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SOLUTIONS IN GLOBAL MARKETS

CROSS ASSET | INVESTING • HEDGING • FINANCING |

# PRIME SERVICES



CROSS ASSET SERVICES  
FOR A CHANGING ENVIRONMENT

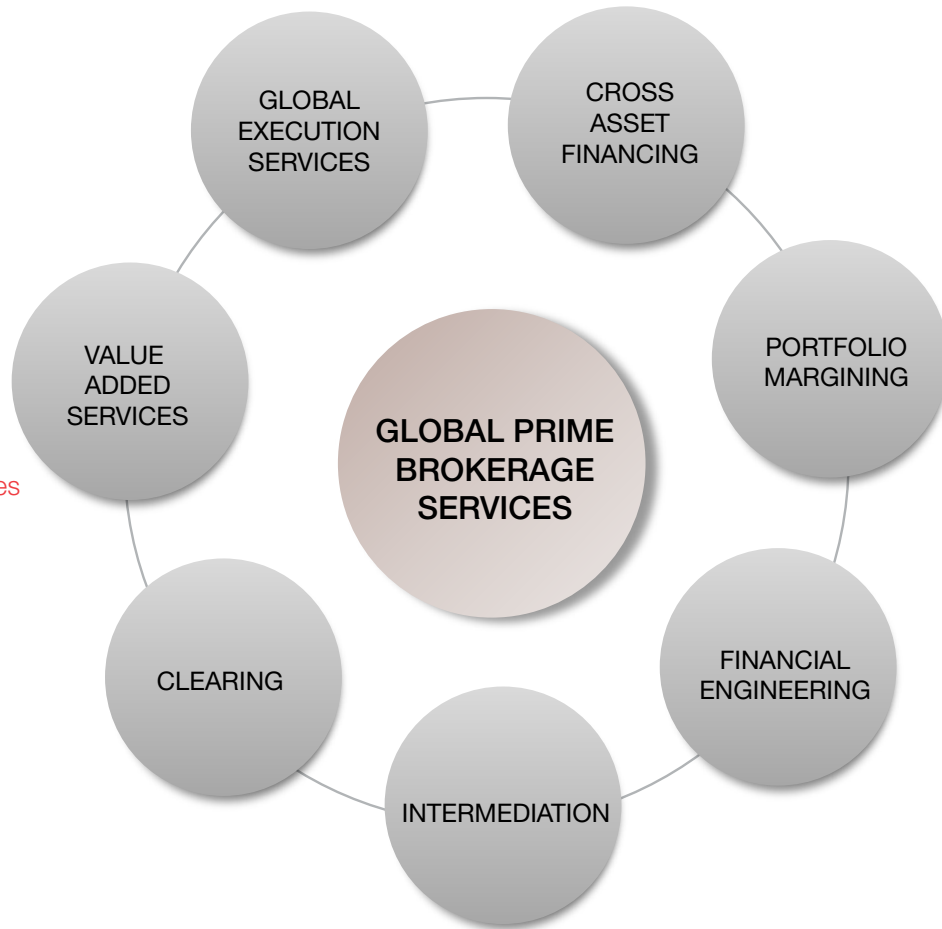
# A global award winning Prime Brokerage proposition that offers agile solutions via a single platform

Multi-Asset,  
Multi-Instrument

Balance sheet  
strength

Fully integrated  
global execution capabilities

Capital Introductions and  
Alternative Investments  
Consulting



Cross Asset  
solutions

Cross Asset  
research

Single entry  
point

Smarter  
Liquidity



Best Global Multi-Asset  
Prime Brokerage

2017 HEDGE FUND JOURNAL



Hedge Funds  
Prime Brokerage Sales  
Outstanding Contribution

2016 HEDGE FUND JOURNAL



Best FCM Overall  
Best Capital Introduction  
Service

2016 CTA INTELLIGENCE



Best Overall Prime Broker  
Best Prime Broker – Capital  
Introduction  
Best Prime Broker – Emerging  
Markets  
Best Prime Broker – Innovation

