

Collateral managers had a very busy 2017, with new margin rules going into effect and firms figuring out how to manage their cash and other assets to meet the new requirements in the most efficient way. The collateral management space will continue to mature in 2018 with different industry players increasingly working together to build a connected and more efficient ecosystem for collateral management.

This infographic looks at market participants' collateral priorities for the coming year. The quotes and charts were taken from a recent DerivSource webinar, including live audience polls and featuring panellists from **DTCC-Euroclear GlobalCollateral**, **Northern Trust**, **Elixium** and sponsor **Lombard Risk**. View the webinar: [The New Collateral Management Ecosystem: How to Simplify the Trade to Settlement Journey](#).

Lombard Risk COLLINE



Beyond the continuing priorities of optimisation and liquidity access, like other market participants, we will need to work towards initial margin and segregation compliance for our clients over the next year, even though most of our client base is not impacted by initial margin rules until 2019 or 2020. Collaboration between the different players in the ecosystem will be a continued theme to ensure the industry comes up with an efficient solution for this.

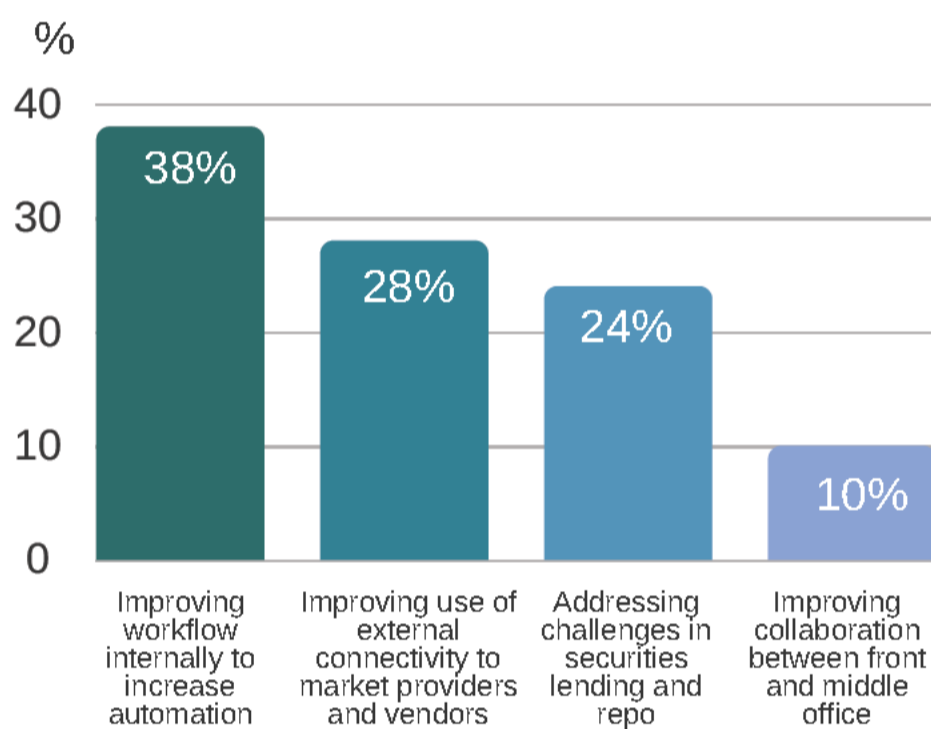
John Southgate, Senior Vice President, Head of Derivatives & Collateral Product Management, EMEA, Northern Trust



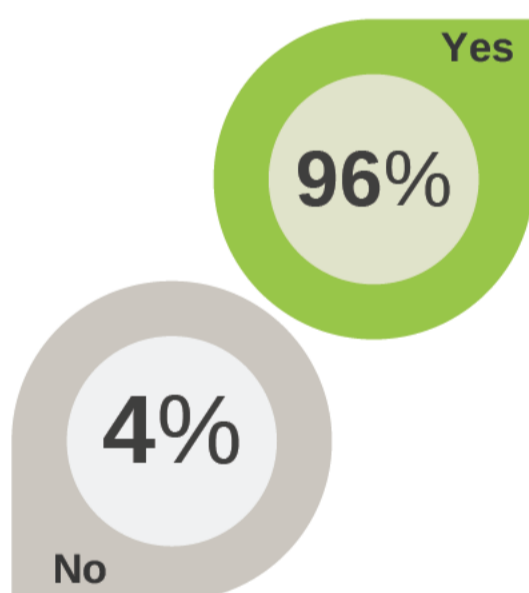
At Lombard Risk, we recently launched our exchange traded derivatives module and are adding Equity SBL early 2018. This will enable us to become a truly cross-asset collateral management solution. In 2018, we will work towards offering a more complete cross-asset, front-to-back collateral management solution, expanding connectivity with CCP's, triparty agents, triResolve and other market participants as we help build the most mature collateral management ecosystem.

