



## Scope

This document applies to Liontrust Investment Partners LLP (“Liontrust”).

## Summary

Under the EU Markets in Financial Instruments Directive (MiFID II) Liontrust is required to take all sufficient steps to obtain the best possible result (or “best execution”) when executing orders on behalf of it’s clients. The European Securities and Markets Authority (ESMA) requires investment firms such as Liontrust to provide information on execution quality and to disclose the top five execution venues for each asset class it has traded with over the previous year. The MiFID II Regulatory Technical Standard (RTS) that outlines this requirement is RTS 28. Liontrust will publish the relevant execution information on it’s website in order to provide full transparency for it’s clients and other such market participants.

## Linked Policies

The following policies should be read in conjunction with this Policy:

- [Order Execution Policy](#)
- *Counterparty Selection Policy*
- *Broker Selection Process*

## Policy Administration

<b>Owner</b>	Matthew McLoughlin
<b>Governance Owner</b>	<i>Liontrust Investment Partners Management Committee</i>
<b>Effective Date</b>	30 <sup>th</sup> April 2018
<b>Review Cycle</b>	Annually

## Version Control

Version	Date	Edits Made By	Change Details
1	23/04/2018	Matthew McLoughlin	RTS 28 Initial Report



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## Overview

Under the EU Markets in Financial Instruments Directive (MiFID II) Liontrust is required to take all sufficient steps to obtain the best possible result (or “best execution”) when executing orders on behalf of its clients. The European Securities and Markets Authority (ESMA) requires investment firms such as Liontrust to provide information on execution quality and to disclose the top five execution venues for each asset class it has traded with over the previous year. The MiFID II Regulatory Technical Standard (RTS) that outlines this requirement is RTS 28. Liontrust will publish the relevant execution information on its website in order to provide full transparency for its clients and other such market participants.

The financial instruments covered by this policy include:

- Equities and Equity-like securities
- Fixed Income securities
- Money market and cash instruments
- Exchange-traded Derivatives
- OTC (over the counter) Derivatives
- Forward Foreign Exchange/NDF

## MiFID II RTS 28 Reporting

The data available in this document outlines the top five execution venues by volume traded during the period 1<sup>st</sup> January 2017 to 31<sup>st</sup> December 2017. This data is split by asset class and the percentage share of total volume for each venue are provided. The definition of “venue” will be different depending on the asset class in question. For example, for equities and equity like instruments, the venues will be our counterparties, rather than the underlying exchanges, whereas for Fixed Income securities, a portion can also be traded directly on a Multi-Lateral Trading Facility (MTF), which can be reported as a venue. Each venues is clearly named in the RTS 28 data provided.



## RTS 28 Data

### Equities - Shares & Depositary Receipts

Period start 01/01/2017	Interaction	Class of Instrument
Period end 31/12/2017	Placement	Equities - Shares & Depositary Receipts
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
Jefferies International Limited   S5THZMDUJCTQZBTRV198	7.82	12.28
RBC Europe Limited   TXDSU465XBWIGJ8G8E98	7.82	16.84
Goldman Sachs International   W22LROWP2IHZNBB6K528	7.54	13.85
LIQUIDNET EUROPE LIMITED   213800ZIRB79BE5XQM68	6.43	3.79
Merrill Lynch International   GGDZP1UYGU9STUHRDP48	5.31	11.35
Notification if <1 average trade per business day in the previous year		
N		

### Debt Instruments, Bonds

Period start 01/01/2017		Class of Instrument
Period end 31/12/2017		Debt instruments, Bonds
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
Goldman Sachs International   W22LROWP2IHZNBB6K528	28.56	14.97
J.P. Morgan Securities PLC   K6Q0W1PS1L1O4IQL9C32	22.37	19.73
HSBC BANK PLC   MP6ISZYZBEU3UXPYFY54	22.26	19.73
BARCLAYS BANK PLC   G5GSEF7VJPSI7OUK5573	8.55	8.16
THE ROYAL BANK OF SCOTLAND PUBLIC LIMITED COMPANY   RR3QWICWWIPCS8A45074	4.35	8.16
Notification if <1 average trade per business day in the previous year		
N		

### Debt Instruments, Money markets instruments

Period start 01/01/2017		Class of Instrument
Period end 31/12/2017		Debt instruments, Money markets instruments
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
HSBC BANK PLC   MP6ISZYZBEU3UXPYFY54	63.68	66.66
J.P. Morgan Securities PLC   K6Q0W1PS1L1O4IQL9C32	31.72	16.67
Citigroup Global Markets Limited   XKZZ2JZF41MRHTR1V493	4.6	16.67
Notification if <1 average trade per business day in the previous year		
Y		



### Interest Rate Derivatives

Period start 01/01/2017		<b>Class of Instrument</b>
Period end 31/12/2017		Interest Rate Derivatives
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
DB   7LTFWZYICNSX8D621K86	100	100
<b>Notification if &lt;1 average trade per business day in the previous year</b>		
Y		

### Credit Derivatives

Period start 01/01/2017		<b>Class of Instrument</b>
Period end 31/12/2017		Credit Derivatives
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
UBS   REYPIEJN7XZHSUI0N355	99.89	98.1
BARC   G5GSEF7VJP5I7OUK5573	0.11	1.9
<b>Notification if &lt;1 average trade per business day in the previous year</b>		
Y		

