THETRADE



PLUS: LESSONS TO BE LEARNED FROM THE US TO BOOST EUROPEAN ETF GROWTH

IN DEPTH: THE RACE FOR FIRST MOVER ADVANTAGE IN EUROPE'S EMERGING CROSSING NETWORK LANDSCAPE

MEET THE DESK WITH ROYAL LONDON ASSET MANAGEMENT

THE BIG INTERVIEW WITH GROUPAMA AM'S ERIC HELEINE IETRADENEWS.COM ISSUE 80 | Q2 2024

succession



of hedge funds in the changing US landscape postelection, his journey to the trading desk, and more.



THETRADE

2025 Media Kit

he TRADE has been the authoritative point of reference and editorial voice for the trading and execution industry for 20 years. It delivers insight to trading professionals at the world's largest and systemically vital asset managers and investment banks, resonating with an audience comprised of heads of trading desks, buy-side dealers, high-frequency traders, the sell-side, regulators, vendors and fintech innovators. We speak to our global audience through our daily online news, digital newsletters, quarterly magazine, bespoke print editions, proprietary and bespoke events, documentaries, webcasts, video interviews, surveys and research, and other rich media content.

12,000

NEWSLETTER

SUBSCRIBERS

5 million+

PAGE VIEWS IN 2024

128

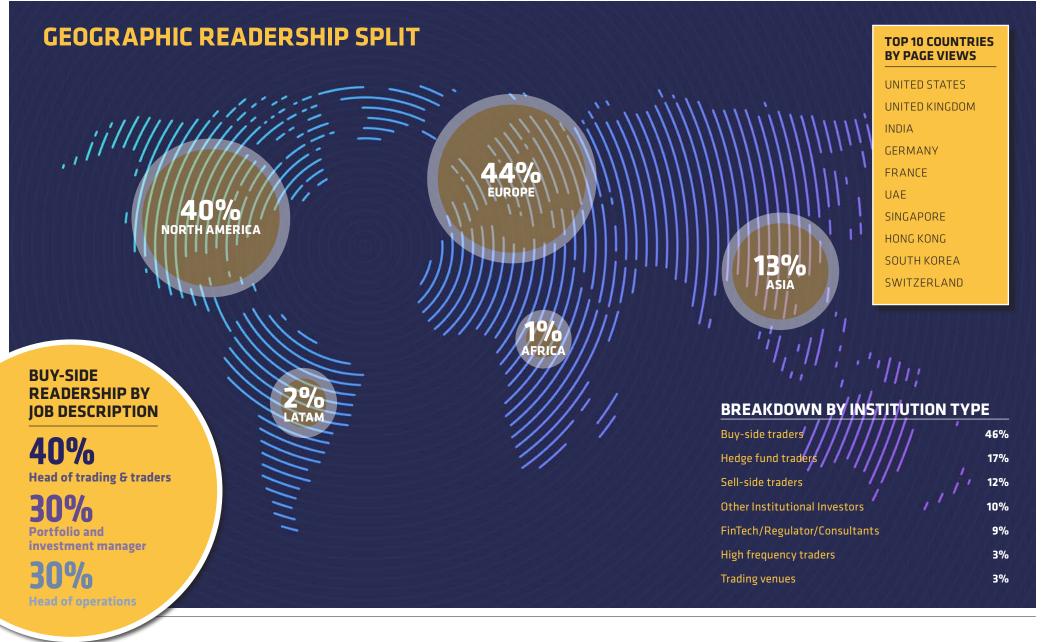
COUNTRIES OUR DIGITAL AND MAGAZINE CONTENT REACHES

20,000+

FOLLOWERS ON LINKEDIN 5,400+

NEW LINKEDIN FOLLOWERS IN 2024

AUDIENCE



WHAT WE DO



TT DIGITAL

The TRADE's digital channels include our website, daily editorial newsletter, webinar platform, and our TRADE TV multimedia section. The multimedia section encompasses our industry-leading documentaries, digital features and podcasts that explore core industry trends from new and dynamic perspectives.

• Deliver your marketing messages to The TRADE's specialist audience through our digital platforms. We have excellent options for branding, product promotion and lead generation. Our multimedia options also offer the chance to position your executives as opinion leaders in the industry.



TT MAGAZINE

For over 20 years, The TRADE has been the go-to publication for the trading community. Published on a quarterly basis, our flagship product reaches over 17,000 industry professionals worldwide, comprising a range of original premium content that unpacks the most important issues facing the trading and execution industry.

• Utilise our best-in-class magazine for brand exposure through advertising, and to demonstrate expert opinion through sponsored articles.



