress Code: Business attire

Venue: Intercontinental Financial Street, 11 Financial Street, Xicheng, Beijing, China 100033

Tel. (36) 1 386 4802

 Please gather at 6.20pm in the lobby of the Beijing Intercontinental Financial Street

## Friday, November 4<sup>th</sup>

### **ACI Council Meeting**

Time: 09.00 am – 5.00 pm

Venue: Intercontinental Financial Street, 11 Financial Street, Xicheng, Beijing, China 100033

Tel: (86 10) 5852 5888

 *Please gather at 8.45 am in the lobby of the Beijing Intercontinental Financial Street*



## Agenda Council Meeting, November 4<sup>th</sup>, Beijing

	Pages:
1. Welcoming / Opening Remarks	5
2. Composition of the Council and approval of voting rights	6-8
3. Approval of Minutes Council Meeting in Budapest May 26 <sup>th</sup>	9-21
4. Report President	22
5. Report on ACI China Rep. Office	23
6. Report Managing Director	24-25
Web & Intranet	
Visio Conference Project	
7. ACI Financials 2011/2012 Budget	26-32
Investment	
Membership fee	
9. Report of the Regions	33-35
ACI Asia	
ACI Europe (including report on Euribor ACI)	
ACI Middle East & Africa	
9. Report Board of Education	35
Expert Committee	
FSA Recognition	
ALM new certificate	
ACI Foundation	
10. Report Committee for Professionalism	36
11. Report ACIFX Committee	36
12. Report Euribor ACI Organization and Working Groups	36
Money Market Working Group	
Derivative Working Group	
European Commission Contact Group	
13. Report on USA situation	
14. 51 <sup>st</sup> ACI FMWC, Dubai	36
15. International Congresses	36
Singapore 2013	
Berlin 2014	
16. Any other business	36

## 1. Welcoming / Opening Remarks

---

## 2. Composition of the council and voting rights as per October 27<sup>th</sup>

---

Country	Name	title	voting rights
<b>ACI Asia:</b>			
Australia	Keith Sedergreen	Board Member	376
Japan*	Koichi Kano	Secretary	296
Macau	Grace Ng	President	20
Malaysia	Yeo Chin Tiong	Board Member	64
Mongolia	Ganzorig Ulziibayar	President	25
	Monsor Nyamdavaa	Board Member	
New Zealand	Paul Atmore	President	21
Singapore	Mark Wong	Secretary	264
Sri Lanka*	Prasantha De Silva	President	9
	Perry Savundranayagam	Board Member	
<b>ACI Europe:</b>			
Austria	Franz Gruber	President	385
	Wolfgang Hengelmüller	Secretary	
Denmark	Kim Winding Larsen	President	535
Germany	Andreas Hauschild	Secretary	1 335
Hungary	Istvan Gondi	President	134
Ireland	Alan P. Malone	Board member	143
Italy	Claudia Segre	Secretary	1 410
Sweden	Tobias Grundberg	President	343
	Kjell Nordin	Secretary	
Switzerland	Christoph Niggli	Board Member	890

United Kingdom	Morgan McDonnell	President	500
	Nigel Brandon Bravo	Board Member	

**ACI Africa:**

South Africa	Brigid Taylor	President	323
	Saiyuri Charles	Secretary	

**ACI Middle East:**

Lebanon	Elie Chami	Secretary	212
	Joe Menechian	Board Member	

United Arab Emirates	Mohammed Al Hashemi	President	73
----------------------	---------------------	-----------	----

**EB Members:**

Manfred Wiebogen	President
Eddie Tan	Vice President
Luciano Turba	Chief Financial Officer
Philippe Jeanne	Board Member

**Standing Committee:**

Christoph Niggli	Chair BOE
Stephane Malrait	Chair ACIFXC
David Woolcock	Vice Chair CFP and Vice Chair ACIFXC
Andreas Emser	Director of Education

**Staff:**

Jean Pierre Ravise	Managing Director
Linda Lee	China Office Rep.
Patricia Casal Iglesias	Executive Assistant
Celia Martinez Martinez	Assistant Manager

**Excused:**

Amr El Ganaini	Board Member
----------------	--------------

## Proxies

---

<b>Country:</b>	<b>Proxy to:</b>	<b>Voting rights:</b>
Belgium	ACI Germany	185
Canada	ACI Australia	71
Channel islands	ACI UK	100
Croatia	ACI Hungary	225
Finland	ACI Sweden	227
France	ACI Germany	400
Hong Kong	ACI Australia	748
Japan*	ACI Singapore	296
Kuwait	ACI Austria	100
Luxembourg	ACI Austria	396
Macedonia	ACI Hungary	61
Malta	ACI Italy	102
Monaco	ACI Italy	89
Netherlands	ACI Germany	220
Nigeria	ACI South Africa	39
Norway	ACI Denmark	250
Pakistan	ACI Singapore	94
Portugal	ACI Italy	161
Russia	ACI UK	190
Serbia	ACI Hungary	114
Slovakia	ACI Austria	45
Slovenia	ACI Hungary	90
Spain	ACI Italy	255
Sri Lanka*	ACI Singapore	9
Thailand	ACI Singapore	22

\*If representative absent above proxy will apply

## National Associations excused but no proxy given

---

None

## National Associations not answered – 20 NA's

---

**Asia:** India, Indonesia, Korea and Philippines.

**Europe:** Bulgaria, Cyprus, Czech Republic, Greece, Iceland, Israel, Poland and Romania.

**Middle East:** Bahrain, Egypt, Jordan and Tunisia.

**Africa:** Kenya, Mauritius, Tanzania and Zambia.

## Voting Rights as per October 27<sup>th</sup>

---

20 National Associations represented

23 Proxies

20 National Associations did not answer

0 Excused but no Proxy given

**TOTAL: 43 COUNTRIES REPRESENTING 11 542 votes**

### 3. Approval of Minutes Council Meeting – May 26<sup>th</sup> – Budapest

---

#### **Voted and Approved Proposals:**

- *Nomination of Daniel Corbaz and Alain Strapart as new ACI auditors.*
- *Distribution of the ACI Certificates by every ACI National Association to its local members.*
- *ACI Germany elected as the hosting Country for the celebration of the 53rd ACI World Congress 2014.*
- *The budget for an eventual loan of 100.000\$ to support the creation of an ACI USA.*

#### 1. Welcoming/Opening Remarks

---

MW opens the meeting by welcoming all the attendees to the 50<sup>th</sup> ACI World Congress and thanks Istvan Gondi and Katalyn Inzelt for hosting the event.

MW makes a short introduction of the City, the economy and ACI Hungary.

MW asks the attendees to approve the proposed agenda.

#### **Council approved the proposed agenda unanimously.**

MW introduces Robin Poynder, Thomson Reuters, already present at the ACIFXC meeting to talk about regulation; he invited him to the ACI Council meeting to repeat his presentation about regulation.

MW reminds the attendees that Robin Poynder was previously President of ACI UK, used to work for HSBC in London and is now working for Thomson Reuters. MW asked Robin Poynder to expose what might be challenging us in the future.

Robin Poynder goes through his presentation on Regulation and informs the delegates that he will be available for any further question.

**Appendix 1 - 20110526 Council Meeting Navigating Regulation** (available in ACI Intranet).

MW thanks Robin Poynder for his intervention and explains that it is very important to obtain inputs coming from outside and reminds the discussions organized on the Saturday Programme of the 50<sup>th</sup> ACI World Congress.

#### 2. Composition of the Council and approval of voting rights

---

##### **Confirmation of Voting rights – Budapest Council Meeting**

As per the latest information the voting rights are:

37 National Associations represented

15 Proxies

10 National Associations did not answer and 1 did not answer and did not give any proxy.

TOTAL: 52 COUNTRIES REPRESENTING => 12.058 votes

Are absent: Indonesia, Slovenia, Macedonia, Jordan, Tanzania.

### 3. Americas representative: Jorge Perez-Duarte resignation

---

MW explains that Jorge Perez Duarte, ACI Americas Rep resigned but has proposed his support to ACI. MW keeps a close contact with him but a new Americas Rep. needs to be nominated.