2016 HFM WEEK



Bank of the year  
Banks, brokers and market  
makers category

2016 FOW

**Truly cross asset**  
**Comprehensive platform in both cash and synthetic instruments**  
**Global offering across execution, financing and clearing**  
**Holistic approach to balance sheet allocation**

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**Largest execution and clearing broker of ETD's in the world** (13% global market share)

Award winning **Capital Introduction team**

1.5 billion contracts cleared in 2016

**Leading market commentary on hedge fund performance**

**Unrivalled market access** to 130+ markets and execution venues

**Broad client base, including more than 1,000 hedge fund strategies**

5% share of European market share in specials and hard-to-borrow

**Portfolio cross-margin capabilities** based on a proprietary Monte-Carlo Value-At-Risk model

€33 billion clients assets on deposit globally<sup>(1)</sup>

**Deep and stable global equity inventory**

Providing access to the full global suite of products and services of Societe Generale group including Lyxor and Securities Services

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**SERVICING**

**Hedge Funds**

**CTA's**

**Pension Funds**

**Asset Managers**

**Financial Institutions**

**Brokers**

**Proprietary Trading Groups**

**Investors**

**Managers**

# GLOBAL PRIME BROKERAGE SERVICES

**A single sales team providing cross asset solutions across Equities, Fixed Income, Credit, Commodities, Foreign Exchange, Listed Derivatives**

## EQUITY PRIME BROKERAGE

### Enhanced Client Experience

- Providing both cash and synthetic solutions
- Ability to net margin across asset classes for example: Futures and options, Cash Equity, Synthetic, OTC Options and VAR Swaps
- A deep and stable global equity inventory from both internal and external sources
- Innovative financing solutions across the complete range of Securities Finance and Delta One structures: Swaps; Stock Loan; Repo and Synthetic Financing
- Synthetic exposure to Emerging and Developed Markets
- All via a single platform

### Execution

- Global Execution Services in both cash equity and listed derivatives products
- Global execution via Voice (inc. care), DMA, Algos
- 24x6 follow the sun coverage
- Access to 130+ global markets and execution venues
- Cross asset client connectivity
- Quantitative Algos with bespoke capabilities
- Transaction Cost Analysis

### Securities Financing

- Dynamic Portfolio Swap and CFD - Synthetic offering
- Auto-borrow facilities
- Multiple Inventory sources
- Stable financing partner with access to deep internal and external inventory sources
- Bespoke financing solutions with expertise in hard-to-borrow securities, outperformance trades and financing
- ETF's, convertible bonds via cash and synthetic

### Clearing, Custody and Settlement

- Global network - Presence in 74 countries
- Client asset segregation
- Automated Corporate Action services, with online client access via Pulse client portal

## SECURITIES FINANCE SOLUTIONS

### We offer several solutions:

- Short covering
- Portfolio financing
- Cash reinvestment
- Outperformance
- Collateral optimisation

### Products and services we cover:

- Securities Lending and Borrowing
- Repos and Reverse Repos
- Equity, Index and Sector Swaps
- Dynamic Portfolio Swaps
- Synthetic Forwards
- European Div Swap Futures
- Single stock and MSCI Index Futures
- Futures on swaps
- Custom & thematic baskets
- Customised & bespoke hedging solutions

### INNOVATIVE FINANCING SOLUTIONS

- Complete range of Securities Finance and Delta 1 structures: Swaps; Stock Loan; Repo, Futures
- Synthetic Financing
- Synthetic exposure to Emerging and Developed Markets
- Global Sales-Trading teams with regional expertise

### GLOBAL MARKET INTELLIGENCE SERVICE

- Extensive range of publications
- Market access in order to track, monitor and analyse corporate actions
- Market Insights and trade ideas
- Dedicated website and news alerts

### OPTIMISING RETURNS ON PORTFOLIOS

- Portfolio Analysis: including corporate action, strategies and collateral transformation
- Capturing additional Alpha from special situations
- Repo/Reverse repo on global equity; sovereign, corporate and high yield bonds