TT EVENTS

The TRADE's flagship awards gala Leaders in Trading attracted a record number of attendees in 2024, delivering another astoundingly successful evening. What's more, we hosted the inaugural Leaders in Trading New York, honouring outstanding individuals and firms across North America. More than 150 guests attended as The TRADE honoured the buy-side, sell-side, service providers, technology firms and venues.

• We host roundtable events that explore key topics across trading and execution. In recent years, roundtables have covered trading at the close and the growth of the retail segment. Get in touch to find out our thematic plans for 2025.



TT SURVEYS & RESEARCH

The TRADE's market leading industry surveys are utilised by some of the world's largest and most influential institutions to measure client perception in algorithmic trading and EMS usage for 16 years and 12 years respectively. What's more our Outsourced Trading survey, introduced in 2023 continues to grow apace. The results are published across three of our quarterly magazine issues throughout the year. Digital accreditations are available to providers to promote their succes

• Participate in our surveys to gain visibility as a leading provider in algorithmic trading, EMS and Outsourced Trading. Outstanding providers will be recognised through outperformer accreditations, and at the Leaders in Trading and Leaders in Trading NY awards ceremonies.

THE TRADE DIGITAL PRICING AND SPECS

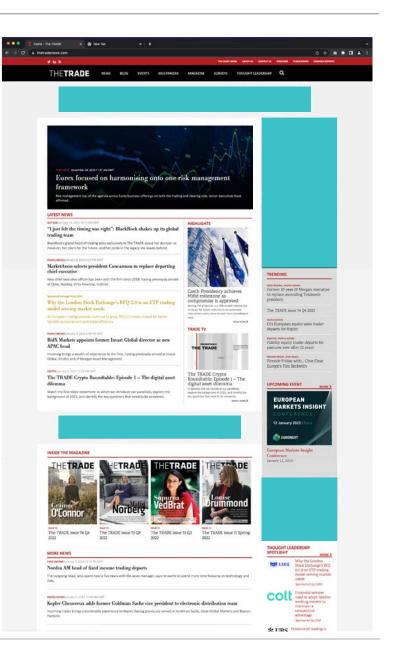
RUN OF SITE AD RATE	S	
Leaderboard	728x90	£80/\$100 cpm
Jumbo Leader	970x90	£80/\$100 cpm
Billboard	970x250	£80/\$100 cpm
HPU	300x600	£80/\$100 cpm
Island	300x250	£80/\$100 cpm
NEWSLETTER		
Top Banner	728x90	£1,050/\$1,350
Island	300x250	£1,050/\$1,350
Sponsored text link	Text	£1,300/ \$1,625

"The TRADE provides insights into market relevant topics through multiple lens: buy-side, sellside, exchanges, making it possible to holistically understand market impact."

SUPURNA VEDBRAT, FORMER GLOBAL HEAD OF TRADING, BLACKROCK

BANNER METRICS					
Name	Sizes	Average Monthly Impressions	Average Monthly Clicks	Average Monthly CTR	Average Viewability
Top Leaderboard	728x90/970x90	142,529	198	0.14%	53.31%
Mid Leaderboard	728x90	6,829	2	0.03%	56.13%
Bot Leaderboard	728x90	30,806	21	0.07%	33.98%
Top Island	300x250/300x600/300x1050	105,990	188	0.18%	71.72%
Mid/ Bot Island	300x250	105,349	14	0.02%	33.46%

SITE METRICS		TOP 6 COUNTRIES	
Average Monthly Pageviews	137,193	Country	Users
Average Monthly Visits	52,727	United States	36.33%
Average Monthly Unique Visitors	32,822	United Kingdom	14.32%
Average Site Viewability	48.80%	India	7.23%
Top Island	300x250/300x600/300x1050	Singapore	3.21%
Mid Island	300x250/300x600	Hong Kong	3.01%
Bot Island	300x250	China	2.77%