### 4. Approval of Minutes Council Meeting In NY Nov 16th

---

MW reminds that ACI was present in NY responding to the demand of the ACI Councillors. ACI attracted the US community using this opportunity for meeting the FED and the IMF. We have now to keep these contacts and ensure continuity.

MW asks if there are any remarks concerning the minutes of the Council meeting held in New York in November 2010.

### **The Minutes are unanimously approved**

### 5. Report President

---

MW goes through all the main ACI recent achievements:

- ACI was present in NY
- Founded ACIFXC
- Met the FED, IMF, World Bank
- Initiated a partnership ACI China Rep. Office
- Negotiating (at present) with some staff in order to install an ACI USA
- ACI was present in Mexico (by Andreas Emser)
- Regular contact with AFME, ICMA
- Talking with the FSA
- Responding to regulators' invitations
- Implementation of a Certificate Registry in the ACI website
- ACI Press Release published for the first time in the Wall Street Journal.

MW asks the Councillors for some more support by being more present to the ACI events. In NY we missed some attendance to the meetings and the traders reception - even Councillors urged to show presence in the US.

Main ACI attended events:

5 Nov 2010	London Meeting with AFME
17 Nov 2010	NY Meeting with FED
18 Nov 2010	Washington Meeting with IMF & World Bank
27 Jan 2011	Brussels Economic Summit
25 Feb 2011	Verona Assiom Forex Congress
03 March 2011	Mexico Profit & Loss Conference
08 March 2011	Frankfurt BOE Strategy Meeting/FSFM Review
17 March 2011	Moscow CB & ACI Russia
19 April 2011	London AFME (had to be cancelled)
07 May 2011	Macedonia AGA
10 May 2011	Beijing China FX Focus (had to be cancelled)

Furthermore, MW reminds the attendees on the ACI environment:

- Certificate Registry
- Euribor WGs
- India, China new challenges
- Study Pack
- Wikipedia
- ACI USA
- Press Release...

MW asks the Councillors to project themselves in 2020, making plans and ensuring continuity. In order to ensure this continuity, MW thinks that the Presidency or ACI's lead mandates should become reviewed. Out of his experience over the past years, ACI should seek to provide sustainability on top of the management, not losing all the contacts being built up during a period.

He informs the attendees that some changes within the ACI structure will need to be faced from now as besides his own term coming to an end in two years time, Terry Tanaka, Chair of CFP has announced his resignation. ACI needs to find a successor and to strengthen the Committee with some other members. Furthermore, the BOE is always looking for members and need some support.

ACI President mentioned the ACI achievements since 2007 and thanked the attendees.

## 6. Report Managing Director

JPR goes through the presentation already provided and included in the Info pack. He mentions the ACI projects listed in Cape Town and achieved since last Council meeting held in November 2010 in NY and some new projects

- In process: The creation of an ACI China Rep. Office (Linda Lee will report on this issue later on), the follow up of the creation of an ACI Americas.
- Achieved: The ACI website amendments and improvements including the green registry button (records including the ACI certificate holders since 1999), The conception of three kakemonos to be easily displayed in all the events, a new brand image with 5 globes representing the regions, the ACI yearly planner which should shortly be displayed in the ACI website and should reflect how active ACI Committees are. Since Saturday May 21<sup>st</sup>, ACI The Financial Markets Association Wikipedia can be found in internet [http://en.wikipedia.org/wiki/ACI\\_the\\_Financial\\_Markets\\_Association](http://en.wikipedia.org/wiki/ACI_the_Financial_Markets_Association) and since Monday the 24<sup>th</sup>, Thomson Reuters rates are available in the ACI website (a thanking message to Thomson Reuters still needs to be displayed). The Euro Fixing and the Market Topics button have also been added and the different sections have been implemented: Markets Working Groups, Education, Market Practices...

JPR reminds the attendees that the update of the ACI website depends on all the information provided by the different National Associations and encourages all the National Associations to forward to the HO all the information related to their AGA, education, presentations, photos...

JPR thanks the attendees and the HO members for the work accomplished. MW insists on the fact that the website is our window to the outside world.

## 7. ACI Financials

Luciano Turba started by thanking MW, the EB, Aldo Bortoloti and the HO team for their support.

LT summarizes the main 2010 ACI Treasury figures going through the already provided presentation.

	<b>2010 Budget</b>	<b>Total 2010</b>
<b>Expenditures</b>	€ - 1 033 100	€ - 905 135 (87,61%)
<b>Revenues</b>	€ + 862 500	€ + 911 862 (105,72%)
	<b>€ - 170 600</b>	<b>€ + 6 727</b>
<b>Bank account as of 31.12.2010</b>		<b>€1 533 125</b>

Final remarks	
<b>2010 MEMBERSHIP INCREASE</b>	
ITALY	↑ 489
MAURITIUS	↑ 47
RUSSIA	↑ 45
SINGAPORE	↑ 38
ZAMBIA	↑ 32
INDONESIA	↑ 22
<b>2009 MEMBERSHIP DECREASE</b>	
GERMANY	↓ 70
CANADA	↓ 64
DENMARK	↓ 41
SPAIN	↓ 40
NORWAY	↓ 37
LUXEMBOURG	↓ 35

MW thanks LT for his presentation and reminds the Councillors that the EB is very cautious when making decisions even having the budget to go forward.

MW asks Claudia Segre (CS) to explain the positive rise of the Italian membership to ACI International. CS says that this is due to two main reasons:

- In 2010 there was the merging of the association dedicated to the Monetary Market: Treasury and Forex people with the association dedicated to the Capital Market.
- In 2011 there will be another increase of around 300 members due to political reasons. Membership from the little associations remaining in Italy is migrating to the bigger associations in order to create unified and stronger associations.
- Furthermore Assiom Forex is making big efforts with more than 8 commissions issuing continuous news in working papers, more than 43 seminars dedicated to the new topics of the markets and the weekly workshop for the preparation of the ACI Dealing Certificate and ACI Diploma.

CS explains that Assiom Forex is working hard to become a well recognized association and adds that having two members in their Board from the Bank of Italy is also the way of symbolising the strong link that they wish to build up between the Market and the authorities; Assiom Forex even met in London with the European Financial Market Federation.

Furthermore CS invites the attendees to come over the next meeting organized by Assiom Forex in Mestre on the 30<sup>th</sup> of September 2011. She adds that they could obtain the first interview with Andrea Enria, President of the European Banking Authority who will also be present at the event as other authority representatives.

MW thanks CS and announces that to show the support from the EB, it has been agreed that the next EB meeting will be held in Mestre on the 30<sup>th</sup> of September 2011.

### Audit on 2010 ACI Account February 4th 2011

MW wishes to update the Councillors on the audit occurred on the 4<sup>th</sup> of February 2011 which report has been included in the info pack.

MW explains that the auditors in charge, Vincent de Smet, ACI Belgium President, and Otto Amberg, ACI Switzerland Secretary, have concluded that everything was in order but have made a reference on the ACI Foundation accounts:

*"We were repeatedly missing at the audit the following documents:*

- *Insight into the ACI Foundation items for 2010, in particular guidelines, figures, bursaries and regular minutes".*

MW says that he does not agree with this comment and explains that for legal reasons, the ACI Foundation has to be considered as independent from ACI International although the ACI Presidents have always been members of the Board of Trustees but as a UK Charity law, being registered in the UK, it is a transparent charity commission and the accounts/Financial information are also available via a link in the website.

MW believes that the ACI Foundation is very positive for the image of ACI and many good actions can be done through the ACI Foundation. In the future it would be great if we could even raise funds to support and be present wherever needed and not only in the Bursary programme as at present.

MW informs the attendees that unfortunately both auditors stepped down as they resigned from their bank. Two new auditors need to be nominated.

MW says that after discussion with Jean-Pierre Ravisé and with the agreement of the EB members, taking in consideration that most of the documents are in French, French speakers Auditors would be the best election.