## FIXED INCOME PRIME BROKERAGE

### Financing & Cash management

- Dedicated repo desks in Europe, USA and Asia-Pac
- Expertise in hard-to-borrow securities
- Repo or margin lending solutions to financing requirements
- Agency cash management solutions & Agency

### Derivative Servicing

- OTC Derivative Intermediation
- OTC Derivative Clearing
  - Rates
  - Credit
- Listed Derivative Clearing
- Consolidated reporting via PULSE online portal
- Portfolio Cross Margining

### Custody & Settlement

- Extensive Societe Generale network
- Sub-custodian network to meet local regulations
- Settlement on all CSDs, major markets and local markets
  - EuroClear, ClearStream, DTC

# Largest execution and clearing broker of listed derivatives in the world with 13% global market share

## LISTED AND OTC DERIVATIVES

Powerful infrastructure and personnel investment with high volume capability and scalability

**Top 3** of FCM<sup>(1)</sup> in the world based on segregated funds in the US

**No1** in clearing and execution volumes on many global derivatives platforms

Customer funds (B\$) as of October 2016		
Rank	Futures Commission Merchant	Segregated funds & Pt. 30 (\$)*
1	GOLDMAN SACHS & CO	31,100,000,000
2	JP MORGAN SECURITIES LLC	22,100,000,000
<b>3</b>	<b>SG AMERICAS SECURITIES LLC</b>	<b>19,100,000,000</b>
4	MORGAN STANLEY & CO LLC	18,200,000,000
5	MERRILL LYNCH PIERCE FENNER & SMITH INCORPORATED	16,100,000,000
6	UBS SECURITIES LLC	13,000,000,000
7	CITIGROUP GLOBAL MARKETS INC	9,500,000,000
8	CREDIT SUISSE SECURITIES (USA) LLC	8,500,000,000
9	BARCLAYS CAPITAL INC	8,300,000,000
10	ADM INVESTOR SERVICES INC	4,800,000,000
<b>Top 10</b>		<b>151,000,000,000</b>

Membership of all major CCP venues

\*Source: CFTC assets under management Oct 2016.

- Dedicated global 24 hour client service and relationship model
- One to one support and guidance in OTC Clearing and On-boarding
- Collateral management facilitation and financing across Prime Brokerage and Listed Derivatives accounts



- Commitment to clearing; Key participant in industry and regulatory bodies
- Dedicated to long-lasting partnerships with clients across the SG franchise
- Multi-asset cross-product margining; OTC bilateral, OTC cleared and Listed Derivatives via a single platform
- Commitment to support a variety of clearing models including indirect clearing