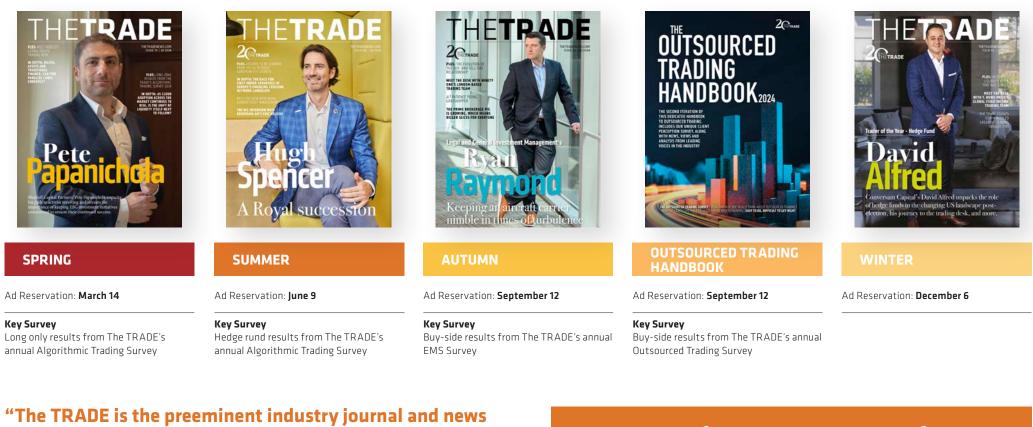
THE**TRADE SPONSORED THOUGHT LEADERSHIP ARTICLES:** DIGITAL AND PRINT



800 – 1000 words print (double page) and digital thought leadership article from £9,000

• POA for other combinations

MAGAZINE: 2025 EDITORIAL CALENDAR



"The TRADE is the preeminent industry journal and news source. It is a must-read for market participants who want to get the latest industry information, while also find in-depth interviews with a broad spectrum of their peers. The TRADE team's excellent relationships with the Street allows them insight from senior figures which is invaluable."

STUART LAWRENCE, HEAD OF EUROPEAN EQUITIES TRADING, UBS ASSET MANAGEMENT

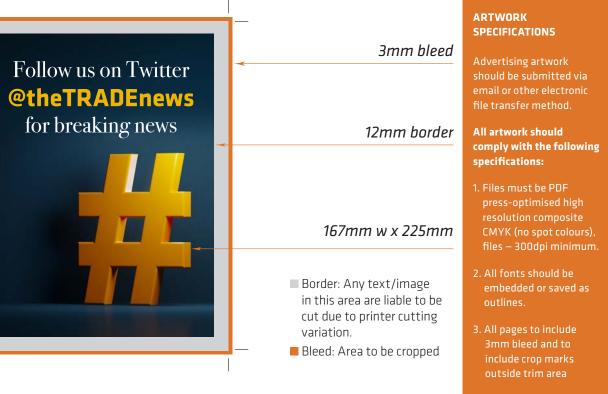
More than 14,000 Readers spent on average 9 minutes and 18 seconds reading the digital issue, reading an average of 38 pages

THE TRADE MAGAZINE PRICING AND AD SPEC

1x	2x	Зx	4x
£8,100	£7,290	£6,885	£6,480
\$10,530	\$9,477	\$8,950	\$8,424
1x	2x	Зx	4x
		-	
£15,100	£13,590	£12,835	£12,080
	£8,100 \$10,530	£8,100 £7,290 \$10,530 \$9,477	

Follow SWOP Standards and Specifications for advertising reproduction material and magazine Web offset printing unless otherwise specified. Ads that exceed specified size in any dimension are considered bleed or oversized, except spreads that bleed in the gutter.

PDF FILES ARE THE ONLY ACCEPTABLE MATERIAL FORMAT.



4. Files should be supplied at 100% size.

File submission Please address printing materials to: Stephan Slater stephan.slater@ thetradenews.com

8

Check List

- Correct page size
- 3 mm bleed

- All fonts to be flattened or vector (outlined)
- All images are linked and updated

• Resolution for gray scale and CMYK images should be at least 300 dpi

EVENTS: LONDON - LEADERS IN TRADING AWARDS

The Leaders in Trading awards evening is The TRADE's flagship event of the year, recognising the finest trading talent across the industry including asset managers, hedge funds, banks, brokers, exchanges and technology vendors. The awards acknowledge the biggest achievers in The TRADE's reputable Algorithmic Trading and Execution Management Surveys, as well as honouring the top buy-side traders and other market players in our editor's choice and innovation categories. Held, as always, at the prestigious Savoy Hotel in London, our 2024 event was another annual sell-out with a total attendance of over 300 guests, offering the opportunity to network with some of the biggest names in the industry and celebrate achievements throughout the year. This year we continue to grow and refine what has become a key fixture in the industry calendar.