ACI has received the application of two members for these positions:

Daniel Corbaz, from Zürcher Kantonalbank, ACI Switzerland President.

Alain Strapart, from Banque Degroof, ACI Belgium Vice President. CV attached

**Appendix 2- 20110526 Council Meeting CV Alain Strapart**

MW submits these applications for approval.

**The nomination of Daniel Corbaz and Alain Strapart as new ACI auditors is unanimously approved.**

## 8. Report of the Regions

### ACI Asia

ET updates on the activities of the Asia Region going through the already provided report included in the info pack.

MW thanks ET and encourages the attendees to ask any question. No questions are raised.

### ACI Europe (including report on Euribor ACI)

PJ says that the European presentation has already been forwarded by email, together with the info pack.

PJ explains that the European working group had decided to work analysing the pressure on our trading and sales business and realised that the pressure on retail and equity in this business is

Increasing more and more for different reasons:

- There is a focus back to “vanilla” products compared to 2 or 3 years ago.
- Regulation

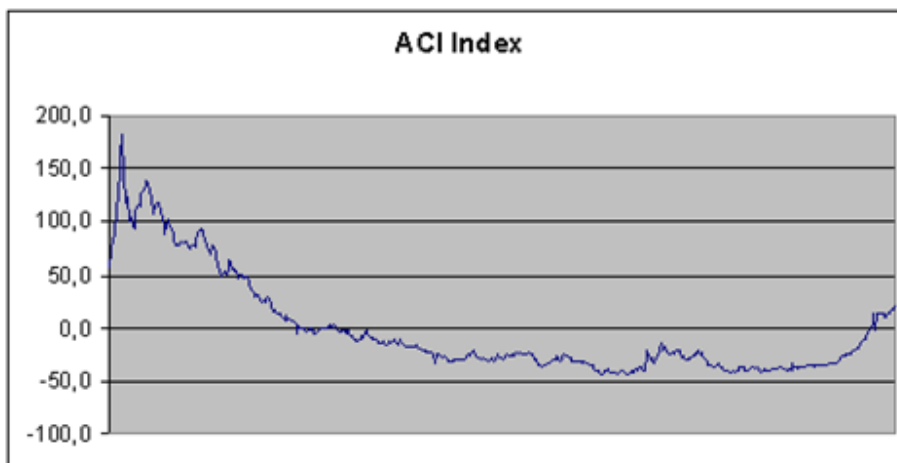
PJ explains that in Europe they have realized that there were a number of WG from different countries (including Euribor ACI) working on these same subjects, the main topics being Dodd Franc MiFiD, Basel II. It was then decided to map all the different WG and by using the ACI website they maintain every one on the same level of information. They now have centralized the information, their minutes are being displayed in the ACI website and a monthly conf call is being organized (which become bimonthly).

PJ reminds that at the occasion of last EB meeting it was mentioned that Euribor ACI had to reintegrate the ACI WG. This goal has been reached: reports are being done by each WG except from the Derivatives WG which has not met for 2 years and their Chair has moved to Asia. Merging this WG with the MMLWG is being considered.

PJ adds that all details from the WG can be found in the European presentation as well as the achievements of STEP.

A proposal of Index was introduced in NY that would be computed. Some back testing was done on that index by 3 European countries. Spot rates, 3 months money market rates and 3 months volatility rates figures are being used in order to evaluate the state of the market in terms of nervousness.

PJ says that he send the details on the computation of the index (already included in the European Presentation) and encourages the attendees to exchange impressions and also in providing any information on issues that have already been approached as those can be very helpful to the existing WG.



MW thanks PJ for his update and reminds the attendees that Europe is the biggest ACI region with its 9000 members and therefore it is difficult to bring together all the different nationalities. He feels that ACI has lost some contact with Slovakia, Czech Rep, Poland and Serbia and would like to concentrate in thinking on how to integrate all these countries.

#### ACI Middle East & Africa

MW explains that the ICA Congress 2011 has been cancelled due to the recent events and asks some one from this region to give an update on the situation.

Aqeel Habeeb, ACI Kuwait President, explains that the ICA Congress 2012 will be held in Morocco and that, as reported in the info pack by Amr El Ganainy, the 2010 ICA Congress was a real success.

MW thanks Aqeel Habeeb for his short update and reminds the attendees that Amr El Ganainy's full report on the Middle East region can be found in the info pack.

### 9. Report Board of Education

MW says that a Press Release was launched concerning education to inform on the FSA recognition of the ACI Exams (ACI Dealing Certificate and ACI Diploma).

CN says that he was very inspired by the EB Meeting held the previous day and agrees with MW that the World is moving.

CN goes through his presentation.

#### **Appendix 3 - 20110526 Council Meeting BOE CN** (available in ACI intranet)

CN announces that the ACI Dealing Certificate study guide will be displayed in the ACI BOE Wikipedia by mid-July 2011 in a non printable friendly version.

CN expresses his satisfaction by working with the existing BOE team and therefore feels confident for the future BOE objectives and achievements.

Andreas Emser takes over CN's update and introduces his presentation.

#### **Appendix 4 - 20110526 Council Meeting BOE AE** (available in ACI Intranet)

AE adds that the exams will be updated with the support of the new Market Experts Committee considering the latest markets developments and taking in account the FSA exam standards. The exam portfolio and structure will also need to be reviewed in the future.

AE informs the attendees that the BOE has decided not to create an Executive Master as another level, as previously mentioned, but developing the existing portfolio.

CN wishes to add three points:

- ACI is the standard setter. ACI does not train. Trainers are being recommended by ACI but ACI clearly separates exams from training.
- When it comes to exams, it is interesting to see how the knowledge of the candidates is applied in the simulation courses to check the practical side.
- Follow up is important and therefore after introducing ourselves like we did in NY and Mexico a follow up is requested in order to build up some real relationship.

MW thanks the intervention of CN and AE.

Sue Attwood (SA) says that a few years ago certificates were mailed to the National Associations in order to have them signed by the local President. As per S.A. this was a very good way of meeting the ACI exam takers and gives a visibility on who is taking the ACI exams, especially now that the ACI exams are recognised by FSA. This would ease the contact and even raising up the membership.

AE and CN agreed with SA.

PCI proposes to send all the certificates to the President or Secretary of each National Association and asks if anyone is against centralising the distribution.

**Distribution of the ACI certificates by every ACI National Association to its local members is unanimously approved.**

ET asks who is ensuring the accuracy of the English translation of the Operations Study Guide from German.

CN explains that the German language group delivers their course materials mainly in Power Point slides and that the study is written based on these course materials. When a chapter is written Frankfurt School translates it into English.

AE agrees with ET, the translation needs to be double checked with a native speaking Operations Expert.

Mervyn Fong asks what is the budget allowed to the development of the ACI Operations Guide.

CN says that 36 000€ + VAT= 42 000€ (24 000 € were invested in 2010 and the balance will be taken from the 2011 budget).

MW says that we are at a turning point: ACI has the tools and is recognized we need to think now on what is our future.

MW says that when it comes to education, we could leave it to regulators or trying to be independent building up our own history from what has been achieved at this point: a strong Committee, common standards (MC), we are certifying 1400 candidates, other associations are coming to us, we are using a neutral international platform (Prometric), we built up a registry showing a massive data base...

Furthermore, MW reminds that ACI was certifying leaving the seminars and training to the outside industry but we have now created the DC book, thanks to ACI Singapore, which should be available in the website by mid July 2011, as previously mentioned and other National Associations are taking the initiative of creating other study material. MW informs that Harry van Wolferen, President of ACI The Netherlands has also introduced three booklets:

- "Financial Instrument Handbook" which is a guide to the ACI Diploma
- A guide to the ACI Operations Certificate
- A guide to the ACI Dealing Certificate which is not yet achieved

Harry van Wolferen (HvW) explains that the first booklet in Dutch was launched two years ago and was very well received in the financial market. Two big institutions from the Financial Market even asked if they could make a business case. HvW highlights that this book was created with the support of Thomson Reuters and was handed over to the Dutch Securities Institute in order

to get the ACI exams registered in the Netherlands. HvW adds that maybe, with the creation of a European Security Institute on the 1<sup>st</sup> of January 2012, ACI could be recognized for this book.

