NORTHERN TRUST

NORTHERN TRUST CAPITAL MARKETS

MarketMingle Amsterdam

28 September 2023 • Euronext, Amsterdam

Agenda

Time	Session
14:30 - 15:00	Guest Arrivals, Refreshments and Networking
15:00 - 15:05	Welcome to MarketMingle Amsterdam **Herman Prummel**, Country Executive Netherlands, Northern Trust
15:05 - 15:20	Perspectives on the Changing Market Landscape **Gary Paulin**, Head of Global Strategic Solutions, Northern Trust
15:20 - 16:00	ESG Investing and Oversight **Tom Zita**, Head of Business Development, Investment Data Science, Northern Trust **Valeria Dinershteyn**, Director of Sustainable Investing Client Engagement EMEA, Northern Trust Asset Management *How portfolio managers are structuring funds from an ESG perspective, how this feeds into analytics and regulatory reporting and how data science can help.*
16:00 - 16:15	Building an Orchestrated Ecosystem to Simplify the Investment Lifecycle **Gerard Walsh,** Global Head of Capital Markets Client Solutions, Northern Trust **Ricky Maloney,** Director, Sionic **Marisa Kershaw,** Director of Global Foreign Exchange Product, Northern Trust **Peter Herrlin**, Head of Capital Markets Client Solutions EMEA, Northern Trust *Interoperability from clearing through to trading.*
16:15 - 16:30	Tea / Coffee Break
16:30 - 17:10	Panel Session: Dutch Pension Reform: A New Investment Approach - Managing Risks under Wet Toekomst Pensioenen **Martin Korst,** Capital Markets Client Solutions, Northern Trust **David McPhillips,** Business Development Manager, Capital Markets, Northern Trust **Jan Tol**, Investment Consultant, Mercer **Robert Kavanagh**, Head of Investment Solutions , True Partner Capital
17:10 - 17:15	Closing Remarks **Benjamin Versluijs,** Head of Business Development Netherlands, Northern Trust
17:15 onwards	MarketMingle! *Networking, drinks and canapés.*

Speakers

HERMAN PRUMMEL

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Country Executive Netherlands, Asset Servicing, Northern Trust

Herman is responsible for business development and relationship management for Northern Trust in the Netherlands. He is closely connected to the Capital Markets product development for Institutional Investors such as Pension Funds and Investment Managers. Prior to joining Northern Trust, Herman was chief operating officer (COO) at Blackrock for the Benelux, Nordics, the Middle East and Africa, and the Isle of Man.

Herman earned a Master of Science degree (MSc) in Business Economics from Maastricht University, the Netherlands. He is also certified by the VBA & EFFAS (Dutch and European Association of Financial Analysts) as RBA and CEFA Charter holder.

BENJAMIN VERSLUIJS

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Head of Business Development Netherlands, Northern Trust

Based in Amsterdam, Benjamin is responsible for new business development in the Netherlands and the wider Benelux region. Benjamin has been working in financial services since 2003 and brings a wealth of knowledge in the Asset Owner and Asset Management market.

Benjamin is active in the Real Estate and Private Equity markets. Prior to joining Northern Trust, he worked in commercial and relationship management roles for financial institutions and local depositories in the Dutch, Belgium and French custody markets.

Speakers

GARY PAULIN
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Head of Global Strategic Solutions, Northern Trust

Gary is the Head of Global Strategic Solutions. His primary focus is managing Global Strategic Solutions new business opportunities and prospective clients through to onboarding.

Prior to taking up his current role, Gary was Global Head of Integrated Trading Solutions, Northern Trust's outsourced trading service. He joined Northern Trust in May 2016 with the acquisition of brokerage firm Aviate Global, where he was the co-founder and responsible for its product offering.

Gary has a Law Degree from Victoria University in New Zealand and a degree in Social and Political Science from Cambridge University in the UK. Prior to founding Aviate Global in 2007, Gary worked at Merrill Lynch in London in Equity Sales. He is also a registered representative with the FCA and FINRA and holds his Series 17 and 63 license.

TOM ZITA
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Hedge Fund Services & Head of Sales, Investment Data Science, Northern Trust

Tom Zita is based in New York and leads the business development efforts of Northern Trust's Investment Data Science business, globally and has over 25 years of sales experience in the financial services industry, representing services providers and vendors spanning fund administration, custody and front office analytic tools.

Tom joined Northern Trust in 2012 and previously worked for JPMorgan Hedge Fund Services (JPM's hedge fund administration business) and GlobeOp Financial Services prior to that.

Speakers

VALERIA DINERSHTEYN

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Director of Sustainable Investing Client Engagement, EMEA, Northern Trust Asset Management

Valeria Dinershteyn, Director of Sustainable Investing Client Engagement for EMEA at Northern Trust Asset Management, is responsible for education and innovation in the firm's sustainable investing capabilities. Within her role, she helps clients in developing new strategies incorporating ESG and climate considerations in their portfolios and investment philosophies. She is a frequent presenter on sustainable investing solutions at firm and industry meetings and events.

Prior to joining Northern Trust Asset Management in 2019, Valeria worked at Kempen Capital Management as a responsible investment specialist. In this role, she covered environmental engagement activities, helped clients develop and implement their responsible investing policies and contributed to the company's award-winning annual responsible investment (RI) report.

Valeria has broad international experience having studied in Russia, the U.S. and the Netherlands. She holds a bachelor's degree in linguistics and social studies from St. Petersburg State Polytechnical University (Russia), a master's degree in financial management from Nyenrode Business University (the Netherlands) and is a CFA charterholder.