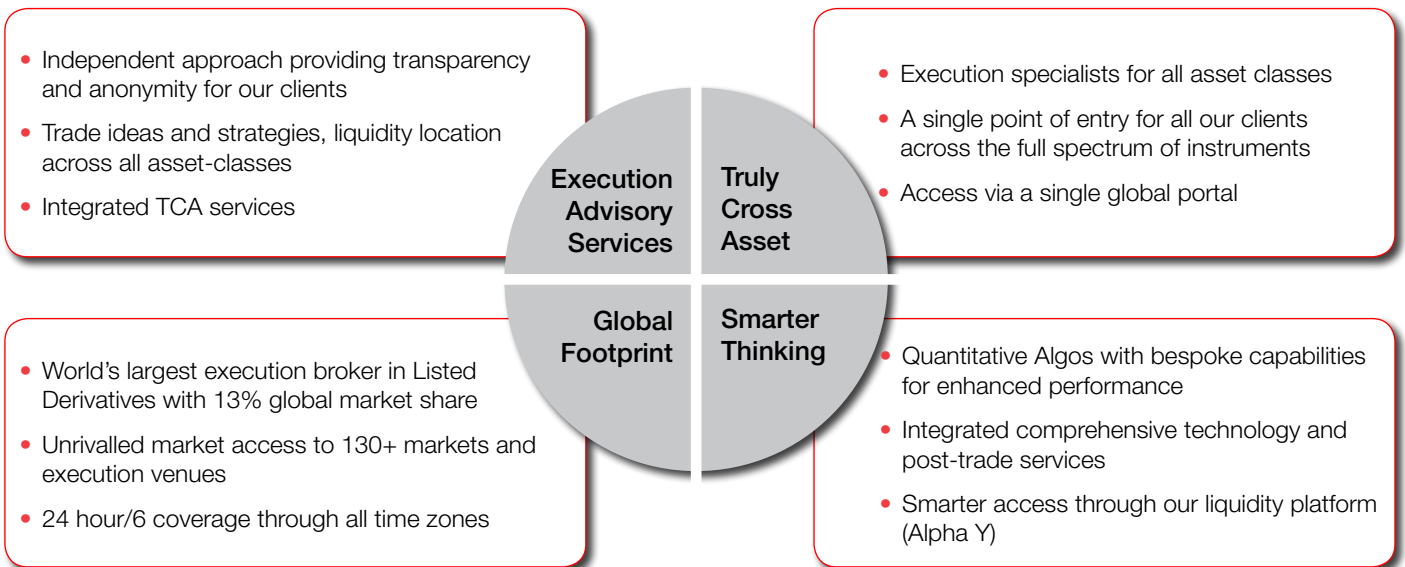
- Memberships of all major CCP venues; on 60+ derivative and 25+ stock exchanges
- Real-time comprehensive central clearing platform offering for IRS, CDS and FX
- Flexible reporting for front, middle and back-office with online facilities
- Pre and Post-trade allocation, online facilities
- Average pricing calculation and posting
- Real-time client trade reconciliations



**With over 150 dedicated execution specialists across the world,  
and unrivalled access to 130+ markets and exchange venues,  
Global Execution Services is truly cross asset**

**GLOBAL EXECUTION SERVICES**

A client focused premium service dedicated to finding the right solutions for all your execution needs



**Providing a full service from No-touch to Voice**



## FX PRIME BROKERAGE & FX CLEARING

### TRADITIONAL FXPB

- Full service FXPB offering including extensive network of executing dealers and ECNs
- Access to both a principal and agency execution desk
- Broad range of instruments, currencies and currency pairs including metals
- Follow-the-sun client support model

### OTC FX CLEARING

- NDF clearing capabilities on CME and LCH out of U.S. and U.K. FCM
- Close working relationship with CME, LCH and Eurex including product development and roll-out
- First mover in executing dealer and customer NDF clearing
- Unique hybrid cleared / uncleared functionality