MW believes that the content of the study books impresses as it reflects the high value of our exams and is proud for all the initiatives taken by the National associations.

An ACI web library is being planned to be displayed in our website as now that we have this education material some marketing needs to be done.

MW encourages all the Councillors to take a couple of books and introduce them to their Central Banks and members as the next step would be to be recognized by local authorities and proposes the support and assistance from the BOE and ACI Intl.

MW addresses to the BOE to discuss the situation of 'Seniors' within banks. Some of them show interest at the ACI Diploma but want to refrain from taking Level 1 the ACI DC. CN is aware about the situation, but feels uncomfortable at this inquiry – nevertheless, the point is under discussion within the BOE.

would like also that the "Seniors", due to their experience, could be recognized by ACI getting some kind of licence which would entitle them to take the second level Exam. Details on the rules would need to be set up together with the BOE.

CN is not seduced by this idea and says that he does not share this point of view with MW.

Luc van Laarhoven, ACI Luxembourg Treasurer asks the BOE that considering the great success of the Dealing simulation courses organized by ACI Australia why aren't they taken as a model to be used by all the ACI National Associations furthermore to participate could even validate one of the baskets of the exam which would be an incentive for the candidates to take it.

Chris Howlett explains that the simulation courses do not cover all the Dealing Certificate content but just a part of it. Chris Howlett and Jack Richards propose to discuss on this issue with Luc van Laarhoven and Christoph Niggli after the meeting.

Christoph Niggli thinks that the Dealing Simulation course is a good concept that could eventually be incorporated in the ACI program in the future but in order to do so the content would need to be clearly defined.

Andreas Emser adds that it is a good tool as a preparation to the Dealing Certificate showing the practical side of the trading but it does not cover all the topics as mentioned by Chris Howlett.

Chris Howlett says that in July 2011 they will organize a Dealing Simulation course in NY and as this event attracts about 150 people it could be used as an introduction to ACI. Furthermore, the contact details of the participants could be forwarded to the new Americas representative.

## 10. Report Committee for Professionalism

---

Terry Tanaka starts by thanking, on behalf of ACI Japan and himself, all those who have sent well wishes and safety concern messages after the Japan Earthquake and Tsunami disaster.

TT reminds that he had already explained in NY what the current environment is concerning the subjects covered by the MC.

The most honourable changes after the basis of the current MC which was published is that one of the things that are in the MC are now within the regulatory frame work in each of the jurisdictions and the market practice points have now been incorporated in many of the Market standards documentation.

In those respects, the role of a pure practice is the managing. Therefore TT asks the attendees where lies the value of a publication like the MC?

To answer to this question and to know about the risks TT invites the attendees to go through his presentation “Model Code” already provided with the info pack.

TT informs that the CFP will take a first flow at the MC keeping in mind that we operate in an electronic based environment, under the advice of David Woolcock who works in this area.

TT says that very few of us have a clear idea on what needs to be amended in order to incorporate the changes from the Market oral to the electronic trading environment.

Furthermore, we have to take into account the role that is played by the trades in which one of the parties is a non Financial Institution.

TT informs that the CFP has convened in will dividing the MC into two parts:

- 1- The main text which would be largely unchanged containing timeless and universal article topics
- 2- The other part should be in appendices sorting out this “index library” by the type of transactions.

This will be a phase process proceeding in line with the finalization of the relevant regulations.

TT informs that the CFP is planning to include a brief description of the typical mayor regulations related to the topic.

TT says that Dispute and Resolution is one of the main pillars of CFP which could be subdivided in two or three items:

- 1- Dispute and resolution – ACI Arbitration
- 2- The request for expert opinion on certain matters
- 3- A request for ACI advice on Practice matters

TT explains that there is much more documentation now available than there was when the MC was first published.

TT adds that as seen in cases before, anything that has been caused by force major nature, WG get together immediately and comment an acceptable solution for their concern and publish a protocol.

These are taking care of and TT asks/ What is left? : The issues that are left to us are questions of true practice on which there is not any documentation. We all try to enhance the liability to get back to the person asking the question in a very short delay of time. TT says having been impressed by the ACIFXC who revert to the person within two or three working days. The CFP is also working on it now.

For all these new projects, TT informs the attendees that he has asked the EB to allow the members from the specialized WG as well as CFP equivalents in each of the regions or even NAs to be contactable either as consultant or joining the CFP as a member.

TT says that CFP is also considering adopting the role of expert witness for full trial in the courts of law. In some jurisdictions expert witnesses are being hired. This role would be another source of revenues for ACI and also a way of enhancing it. An expert witness does not substitute a court but it is a smoother way to solve disputes.

The witness could be contacted via the ACI office or via the Chair of CFP and every National Association should provide us with the name of the person we could rely on for national or even regional practices.

MW thanks TT for his update and says to be very pleased with the ideas brought by the CFP.

MW announces the intervention of Andreas Gaus, Managing Director Credit Suisse in Zurich and member of the ACI Board of Education who will talk about his work on regrouping the different existing Best Practices guides.

AG introduces himself and says that he is here today as a member of the BOE and more especially as Chair of the ECB Operations Manager Group and explains that as such his aim was creating a global Best practice for Operations, a difficult project which did not obtain much support at first.

This idea was discussed with the Bank of England Operations group, the FED Operations group and with the ECB but he received clear negative responses. Banks did not wish to share their

Best Practices. AFME tried to do the same but finally gave up the project although they supported AG's.

AG says that the project went ahead creating a WG with members from Global international banks mainly from the ECB ONG and same people from the Bank of England and from the FED Operations group. Although it was difficult to get members to work on this Global Best Practices Operations, now the position of people has changed and AG says he is being contacted to join the group.

AG says that he did not wish to have another Best Practices guide and asked MW if it could added to the existing ACI MC under the Operations section. This proposal was approved by MW and an update shared in the last EB meeting in March 2011.

AG presented his work to the CFP the day before via conf call and will present it at the ACI Budapest Congress.

AG goes through his presentation.

**Appendix5 - 20110526 Council Meeting Best Practices AG available in ACI Intranet**

AG thanks the attendees and encourages them to ask him any question.

MW asks AG what he considers to be the major change occurred.

AG explains that the electronic trading wasn't mentioned at all and have full fletch on every topic.

MW thanks AG for his work and participation to this meeting.

## **11. Report ACIFX Committee**

MW explains that SM could not make it to the Council meeting due to his requested presence at the Exhibition centre but two of the ACIFXC members being present, Morgan McDonnell and Sergey Romanchuk an update on this Committee will be provided.

Sergey Romanchuk says that since the creation of the ACIFXC in NY 3 meetings were organized:

- In January 2011 - London – Were mainly discussed the mission of the Committee and set up the rules on how it should be functioning. A Mission Statement resulted out of this which was displayed in the ACI website meeting and released by Press Release to the medias.
- In March 2011 - Moscow - Coinciding with the ACI Russia AGA. MW was present and met Sergei Shvetsov, Deputy Governor of the Central Bank of Russia, providing the opportunity of introducing ACI and its education programme. The ACIFXC convened in having a guest speaker invited at every meeting and at this occasion it was Roger Rutherford from CME who shared his ideas on the new regulation, topic very popular among all the Committees.
- In May 2011 – Budapest – The speaker was Robin Poynder from Reuters who also shared his views on regulation at the opening of the ACI Council meeting.

SR explains that the ACIFXC wrote some guide lines on how to react to the market events, *ACI Welcomes US Treasury "proposed determination" to exempt FX from Central clearing in Dodd-Frank*, which was approved to be a good approach by ACI launching the article as a Press release and published by the Wall Street Journal.

Furthermore, SR adds that the ACIFXC will also discuss on Market Conventions.

SR adds that as the composition of the ACIFXC is not yet completed, they are still discussing on the members who could join the existing team.