Richard Gomm, Head Of EMEA, COLLINE Collateral Management

Beyond regulatory compliance, what will be your main focus in 2018 in collateral management?



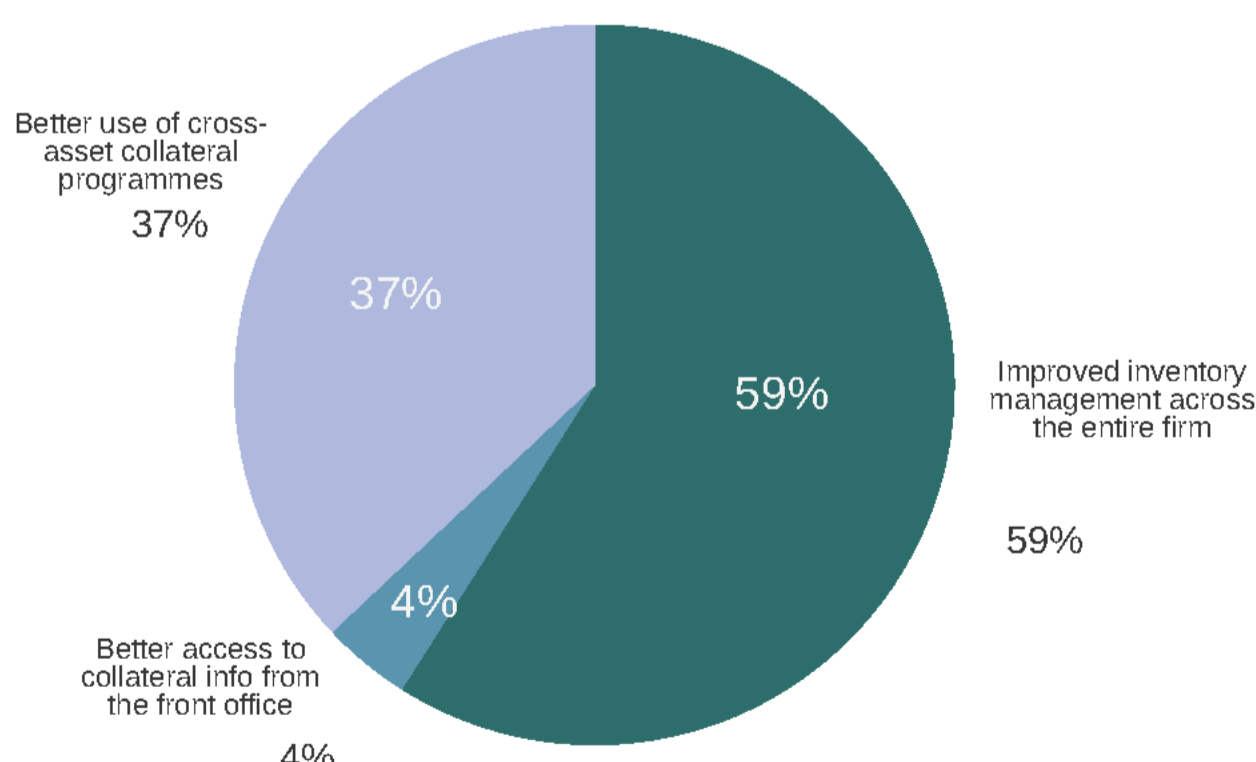
Do you believe increased collaboration among vendors and market infrastructure providers is beneficial to your collateral management operations and the industry?



The market will become more mature in 2018, and as firms move forward with complying with regulations, life will get easier. At Global Collateral, we plan to make sure we have everything in place to support Asia and to support other asset classes, and to take in additional feeds as required from sources like Lombard Risk. After piloting our offering at the end of 2017 we will focus on building our community in 2018.

Elena Staloff, Executive Director, DTCC-Euroclear GlobalCollateral

What changes would best improve your liquidity management and collateral optimisation?



The focus will be on building ecosystems and matching counterparties. We will be looking to sign up more institutions to our MTF in Europe once MiFID II has gone live and freed up legal resources, as well as in the US where we recently acquired our ATS licence. The demand for products such as ours, and ecosystems such as that which we're looking to provide with our partners, is clearly growing, so we're expecting some good things in 2018.