GERARD WALSH

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Global Head of Capital Markets Client Solutions, Northern Trust

Gerard leads Northern Trust's Global Capital Markets Client Solutions group, covering Equities, Fixed Income, FX and Securities Finance. He is responsible for matching Capital Markets solutions to client needs, including new business development, Target Operating Models and strategic client relationships. Gerard joined Northern Trust in May 2016 with the acquisition of Aviate Global where he was Chief Business Officer.

Before joining Aviate Global in 2014, Gerard spent ten years at Schroder Investment Management where he had held a number of senior roles in institutional client-facing operational and project management.

Prior to Schroders, Gerard headed business change management at Telewest Communications (now Virgin Media) and worked in the consulting industry for Accenture and Deloitte. Gerard started his career with Mobil Oil in his native New Zealand before moving to Europe in 1998 to complete an MBA at SDA-Bocconi in Italy.

Speakers

RICKY MALONEY

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Director, Sionic

Ricky joined Sionic in January of this year from Eurex where he led their buy side fixed income trading & clearing sales strategy. Prior to this he has held multiple roles working within, or servicing the buy side, developing a strong understanding of their businesses, processes and systems. An expert in post trade Ricky is able to apply modern thinking to traditional FMI leveraging emerging technologies and his extensive network across the buy side, sell side, service provider and vendor community.

Ricky has a strong interest in Blockchain technologies, particularly the opportunities afforded by Tokenisation of assets, collateral and funds. He has undertaken courses at the Buffalo School of Management, INSEAD Business School and Duke University on the topics of Blockchain, Cryptoassets, Decentralised Finance, NFT's and Smart Contracts.

MARISA KERSHAW

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Director of Global Foreign Exchange Product, Northern Trust

Marisa Kershaw has over 15 years of experience in the financial services industry. In her current role as Specialist FX Product Manager, Marisa is responsible for product strategy, driving operational efficiency as well as focusing on profitability. A key component of her current role is helping to drive increased market share while mitigating risks, utilising technology to advance automation and process efficiency, as well as driving client satisfaction.

Marisa was an instrumental contributor at BNY Mellon in her previous role, with deep expertise in Capital Markets and a background in Sales and Implementation, Product Management, Trading as well as numerous areas in operations, and can bridge across all aspects of the business.

Marisa earned her degree in Physics with Astrophysics B.S.c. (Hons) from the University of Manchester.

Speakers

PETER HERRLIN
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Head of Capital Markets Client Solutions EMEA, Northern Trust

Peter Herrlin leads Northern Trusts Client Solutions Capital Markets group within EMEA. He is responsible for the business development and delivery of product led solutions to clients across the entire Capital Markets spectrum; working across the region with Asset Owners and Asset Managers to develop strategic client relationships.

Prior to joining NT, Peter spent 10 years at SEB in various senior leadership roles including heading up Prime Brokerage sales globally as well as leading the development of the UK institutional client business. Before joining SEB, Peter held senior roles running teams within equities and hedge fund sales at several US and European Investment banks, having started his career as a fixed income trader. He holds a Bachelor's degree from Boston University and an MBA from London Business school.

MARTIN KORST
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Capital Markets Client Solutions, Northern Trust

Martin leads our Capital Markets initiatives in Continental Europe. Before this, he served 8 years as Client Executive for innovative and complex Corporate & Institutional clients within the Dutch Client Service team at Northern Trust Amsterdam.

Before joining Northern Trust in 2008, Martin held several senior positions with brokers, hedge funds and trading companies. During his 23-year career, he has performed various roles in sales & relationship management. These include being responsible for business development and sales at The KyteGroup in London, where he was a member of the Executive Committee.

Prior to that, he acted as Managing Director for international derivatives broker InterOptions Brokerage and worked for Fortis Clearing International (now ABN AMRO Clearing N.V.) as a relationship manager.

Speakers

DAVID MCPHILLIPS
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Business Development Manager, Capital Markets, Northern Trust

David leads the sales effort for Portfolio Solutions clients located in the EMEA region. His responsibilities include business development and ensuring client satisfaction. David’s role includes engagement with clients, investment boards and investment consultants.

JAN TOL
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Investment Consultant, Mercer

Jan Tol is principal ALM consultant at Mercer. He advises both corporate pension funds, sectoral pension funds and APFs, amongst others in their strategic balance sheet management.

In addition to ALM, he has experience with monitoring (performance & risk) and strategic asset allocation (SAA). Jan is responsible for development and maintenance of all ALM-related solutions that Mercer Netherlands offers. In his current role he mainly focuses on the implementation of the New Pensions Act.

Speakers

ROBERT KAVANAGH
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Head of Investment Solutions, True Partner Capital

Robert Kavanagh is the Head of Investment Solutions at True Partner Capital and has 19 years of industry experience. In his role at True Partner Capital he works with the Firm's clients and together with the Firm's portfolio management and research teams to deliver effective solutions and market insights for investors.

Prior to joining True Partner in 2019, he spent 15 years at Goldman Sachs Asset Management, where he was an Executive Director within the Alternative Investments & Manager Selection (AIMS) group, which managed over $200 billion. Over this time, Robert was an investment professional covering hedge fund investments globally across multiple strategies and asset classes. He also worked on portfolio construction, asset allocation and the creation and management of customized portfolios, as well as with a wide range of institutional clients. Robert is a CFA charterholder and holds a First Class (Honours) BSc in Philosophy and Politics from the University of Bristol, UK.