MW thanks SR and says to be very pleased by the present composition of the ACIFXC.

## **12. Report Euribor ACI Organization and Working Groups**

MW says that this subject has already been developed by PJ when updating us on the European Region.

[Money Market Working Group](#)

[Derivative Working Group](#)

[European Commission Contact Group](#)

### **13. Report on ACI China Rep. Office and USA**

---

MW reminds that it was decided in NY that ACI would work on establish an ACI China Rep office with an approved budget of €40.000/year in totalling two years.

Linda Lee has been hired by ACI signing a 6 months (roll-over) contract since the 1<sup>st</sup> of April 2011.

Her role is introducing the ACI name and logo into the Chinese financial community, building up a data base of contacts with the government, Central banks and other important authorities. She is also expected to prospect banks who could support us in the future, identifying local people interested in running an ACI China affiliated to ACI in the future and introducing the ACI Education Programme.

MW adds that as voted in NY, our next Council meeting will be held in China at the beginning of Nov 2011 and Linda Lee should be supervising all the organization arrangements.

Linda Lee is monthly reporting to MW and the EB. She also participates to many Financial events having the chance to attend them with no charge. She has already translated many documents related to the description of ACI in order to be introduced in China and has started the translation of an ACI webpage.

LL starts by introducing herself, gives a short explanation of her background and experience and goes through her presentation.

#### ***Appendix 6 - 20110626 Council Meeting Budapest China LL***

MW says that the next steps concerning China will be discussed in the following days together with Eddie Tan, Mervin Fong, Claudia Segre, Bruno Langfritz and Linda Lee.

### **14. ACI Internal Guidelines**

---

#### **Audit Guidelines**

MW explains that the Audit Guide lines have been prepared but he would like to submit them to the new auditors for approval before submitting them to the Councillors at the occasion of the next ACI Council meeting scheduled to be held in Beijing in November 2011.

#### **Press Statements**

MW says that the Press Statements are the EB responsibility describing how members and working groups should act towards the press.

The Press Statements was included in the ACI Info Pack.

### **15. Next Council Meeting**

---

MW reminds that next ACI Council meeting will be held in Beijing as agreed in NY and announces that it should be organized over the period of end of October and beginning of November 2011. He asks the audience if this proposal is still on. The attendees re-confirm the hosting of the meeting in Beijing.

### **16. International Congresses**

---

#### **Budapest 2011**

#### **Dubai 2012**

Abdul Karim Kassem, ACI UAE Vice-President introduces Peter Engel (PE) from the local organizing company in charge of the needed arrangements of the 51<sup>st</sup> ACI World Congress held in Dubai.

PE updates the attendees on the logistic and marketing side that has already been organized until now for the event and highlights the fact that UAE is a safe destination.

A film presenting the 51<sup>st</sup> ACI World Congress – from the 22<sup>nd</sup> until the 24<sup>th</sup> of March 2012 is projected.

### Singapore 2013

Mervyn Fong, ACI Singapore Managing Director, informs the attendees that the dates have already been defined: from the 14<sup>th</sup> to the 16<sup>th</sup> of March 2013.

MF adds that the organizing committee has already been established:

Organizing Chairman – Andrew Ng, DBS Bank Ltd, ACI Singapore Deputy President

Deputy Chairman - Ng Kwan Meng, United Overseas Bank Ltd, ACI CFP Member

Treasurer – The treasurer of OCBC Bank

ACI Singapore is proud to have the support of the above mentioned, local banks and of the mandatory authority of Singapore.

### ACI World Congress 2014

MW informs that ACI Germany has applied to host the 53<sup>rd</sup> ACI World Congress in Berlin.

2014 will be the remembrance of the fall of the Berlin wall 25 years ago. With this historic background MW says to be in favour of this proposal (2012 Middle East, 2013 Far East, 2014 back to Europe). Furthermore, if ACI USA is successfully created by the meantime, we could ask for the ACI World Congress in 2015 to be celebrated in America.

MW asks if anyone is against this request 2014 – 53<sup>rd</sup> ACI World Congress Berlin. No objections.  
**The application of ACI Germany to be the hosting Country for the celebration of the ACI World Congress 2015 is unanimously approved**

Claudia Segre announces that ACI Italy is thinking on applying to host the ACI World congress in 2015 in Milan as that same year Milan will be hosting the Universal Expo.

## 17. Web & Intranet

---

MW reminds that this issue has already been covered by the report of the managing Director, Jean-Pierre Ravisé.

Jean-Pierre Ravisé adds that a personal confidential access code will be emailed to all councillors for access to the ACI Intranet.

## 18. Any other business

---

### ACI USA

MW explains that although we did not have an American representative at present, two people have been identified to build up in a voluntary basis the pillars of an ACI USA:

- Francis J. Manganella from the Commerzbank NY, after obtaining some positive feedback from Andreas Hauschild on this application MW thinks he would be a potential future ACI USA president.

CV attached *Index 7- 20112605 Council Meeting CV Manganella USA*

MW informs the attendees that Francis Manganella would be providing a road map shortly.

- Susan Gammage, from Citibank NY and member of the ACIFXC. She is Managing Director Global Head of JTM, FX and ecommerce Sales.

MW says that next steps need now to be thought about.

MW believes that a first help from ACI Global might be requested for an ACI USA to stand up. If any financial support was requested to organize a Traders reception, we would try to seek for sponsors like Thomson Reuters or any other American bank. But in order to avoid a long procedure by consulting with the Council, MW asks the Councillors if they would agree on an extraordinary a short loan 100.000 \$ (2 – 4 years, only if really needed) – to be reimbursed. Of course, such a loan-payment would need the approval of the EB after submission of an USA business plan.

Jack Richards proposes to introduce to Francis Mangarella the traders participating to their Dealing Simulation Course in NY organized for the end of July 2011.

Koichi Kano, ACI Japan Secretary, is against approving a loan of \$100.000 for an eventual need from USA as such amount has already been approved for the Special 2011 ACI Projects for Miscellaneous expenses (50<sup>th</sup> ACI Congress, WG,...) and believes that this new loan project should be included under this same umbrella.

MW explains that the already voted and approved budget is for other projects and has most probably not been fully spent.

Koichi Kano maintains his position and votes NO in the name of ACI Japan.

ACI Australia, ACI Austria, ACI Sweden, ACI Portugal, ACI UK and ACI Sri Lanka express their enthusiasm for the creation of an ACI USA which needs some investment.

MW asks if anyone else is against this proposal.

**The budget for an eventual loan of 100.000\$ to support the creation of an ACI USA is approved - one vote of ACI Japan against.**

#### Chair of CFP, Terry Tanaka ACI Honorary Member

ET reminds the attendees that Terry Tanaka, who joined the ACI CFP in 1999 and became Chair of CFP six years ago, has very well served this Committee, being very committed.

ET asks the council for the nomination of TT as ACI Honorary member.

Councillors applaud TT.

**TT has been nominated as ACI Honorary Member.**

#### Delegates ACI Present – 50th ACI World Congress

MW introduces the marketing present which will be distributed to the delegates at the 50<sup>th</sup> ACI World Congress: a Moroccan leather tray with the ACI logo to place on top of the desk.

MW closes the meeting by saying that he is very satisfied by all the work achieved the composition and commitment of the Working Groups and support of the Councillors.

End of the meeting: 16h00

## 4. Report President

---

## 5. Report on ACI China Rep Office

---

## 6. Report Managing Director

---

Over the last 6 months our main effort was to find a way to ease internal and external communication to link our 13.000 members.

### ACI Briefing, ACI Update

You received in July and September a new "ACI MEDIA": ACI Update. For years ACI Briefing has been a professional and social magazine, containing technical articles on markets or products and updating on NA's news. But with a 50/50 content, it doesn't seem to draw a clear picture of ACI. As a professional association we need a real magazine to be distributed among Bank management, Treasury authorities, financial press or students. Nevertheless, we also need a social media to inform our community on new NA structure, press release, EB Members visits, working group paper... Our goal is to issue this "short note" with an eventual link to a file, in a monthly basis.