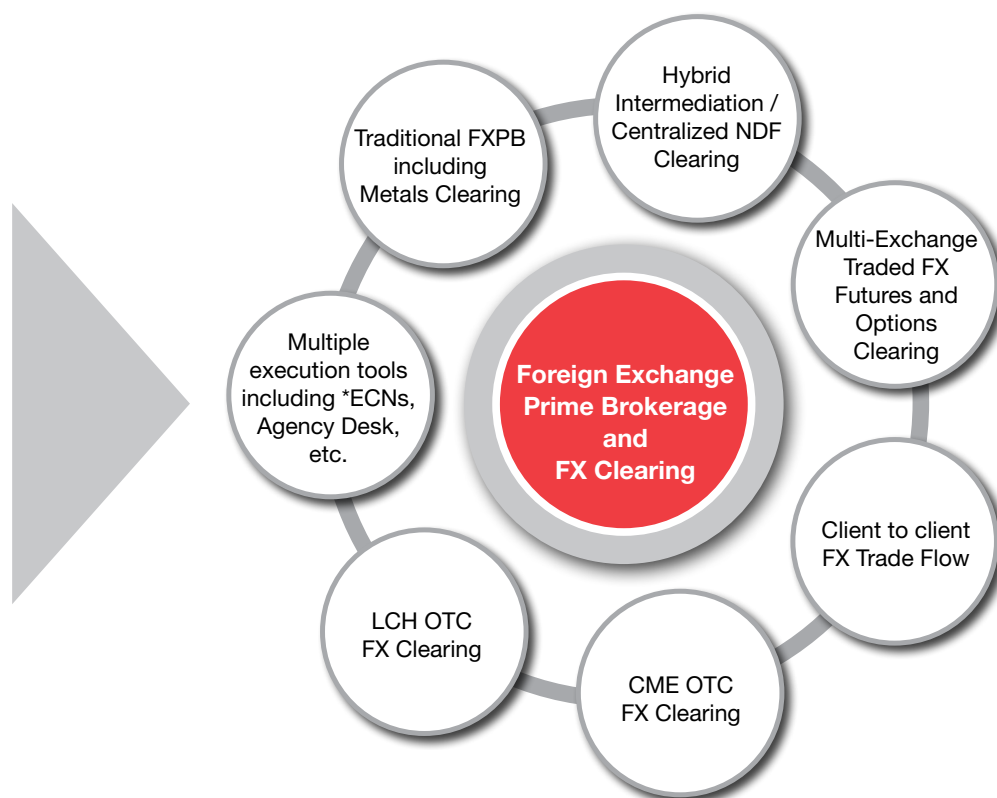
### EXCHANGE TRADED FX CLEARING

- League table leading clearer on CME
- Access via on CME, ICE, Eurex, CME Europe, DGCX and SGX
- Advisory role in exchange product enhancement (i.e. transforming exchange traded FX to be more OTC like)
- Cross-margining between OTC and exchange traded FX contracts
- Consolidated reporting and client service model
- Cleared / uncleared functionality

### CLIENT-TO-CLIENT TRADING

- Matching price makers and takers on mutually attractive flow
- Supporting Spot, NDFs and Options
- Addresses traditional dealer spread widening from uncleared margin rules
- New as opposed to recycled liquidity

As an integral and inextricable component of Prime Services, our hybrid FXPB and FX Clearing offering is more comprehensive than most providers which tend to straddle different reporting lines and functionalities.



## PORTFOLIO CROSS-MARGINING

We support portfolio margining across products and asset classes, giving clients ability to maximise capital efficiencies across all OTC and listed portfolios.

### WE OFFER A MATURE CROSS-MARGINING SERVICE, COVERING ALL PRODUCTS – CLEARED AND NON-CLEARED

VaR  
Monte-Carlo based  
Imagine's dynamic and versatile platform

Single call, single currency

Daily reporting and detailed risk analysis, including position by position drill-down

Intraday real time risk monitoring

Margining across multiple cash and derivatives clearing venues plus bilateral OTC, where permitted.



# Award-winning team of 22 investment professionals located in London, New York, Chicago, Hong Kong, Tokyo and UAE that serves alternative investment allocators and managers globally

## CAPITAL INTRODUCTIONS AND ALTERNATIVE INVESTMENTS CONSULTING

For alternative investment allocators and managers, Capital Introductions and Alternative Investments Consulting are a go-to resource and point of reference for industry information

### HOW DO WE WORK WITH INVESTORS?\*

- Build an in-depth understanding of the investor's allocation approach to alternative investments
- Make targeted introductions to alternative investment managers in order to assist with portfolio objectives
- Host educational workshops and events, in addition to conferences and showcases for investors to meet with managers

### HOW DO WE WORK WITH MANAGERS?\*

- Throughout a funds life cycle we help managers to navigate the global investor landscape
- Build a customised program to identify appropriate sources of capital and interested investors
- Provide roadshow assistance and participation in Prime Services educational and networking events
- Provide insight on alternative investments industry developments, news flow and regulatory changes

\*Where regulations permit

### DEEP CONNECTIVITY WITH ALL INVESTOR GROUPS

- Sovereign Wealth Funds
- Public & Private Pensions
- Insurers
- Consultants
  
- Family offices & Wealth Managers
- Asset Managers & Fund of Hedge Funds
- Fund Distribution Platforms
  
- Seed & Acceleration
- Managed Account Platforms



### INDUSTRY LEADING MARKET COMMENTARY

Thought-provoking papers and notes covering a wide range of alternative investment strategies and issues.