- Algorithmic Trading Awards
- EMS Awards
- Editors' Choice Awards
- Buy-side Awards
- Lifetime Achievement Award
- Industry Person of the Year Award



EVENTS: NEW YORK – LEADERS IN TRADING US AWARDS



- Algorithmic Trading Awards
- EMS Awards
- Outsourced Trading Awards
- Editors' Choice Awards
- Buy-side Awards
- Lifetime Achievement Award
- Industry Person of the Year Award

The inaugural Leaders in Trading New York awards ceremony was a resounding success, with over 150 industry guests inattendance at the renowned Chelsea Piers in New York. This year's event promises to build on last year and will recognise the very best talent intrading and execution across North America. Awards will include the best regional performers in our Algorithmic Trading and Execution Management Surveys, as well as outperformers in Outsourced Trading, Editors' Choice, Buy-side trading and individual awards for North America.

For more information on sponsorship opportunities please contact Patrick Wright at **patrick.wright@ thetradenews.com**. Get in touch early to secureyour attendance!



GALA DINNER

Premium Table Sponsorship-\$16,000 Table of 10 guests Priority position in the room Full-page advertisement in dinner program

Table of 10 guests-\$12,000

Half-table of five guests - \$7,500

OTHER SPONSORSHIP OPPORTUNITIES

Champagne Toast - \$22,000

Pre-Dinner Cocktails - \$18,000

Post-Cocktail Party - \$19,500

Gifting - \$17,000

Red Carpet - \$19,000



"The TRADE is a great source of industry updates and information. The team are on top of regulation, market trends and the people side of the business. Their digital transformation has been impressive and has made the timeliness of their publications very useful. Their Leaders in Trading event is a highlight in the calendar each year."

MATTHEW MCLOUGHLIN, CHIEF COMMERCIAL OFFICER, LIONTRUST ASSET MANAGEMENT

THETRADE

MULTIMEDIA

ROUNDTABLES

Over the past couple of years, The TRADE has hosted roundtables on some of the industry's most pressing topics including trading at the Close, retail trading and institutional adoption of cryptocurrencies. We intend to host a number of roundtables in 2025, and are welcome to topic suggestions from the industry.

All of our proprietary video content is professionally filmed, edited, and promoted by The TRADE. Content is distributed via video segments across our extensive digital platform through multiple channels including the website, daily newsletter mailing list and social media: while each roundtable is also published as a full feature in our highly respected digital and print quarterly magazine editions. Both individual seats and full event options are available for sponsorship: get in touch with our sales team to learn more about opportunities.

SPONSORED ROUNDTABLE SEAT FROM £6,000

DOCUMENTARIES

Our documentaries achieve some of the highest engagement rates across the entire TRADE website, rewarding the high quality output and production that goes into them. In recent years The TRADE published its Dark Trading documentary series, sponsored by Liquidnet. For 2025 we are open to both partnership and co-sponsored documentary ideas. Do get in touch to discuss how your firm can be a part of this leading product.

DOCUMENTARY PROJECTS – £POA

TRADE TV

The TRADE's video production forms a key part of editorial and commercial portfolios, offering instant impact, greater visibility and high engagement rates though our digital and social media channels. Video coverage at industry conferences, with the editorial team's on-site, one-to-one interviews and fireside chats, provide instant collateral.

SPONSORED VIDEO INTERVIEWS FROM £2,500

WEBINARS

Our state-of-the-art webinar platform – offering live polls, downloadable content, and an interactive chat forum – allows sponsors to reach targeted audiences in jurisdictions around the globe through a live discussion around a focused topic or industry challenge.

SPONSORED WEBINARS FROM £15,000



THETRADE

OUTSOURCED PUBLISHING AND SUPPLEMENTS



NDFs trading: If you build platforms, the algos will follow

Following a string of new NDFs platforms launched into the market - particularly in Asia - and volumes continuing to grow, ANNABEL SMITH explores demand for NDF algorithmic trading capabilities on the buyside, unpacking the need for greater liquidity and transparency to take automation mainstream.

n-deliverable forwards (NDFs) have not always gone hand in hand with algorithmic trading, but in light of recent market developments, this could be about to change. The instruments have been pegged by the

buy-side as the next frontier when it comes to algorithmic trading efforts in the foreign exchange (FX) markets. Speaking to The TRADE at the TradeTech FX European conference in September, heads of trading said they intended to focus

their attention on understanding how to best develop and adopt algorithmic offerings tailored to these instruments. It is therefore unsurprising that the electronification of NDFs is being discussed on the main stage Continues on page 18

Outsourced publishing and supplements:

Alongside its flagship print title, The TRADE offers a range of bespoke and tailored publishing services. Ideal for conferences, events and unique themed supplements, these are highly versatile and available in both print and digital issues formats through our expert team of editorial, design and multimedia specialists.



The dark trading debacle - does anyone even care?