### Wikipedia

You may have read this advertisement:

From Wikipedia, the free encyclopedia

This article has multiple issues. Please help [improve it](#) or discuss these issues on the talk page.

- It includes a [list of references](#), [related reading](#) or [external links](#), but its sources remain unclear because it lacks [inline citations](#).
- It relies on [references](#) to [primary sources](#) or sources affiliated with the subject, rather than references from independent authors and third-party publications.
- It is written like an [advertisement](#) and needs to be rewritten from a [neutral point of view](#).
- Very few or no other articles [link to it](#). Please help [introduce links](#) to this page from other [articles related to it](#)...

The improvements will be included end of November 2011.

Thanks to those who gave a good rating to our website.

### LinkedIn

We also decided to open our own cobweb using LinkedIn, as ACI The Financial Markets Association.**org**; but we discovered that ACI The Financial Markets Association.**com** was already created 18 months ago by a former ACI member. Some of our colleagues already had visited and accepted to be linked to this non official site. This situation is a bit confusing and we are in contact with LinkedIn in order to take over the management of this pirate. Hopefully, the colors and logo used without any agreement can help us in our process.

Our target is, in the first time, to allow only members to be linked; like this we could distribute information among us avoiding any delay.

### Thomson Reuters

For technical reasons, we encounter some difficulties in distributing documents to all councilors, EB, working group members and to special contacts, all together make more than 13 500 email addresses. The capacity of our internet telephone line is too small, we have to split by group of 90 messages per sending, which also avoids mass distribution of spam messages.

Thomson Reuters platform can be used for Press release distribution in order to give us the possibility to transmit emails by bunches of 1000 with or without attached doc.

## **ACI Web**

We are in the process of constant improvement.

More Info, more standardization in the different files: ACI, EB Working group members' CV's with pictures and the introduction of the Yellow button.

In each Committee and WG we organize: a first paragraph with Missions Statement followed by the list of the concerned members (addresses or telephone number not mentioned).

A few weeks ago I sent you an email: "Proud to be member", requesting the members list of every NAs specifying the first name, family name, institution and city.

I already received 7 lists. I would like to especially congratulate Slovenia for being the first NA to send its list.

Some of you also shared their fears, concerned by not respecting the local law on private life and secrecy.

Based on my experience, I can assure you that the same argument applied at the time of the creation of the "green button", but actually the only complaints we received since, were from the people who wouldn't find their own name displayed in this section.

## **Video conference**

The worldwide banking situation pushes to severe budget restrictions.

ACI suffers from Committees or working groups' attendance: no time, no budget. But we need professionals in "every corner "of the globe, to be engaged in our association, as participant or as organizer.

International companies are now using Teleconference to avoid travelling expenses and waist of time.

This project was presented in Sydney and in NY last year, with a mixed result. But looking at Beijing attendance, I sent mid October a "survey" on this matter among EB and WG members, all replies were positive.

Again, this budget should be taken from ACI "international", and the "users" will have no expenses as long as they have Video system in their company, or a very reduced investment may be required if they need to acquire equipment for their institution or for their own laptop.

I am waiting for the budget approval, but everything is ready to start.

## **PARIS BEIJING**

A new line of communication opened between the two capitals. I wish to express my warmest congratulation to Linda in one side and Patricia /Celia in the other side for the constructive and numerous exchanges over the last few weeks to organize a successful EB, Council meeting and reception.

## **7. ACI Financials**

---

**1. January – September 2011 accounts (P 27-28)**

**2. Forecast Jan – Dec 2011 accounts (P 29-30)**

**3. Budget 2012 for Approval (P 31-32)**

**Appendix 1 – 20111104 Council meeting Treasury report LT**

## January – September 2011 accounts

	Budget 2011	Jan/Sept 11	%
<b>TOTAL EXPENDITURE</b>	<b>-1 115 300</b>	<b>-468 215</b>	<b>41,98</b>
<b>Expenditure Categories</b>			
<b>Human Resources</b>	<b>-210 000</b>	<b>-148 741</b>	<b>70,83</b>
Managing Director Consultancy	-72 000	-54 000	75,00
Costs ACI Staff - Including Social Charges	-111 000	-82 432	74,26
<i>Salary Executive Assistant</i>	-56 000	-39 719	70,93
<i>Salary Assistant Manager</i>	-51 000	-36 941	72,43
<i>Salary Cleaning Staff</i>	-4 000	-5 772	144,30
<i>Salary Assistant</i>			
Payroll Services	-2 000	-1 177	58,87
Travel expenses	-25 000	-11 132	44,53
<i>Managing Director</i>		-7 884	
<i>Executive Assistant</i>		-2 603	
<i>Assistant Manager</i>		-645	
<i>Unallocated</i>		0	
<b>EXCOM &amp; WORKING GROUPS</b>	<b>-37 000</b>	<b>-9 681</b>	<b>26,16</b>
EB Meetings organisation	-5 000	-431	8,63
Executive Board Travel Expenses	-20 000	-8 251	41,25
Working Group Meetings	-12 000	-998	8,32
<b>EDUCATION</b>	<b>-361 100</b>	<b>-177 523</b>	<b>49,16</b>
Prometric charges - 1200 @85 and 200 @95	-121 000	-93 150	76,98
Exam Maintenance	-28 000	0	0,00
FSFM Outsourcing	-117 100	-58 500	49,96
Marketing, ExamDevelopment, projects	-65 000	-11 664	17,94
BoE Travel Expenses	-30 000	-14 209	47,36
<b>GENERAL EXPENDITURES</b>	<b>-103 000</b>	<b>-40 812</b>	<b>39,62</b>
Calendars	-4 000	-2 584	64,61
ACI Briefing	-10 000	-2 322	23,22
Aci Marketing	-50 000	-34 111	68,22
Press Release	-2 000	-1 794	89,70
Legal fees contracts	-5 000	0	0,00
Regulatory Consulting	-25 000	0	0,00
Misc. & adjustments	-7 000	0	0,00

<b>OPERATING &amp; ADMINISTRATIVE EXPENDITURES</b>	<b>-104 200</b>	<b>-55 008</b>	<b>52,79</b>
Rent & Associated Expenditures	-15 000	-2 740	18,26
Office Equipment	-6 000	-448	7,46
IT and Web Site	-30 000	-20 606	68,69
<i>IT</i>	-15 000	-3 053	20,35
<i>Web Site</i>	-15 000	-17 553	117,02
Postage and courier charges	-10 000	-6 168	61,68
Stationery & Photocopying	-14 000	-12 640	90,29
<i>Stationery</i>	-6 000	-1 769	29,49
<i>Photocopying - Canon</i>	-8 000	-10 871	135,89
Telephone & Telecom.	-12 000	-6 784	56,53
Accountancy	-6 200	-665	10,73
Audit	-2 000	-2 058	102,91
Bank charges	-4 000	-2 899	72,49
Building Restore (unique payment)	-5 000	0	0,00
Regional Activities      basis 2009 @ 10 euro	-125 000	0	0,00
ACI Europe @ 9000	-90 000	0	0
ACI Asia @ 2300	-23 000	0	0
ACI Middle East & Africa @ 1100	-6 000	0	0
ACI Americas @ 100	-1 000	0	0
Aci Africa @ 500	-5 000	0	0
Special 2011 ACI Projects	-175 000	-36 450	20,83
ACI China	-40 000	-18 102	45,26
ACI China - L. Lee consultancy		-13 800	
ACI China - L. Lee travel expenses		-3 605	
ACI China - L. Lee miscellaneous		-697	
ACI Latin America Road Show	-35 000	0	0,00
Misc (50thCongress, Working Groups,...)	-100 000	-18 348	18,35
	<b>Budget 2011</b>	<b>Jan/Sept 2011</b>	<b>%</b>
<b>TOTAL REVENUES</b>	<b>863 500</b>	<b>788 263</b>	<b>91,29</b>
Total Subscription Nat. Associations	437 500	449 650	102,78
Subscriptions Asia @ 2300	80 500	76 090	94,52
Subscriptions Europe @ 9000	315 000	325 920	103,47
Subscriptions Americas @ 100	3 500	2 485	71,00
Subscriptions Middle East @ 600	21 000	24 943	118,77
Subscriptions Africa @ 500	17 500	19 687	112,50
Subscriptions Individual Members	1 000	525	52,50
Donations	0	0	
Exam Fees 1200 @250 and 200 @350	370 000	266 743	72,09
Exam Fees Other	0	200	
Royalties	10 000	37 609	376,09
Calendars (sale)	30 000	12 808	42,69
Add Value on Investment	15 000	0	
Miscellaneous & Adjustments	0	1 042	
<b>SocGen account</b>	<b>€542 917,64</b>		
<b>Investment account</b>	<b>€1 300 000,00</b>		
<b>Total</b>	<b>€1 842 917,64</b>		