### SOCIETE GENERALE HEDGE FUND INDICES:

Suite of performance benchmarks covering CTA, Macro, Commodity and Volatility trading strategies

### STATISTICAL REPORTING

**In-depth knowledge and proprietary database of over 20,000+ programs used to provide quantitative analytics and qualitative strategy information to assist investors.**

These include:

- Societe Generale Manager Evaluation Reports – in depth statistical analyses incorporating proprietary metrics
- Nelson Report – Weekly statistical performance analysis
- Monthly Performance Estimate Flash Report
- In depth customised strategy screenings
- Peer group analysis and customised benchmarking indices

# CUSTOMISED SERVICES

**A global team with regional expertise across all asset classes, and client types. Providing clearing collateral management and agency lending services**

## Agency Lending, Collateral Management and FX Hedging

- Cross Asset Securities Lending of Custody and third party clients, with a cash reinvestment capability
- Programmes are structured around the client's risk profile using both cash and non cash collateral
- Tailored cash reinvestment programmes are available
- "Turn-Key" offering from front to back including Lender indemnities
- Clear framework to mitigate various risks associated to the trade flows and operate programs in a secured and transparent manner

### CUSTODIAL LENDING

- The agent is also the client's custodian
- STP connections with the custody system
- The Agent lends, in its capacity as agent, to the approved borrowers

### THIRD-PARTY LENDING

- The Agent is not the custodian holding the client's assets
- The Agent lends as a third-party agent to the approved borrowers
- The Agent sets up securities and data flows with the custodian

### CUSTODIAL FX HEDGING SERVICES

- We offer share class hedging, passive currency hedging and multi-currency hedging. These solutions help you manage currency risk and mitigate operational risks while enhancing returns of your portfolio.

## CLEARING COLLATERAL MANAGEMENT

- Providing margin financing on cleared portfolios
- Innovative and bespoke financing solutions
- Internal Advisory and Agency financing solutions for efficient collateral management

## AGENCY COLLATERAL MANAGEMENT

TEMPO is a cross-asset collateral management outsourcing solution for OTC, cleared and non-cleared, Listed derivatives, Repo and Securities lending. This solution covers the whole value chain of collateral from trade management to reporting and gives you direct access to High quality collateral pools via the Agency Lending desk.



## FINANCIAL ENGINEERING

Customised solutions through our bespoke and innovative financial engineering services for clients helping them launch, support and build their business; working on projects from inception through to delivery

### Expertise:

Highly experienced professionals with background from all sectors

### Adaptability:

Implementation of products and solutions that are in line with regulatory change ensuring easy roll out

### Innovative Approach:

- Agency Model
- Partnership with our clients
- Transparency
- Dedicated delivery
- Customised solutions provider

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Societe Generale Prime Services part of the Global Markets' division of Societe Generale Group is the firm's prime brokerage business, offering a unique combination of execution, clearing, custody and financing services. It is truly multi-asset and multi-instrument across Listed Derivatives, Equities (Cash/synthetic), FX, Fixed Income and

OTC Cleared. As a firm offering world leading derivatives brokerage services, unrivalled access to 125+ markets and exchange venues, Societe Generale Prime Services provides its clients an extensive pool of liquidity and tailored value added services.



## CONTACT DETAILS:

### Prime Services

EMEA	Americas	Asia-Pac	Continental Europe
EMEA-PRM-Sales@SGCIB.com	AMER-PRM-Sales@SGCIB.com	APAC-PRM-Sales@SGCIB.com	C.EUROPE-PRM-Sales@SGCIB.com

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Please refer to our websites

<http://www.sgcib.com/>

<http://www.execution.socgen.com/>

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