FOLLOWING A LAST-MINUTE DECISION FROM BRUSSELS IN MARCH TO PLUG AN ACCIDENTAL REGULATORY LOOPHOLE. ANNABEL SMITH EXPLORES WHAT MIGHT VE HAPPENED IF THE EUROPEAN MARKET WAS LEFT WITH NO CAPS ON DARK TRADING AND WHETHER THE EVENTS SIGNAL A WIDER ISSUE IN THE EUROPEAN REGULATORY MACHINE.

as of 28 March in the original Mifir text Introngin a late-minute fits to its secient allophole in dark trading reaves for annue are notered outcome to secient allophole in dark trading reaves for annue are notered outcome to foresting and the second outcome the second outcome to the secience of the second outcome to the second outcom







ORGES BANK INVESTMENT MANAGEMENT | NORDEA ASSET MANAGEMENT | DWS | MN | PCCM INVESTMENTS

Did CLS make the right call in not extending its cut-off after T+1?

DESPITE THE MULTI-CURRENCY NETTING SYSTEM'S DECISION COMING UNDER FIRE FROM BOTH THE BUY-SIDE AND CUSTODIANS, CLS HAS NOT SEEN A DROP OFF IN DAILY SETTLEMENT VALUES AND VOLUMES. SUGGESTING AT LEAST FOR NOW - THAT IT MAY HAVE BEEN THE RIGHT DECISION

in by CLS not to extend currency netting system was wise to stick The derivative system was write to obtain its cut-offs in the lead up to North America's shift to T-1 was met with concern from siveral corrers with concern from siveral corrers the transition to T+1 on 28 May that asset managers would face a lastsis post the implementation minute scramble to adjust their operation the data shows that perhaps the multiand trading to avoid pre-funding, bilatera

the US. However, according to an update in July, CLS had seen no decrease in average daily settlement values and volumes over the first month of T+1 in the US, though some trends were noted as emerging Contrinues on page

12

"My go-to source for all industry moves and headlines, be it via the website or the lightning fast Twitter feed. An invaluable publication for those of us running a Buyside trading desk."

> MIKE POOLE, HEAD OF TRADING, IUPITER ASSET MANAGEMENT

SURVEYS & RESEARCH

THE**trade**

The TRADE's research and survey product suite offers the trading and execution industry a benchmark and reference point. Our product ranges from our annual flagship EMS, Algorithmic Trading and Outsourced Trading surveys to bespoke products for individual firms looking to utilise The TRADE's network and platform to obtain essential data and information.

Execution Management Systems Survey:

THETRADE

TRADING

Overall Outperforme

Company name

SURVEY HEDGE FUNDS

ALGORITHMIC

The TRADE has conducted its industry-leading survey into execution management systems for the past 13 years. The survey looks at market trends in the EMS space and client perception of vendors, rating their EMS offering across 13 functional criteria, including key service aspects such as reliability and availability, postimplementation client service and FIX capabilities. The survey runs from May through to July, with results published in the Q3 edition of the magazine.

THETRADE

EXECUTION

FlexTrade

MANAGEMENT

EMS SURVEY

Algorithmic Trading Survey: Long-only and Hedge Funds

Long-only and Hedge Funds The TRADE has been collecting market intelligence and client perception data on algorithmic trading for the past 18 years. Buy-side traders are asked to rate their algo provider(s) across 15 aspects of service, including key areas such as execution consistency, increased trader productivity and access to dark or alternative liquidity. The data collection period runs from December to February, the published results are then broken down into long-only and hedge fund responses and published in the Q1 and Q2 editions of the magazine respectively.

Outsourced Trading Survey:

Brought to you in partnership with Ergo Consultancy, 2025 will mark the third year of our Outsourced Trading survey. Clients including asset managers, hedge funds and asset owners, are asked to rate their providers across nine key categories, including coverage, execution, client service, trade decision support and IPO process and allocations. This survey results and write-up is published annually in September, as part of a dedicated OT supplement.

THETRADE

LONG-ONLY

Execution Consistency Company name

ALGORITHMIC



Top performers in this year's surveys will be recognised at The TRADE's annual Leaders in Trading and Leaders in Trading New York awards. For information please contact Karen Delahoy +44 (0)20 7397 3826 karen.delahoy@thetradenews.com



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The TRADE magazine is a carbon neutral print product. We are committed to eco-friendly production and sustainable printing using:

– carbon neutral printing using offshore wind electricity, vegetable oil based inks and FSC^{\otimes} certified paper

- carbon neutral packaging produced from sugar cane