## Forecast January – December 2011 accounts

	Budget 2011	Total 11	Budget %	Delta
<b>TOTAL EXPENDITURE</b>	<b>-1 115 300</b>	<b>-831 816</b>	<b>74,58</b>	<b>-283 484</b>
<b>Expenditure Categories</b>				
<b>Human Resources</b>	<b>-210 000</b>	<b>-206 592</b>	<b>98,38</b>	<b>-3 408</b>
Managing Director Consultancy	-72 000	-72 000	100,00	0
Costs ACI Staff - Including Social Charges	-111 000	-110 782	99,80	-218
<i>Salary Executive Assistant</i>	-56 000	-55 982	99,97	-18
<i>Salary Assistant Manager</i>	-51 000	-50 978	99,96	-22
<i>Salary Cleaning Staff</i>	-4 000	-3 822	95,55	-178
<i>Salary Assistant</i>				
Payroll Services	-2 000	-1 777	88,87	-223
Travel expenses	-25 000	-22 032	88,13	-2 968
<i>Managing Director</i>		-14 884		
<i>Executive Assistant</i>		-6 503		
<i>Assistant Manager</i>		-645		
<i>Unallocated</i>		0		
<b>EXCOM &amp; WORKING GROUPS</b>	<b>-37 000</b>	<b>-21 981</b>	<b>59,41</b>	<b>-15 019</b>
EB Meetings organisation	-5 000	-731	14,63	-4 269
Executive Board Travel Expenses	-20 000	-18 251	91,25	-1 749
Working Group Meetings	-12 000	-2 998	24,99	-9 002
<b>EDUCATION</b>	<b>-361 100</b>	<b>-338 523</b>	<b>93,75</b>	<b>-22 577</b>
Prometric charges - 1200 @85 and 200 @95	-121 000	-138 150	114,17	17 150
Exam Maintenance	-28 000	-28 000	100,00	0
FSFM Outsourcing	-117 100	-117 000	99,91	-100
Marketing, ExamDevelopment, projects	-65 000	-31 164	47,94	-33 836
BoE Travel Expenses	-30 000	-24 209	80,70	-5 791
<b>GENERAL EXPENDITURES</b>	<b>-103 000</b>	<b>-54 912</b>	<b>53,31</b>	<b>-48 088</b>
Calendars	-4 000	-4 584	114,61	584
ACI Briefing	-10 000	-4 822	48,22	-5 178
Aci Marketing	-50 000	-43 111	86,22	-6 889
Press Release	-2 000	-2 394	119,70	394
Legal fees contracts	-5 000	0	0,00	-5 000
Regulatory Consulting	-25 000	0	0,00	-25 000
Misc. & adjustments	-7 000	0	0,00	-7 000
<b>OPERATING &amp; ADMINISTRATIVE EXPENDITURES</b>	<b>-104 200</b>	<b>-85 458</b>	<b>82,01</b>	<b>-18 742</b>
Rent & Associated Expenditures	-15 000	-12 740	84,93	-2 260
Office Equipment	-6 000	-1 748	29,13	-4 252



## Budget 2012

	Budget 2011	Budget 2012	Vs 2011
<b>TOTAL EXPENDITURE</b>	<b>-1 115 300</b>	<b>-1 098 600</b>	<b>-1,50%</b>
<b>Human Resources</b>	<b>-210 000</b>	<b>-228 000</b>	<b>8,57%</b>
Managing Director Consultancy	-72 000	-90 000	25,00%
Costs ACI Staff	-111 000	-111 000	0%
<i>Salary Executive Assistant</i>	-56 000	-58 000	3,57%
<i>Salary Assistant Manager</i>	-51 000	-51 000	0%
<i>Salary Cleaning Staff</i>	-4 000	-4 000	0%
<i>Salary Assistant</i>			
Payroll services	-2 000	-2 000	0%
Travel expenses	-25 000	-25 000	0%
<i>Managing Director</i>			
<i>Deputy Manager</i>			
<i>Unallocated</i>			
<b>EB &amp; WORKING GROUPS</b>	<b>-62 000</b>	<b>-57 000</b>	<b>-8,06%</b>
EB Meetings organisation	-5 000	-5 000	0%
EB Travel- President Budget	-20 000	-20 000	0%
Working Groups Meetings	-12 000	-12 000	0%
Consultancy	-25 000	-20 000	-0,2
<b>EDUCATION</b>	<b>-361 100</b>	<b>-361 100</b>	<b>0%</b>
Prometric charges - 1200 @85 and 200 @95	-121 000	-121 000	0%
Exam Maintenance	-28 000	-28 000	0%
FSFM Outsourcing	-117 100	-117 100	0%
Marketing, ExamDevelopment, projects	-65 000	-65 000	0%
BoE Travel Expenses	-30 000	-30 000	0%
<b>GENERAL EXPENDITURES</b>	<b>-78 000</b>	<b>-73 000</b>	<b>-6,41%</b>
Calendars	-4 000	-4 000	0%
ACI Briefing	-10 000	-10 000	0%
ACI Marketing	-50 000	-50 000	0%
Legal fees contracts	-5 000	-2 000	-60,00%
Misc. & adjustments	-7 000	-4 000	-42,86%
Press Release - Hugin	-2000	-3000	50,00%
<b>OPERATING &amp; ADMIN EXPENDITURES</b>	<b>-104 200</b>	<b>-104 500</b>	<b>0,29%</b>
Rent & Associated Expenditures	-15 000	-15 000	0%
Office Equipment	-6 000	-4 000	-33,33%
IT and Web Site	-30 000	-40 000	33,33%
<i>IT</i>	-15 000	-15 000	0%
<i>Web Site</i>	-15 000	-25 000	66,67%

	Budget 2011	Budget 2012	Vs 2011
Postage and courier charges	-10 000	-10 000	0%
Stationery & Photocopying	-14 000	-14 000	0%
<i>Stationery</i>	-6 000	-6 000	0%
<i>Photocopying - Canon</i>	-8 000	-8 000	0%
Telephone & Telecom.	-12 000	-12 000	0%
Accountancy	-6 200	-2 500	-59,68%
Audit	-2 000	-2 000	0%
Bank charges	-4 000	-4 000	0%
Building Restore (unique payment)	-5 000	-1 000	-80,00%
<b>Regional Activities</b> basis 2010 @ 10 euro	<b>-125 000</b>	<b>-125 000</b>	<b>0%</b>
ACI Europe @ 8500	-90 000	-90 000	0%
ACI Asia @ 2000	-23 000	-23 000	0%
ACI Middle East & Africa @ 1100	-6 000	-6 000	0%
ACI Americas @ 100	-1 000	-1 000	0%
Aci Africa @ 500	-5 000	-5 000	0%
<b>Special 2012 ACI Projects</b>	<b>-175 000</b>	<b>-150 000</b>	<b>-14,29%</b>
<b>ACI Beijing Rep Office (April 2011-2013)</b>	<b>-40 000</b>	<b>-40 000</b>	<b>0%</b>
<b>Road Show Latin America/India</b>	<b>-35 000</b>	<b>-35 000</b>	<b>0%</b>
<b>Misc (World Congress, Working Groups,...)</b>	<b>-100 000</b>	<b>-75 000</b>	<b>-25,00%</b>
	<b>Budget 2011</b>	<b>Budget 2012</b>	<b>Vs 2011</b>
<b>TOTAL REVENUES</b>	<b>863 500</b>	<b>863 100</b>	<b>-0,05%</b>
Total Subscription Nat. Associations	437 500	437 500	0%
<i>Subscriptions Asia @ 2300</i>	80 500	80 500	0%
<i>Subscriptions Europe @ 9000</i>	315 000	315 000	0%
<i>Subscriptions Americas @ 100</i>	3 500	3 500	0%
<i>Subscriptions Middle East&amp;Africa @ 1100-500</i>	38 500	38 500	0%
Subscriptions Individual Members	1000	600	-40,00%
Donations	0	0	
Exam Fees 1200 @250 and 200 @350	370 000	370 000	0%
Exam Fees Other	0	0	
Royalties	10 000	10 000	0%
Calendars (sale)	30 000	30 000	0%
Add Value on Investment	15 000	15 000	0%
Miscellaneous & Adjustments	0	0	
Total Income forecast 2012	863 100		
Total Expenditure forecast 2012	-1 098 600		
Budget deficit forecasted	-235 500		

## 8. Report of the regions

---

### ACI Asia

Submitted by Eddie Tan

#### January – Sept 2011

##### **TMA Professional Qualification Framework**

The Treasury Markets Association in Hong Kong has now formally launched a comprehensive Professional Qualification Framework for all dealers and market practitioners looking to operate in Hong Kong. A training certification roadmap has been developed with ACI courses among the courses recognized under the framework.

##### **Education Courses/ Seminars**

The ACI national associations in Asia have been active in developing and implementing professional development courses and seminars for members. The training courses conducted by the TMA (HK) and ACI Singapore covering comprehensive professional training and development have been reported earlier and these have continued to keep pace during the period. ACI Australia continued to rollout its dealing simulation courses on a monthly basis throughout the world, most recently in Malaysia (June), New York (July), South Africa (August), and Kenya (August). ACI Sri Lanka also conducted its first ACI Diploma Program for 9 participants from 27 July to 4 August 2011.

Seminars are also being arranged on topics of current interest such as a Dodd-Frank Seminar in Singapore scheduled for the end of September. In October, ACI Australia will be running a conference on High Frequency Trading and its effect on the FX Markets.

##### **PRC Initiative**

ACI has now appointed a representative based in the PRC to lobby officials on behalf of ACI. Ms Linda Lee was appointed earlier this year and has been tasked to initially organize the ACI Council Meeting in Beijing in early November. The immediate objective is to enable ACI to raise its profile with the PRC Regulators and major Banks, and thereafter to explore the possibility of establishing an ACI entity in the PRC

##### **ACI Asia – Charity Initiatives**

Our national associations in the region have been active in raising funds for Charity during this period slowdown and uncertainty. Most noteworthy has been ACI Singapore's Annual Charity Golf event which was held in July 2011. This event raised a record amount of over S\$1.23 million (over USD1 million) in donations for 5 charities covering the needs of the elderly, poor families and children, and a hospital. It was also significant that most of the donations came from individual members rather than corporate sponsors. As at the submission of this report, ACI Australia are also planning their Charity Golf Day on September 7 where funds raised will be donated to the St Edmunds Special Needs School in Sydney.

##### **ACI Social Events**

On 2 July 2011, ACI Sri Lanka organized its first-ever day & night cricket match for the forex community. 19 teams participated, and it also included a match for the ladies, children & veterans.

### **ACI World Congress 2013**

ACI Singapore will be hosting the 2013 ACI World Congress from 14-16 March 2013. The Organising Committee has now appointed the Professional Conference Organiser, and has also selected Singapore's new iconic Marina Bay Sands Convention Centre as the Congress venue.

### **ACI Asia – Annual General Meeting/New Board Members**

ACI Asia held its Annual General Meeting on 29 July 2011. Two new members of the Board were elected, namely Mr Balakrishna Raghavendra Rao of ACI India, and Mr Keith Sedergreen of ACI Australia. They succeeded Mr D K Gupta and Mr Mike Eastaway.

### **ACI Europe**

Submitted by Philippe-Jeanne

Since the beginning of the crisis ACI Europe has stepped-up its communication.

We focus mainly in 2 directions:

- make sure communication is swift, and exchange ideas and opinions about the crisis,
- analyse the impact of the new regulation, as it will shape the future of banking, especially through its liquidity and its equity ratios.

We now organise bi-monthly conf calls, one in the morning and one in the afternoon, to boost attendance. Discussions focus on the state of the market, gov spreads and liquidity issues.

In terms of regulation, the pressure on banks and financial institutions is coming from a number of directions :

- capital ratios targets are increased, and at the same time tier one and tier 2 components are determined through stricter rules. This will imply a decrease in the present ratios, and will cause ROE targets to be trimmed significantly.
- Liquidity ratios are enforced :
  - o On the short term through the LCR ( 30 days cushion in case of crisis )
  - o On the long term with the NSFR, imposing long term refinancing for long term lending. This will increase the cost of liquidity and therefore the cost of lending to customers.
- The lever ratio, that will have an impact on off-balance sheet instruments and therefore have implication is trading, trade finance, etc...

These ratios will have a direct impact on the profitability of our businesses, as soon as they are implemented at a micro level, possibly turning profitable activities into non profitable ones under the new rules.

They will also have an impact on the "real economy" by cutting the amount of lending and increasing its cost.

The split between wholesale banking and investment banking will also have very important implications on the structure of our business. Risk measured by VAR will have to be limited to the adequate ratio of capital allocated to investment banking, which itself will be cut down. Therefore here too profitability will be lower.

ACI Europe has ongoing contacts with the EC on regulatory issues, and through Euribor ACI has meetings with the EBF on Oct 19.

The impacts on the structure of our business will be very important, and we follow these developments closely through National associations and through our European communication. Head Office is collecting the documents and posting them on the intranet, so that they remain accessible to everyone.

Training and Education is also a clear focus, especially after the recent issue with a rogue trader. More than ever ACI is putting an emphasis on the Model Code and our certification process. This is mainly done at the ACI International level.

ACI Europe has decided to launch a regulatory group, following its Budapest meeting, which is under constitution, based on the core of the Euribor ACI EC contact group and enlarged to all countries. This group will report on regulation and produce a detailed analysis of the impact of regulation on our business.

## **ACI Middle East & Africa Region**

Submitted by Amr El-Ganainy

### **ICA Annual Conferences & Exhibitions**

ICA board convened in Beirut on April 9, 2011 and decided unanimously that ICA will not run a conference in 2011 due to the unrest unfolding in the Middle East and North Africa region. Therefore, the 37th ICA Conference edition will take place in Morocco in 2012.

### **Training & Education**

Jordan Forex Association and ICA collaborated in delivering an ACI Dealing Certificate course in Jordan from 11th to 15th April 2011.

Then again, ICA teamed up with the College of Banking and Financial Studies in Muscat, Oman to run ACI Dealing Certificate course from 21st to 25th May 2011.

In parallel, every national association in the region works on running tailor-made workshops and seminars to meet the needs and requirements of their local members.

### **Creation of a new Logo and Renovation of ICA Website**

A new logo is being created for ICA while renovating ICA website reached its final stage before going online.

## **9. Report Board of Education**

---

- a) Expert Committee
- b) FSA Recognition
- c) ALM New Certificate
- d) ACI Foundation

**Appendix 2-** 20111104 Council meeting BOE Report CN

## **10. Report Committee for Professionalism**

---

## **11. Report ACIFX Committee**

---

## **12. Report Euribor ACI Organization and Working Groups**

---

- a) Money Market Working Group
- b) FSA Recognition
- c) ALM New Certificate
- d) ACI Foundation

## **13. Report on USA Situation**

---

## **14. 51<sup>st</sup> ACI FMWC Dubai**

---

## **15. Next International Congresses**

---

- a) Singapore 2013
- b) Berlin 2014

## **16. Any other Business**

---