### Currency derivatives, Swaps, forwards, and other currency derivatives

Period start 01/01/2017		<b>Class of Instrument</b>
Period end 31/12/2017		Currency derivatives, Swaps, forwards, and other currency derivatives
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
State Street Bank and Trust Company   571474TGEMMWANRLN572	57.4	66.09
The Bank of New York Mellon   HPPFHU00Q28E4N0NFVK49	24	22.6
The Northern Trust Company   6PTKHDJ8HDUF78PFWH30	18.6	11.3
<b>Notification if &lt;1 average trade per business day in the previous year</b>		
N		



**Equity Derivatives**

Period start 01/01/2017		Class of Instrument
Period end 31/12/2017		Equity Derivatives
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
Goldman Sachs International   W22LROWP2IHZNBB6K528	32.3	28
Morgan Stanley   4PQUHN3JPFQFN3BB653	15.3	4
RBC Europe Limited   TXDSU46SXBWIGJ8G8E98	14.9	21
Natixis   KX1WK48MPD4Y2NCUIZ63	8.4	12
Jefferies International Limited   S5THZMDUJCTQZBTRVI98	7.1	7
<b>Notification if &lt;1 average trade per business day in the previous year</b>		
Y		

**Exchange traded products (Exchange traded funds, exchange traded notes and exchange traded commodities)**

Period start 01/01/2017	Interaction	Class of Instrument
Period end 31/12/2017	Placement	Exchange traded products
<b>Top five investment firms ranked in terms of trading volumes (descending order)</b>	<b>Proportion of volume traded as a percentage of total in that class</b>	<b>Proportion of orders executed as percentage of total in that class</b>
Merrill Lynch International   GGDZP1UYGU9STUHRDP48	32.5	35.5
Goldman Sachs International   W22LROWP2IHZNBB6K528	15.7	3.2
Citigroup Global Markets Limited   XKZZ2JF41MRHTR1V493	10.8	3.2
WINTERFLOOD SECURITIES LIMITED   8BRUP6V1DX3PIG2R0745	9.9	3.2
RBC Europe Limited   TXDSU46SXBWIGJ8G8E98	9.3	9.7
<b>Notification if &lt;1 average trade per business day in the previous year</b>		
N		



## Trading Counterparty Selection & Management

The funds that Liontrust manage are exposed to some counterparty risk with the counterparties who we execute transactions through. If a counterparty was to fail, then there would be a small chance that any outstanding trades would be unwound and the fund would be exposed to any change in the value of the traded asset. In the vast majority of cases, trade settlement occurs two days after a trade has been executed (T+2) and with a diverse broker list, the risk of non-settlement is minimal.

The appointment of a new Trading Counterparty is driven by the Head of Trading who is required to consider why we would specifically use this Trading Counterparty and this rationale is documented. The legal documentation (terms of business) is reviewed at point of take on (and when any proposed amendments are received). The suitability of the Trading Counterparty is assessed with reference to their status with the FCA, Companies Register and financial criteria as disclosed in their Annual Report and Accounts. We also consider their settlement record and their market reputation. A sign-off is required by both Compliance and the Trading Team.

Liontrust only uses brokers that are both members of the LSE and are authorised and regulated by the Financial Conduct Authority when investing in the UK. Outside of the UK, if there is no existing UK relationship, Liontrust uses brokers regulated by the regulatory authority of the brokers' host country and all Brokers are compliant with the Markets in Financial Instruments Directive (MiFID II).

Following on from Liontrust's Best Execution Policy, the Trading Desk reviews its counterparties bi-annually. Trading counterparties are judged using both quantitative and qualitative measures. The main quantitative measure is the use of Trade Cost Analysis (TCA). TCA is defined as the study of execution prices to determine whether the prices obtained were favourable – higher prices for sales and lower prices for buys, to simplify things. Liontrust uses third-party TCA providers on equities, fixed income and foreign exchange asset classes. The use of TCA in Fixed Income markets, especially in the case of illiquid credit and high yield, is in its infancy, however, as well as using a third party TCA provider for the asset class, we also monitor the successful quote rates using data for each broker and employ in depth qualitative analysis in order to select and monitor the brokers' performance.

Although the official counterparty selection procedures are carried out semi-annually, quantitative analysis is also undertaken on a quarterly basis. Should this highlight any deficiencies within the process or with a particular counterparty, then amendments will be made outside of the normal semi-annual review period.

We can now explore each asset class in more detail explaining the process we use to select our venues and counterparties.



## Equities

The quantitative factors that are used for equities are based around analysing the Trade Cost Analysis data that is undertaken by the Trading Team using a third party TCA provider. Benchmark data such as performance versus Arrival Mid-Price, Arrival Touch-Price and Interval VWAP. We look at the standard deviation around those numbers to look for consistency. Aggression levels are judged looking at the percentage of each brokers' executions that have been passive (i.e. executed at the near touch), neutral (executed at the mid-price) or aggressive (executed at the far touch). The percentage of executions that are executed outside of the EBBO is also assessed.

Having a large enough data set is vital when judging broker execution using quantitative measures. Therefore a minimum of ten executions is required per broker. Those brokers with fewer executions can still be measured using TCA, but the higher chance for data skew will be taken into account.

Using the TCA, the brokers are ranked on their historical trading performance versus the Arrival Mid-Price benchmark. Brokers who have executed fewer than ten executions during the past six months are omitted from the quantitative ranking process as outliers will skew the results.

The qualitative factors used are judged by the Traders in the Trading Team as they have daily interactions with Liontrust's brokers. Factors in the qualitative test include:

- Quality of IOI
- Provision of risk capital
- Reduced information leakage
- Ability to find natural liquidity
- Actionable insights, content & service
- Unique liquidity capture
- Ability to provide TCA
- Ability to provide venue analysis
- Expertise in specialist stocks (i.e. small- and micro-cap execution)

Each Liontrust Trader gives a broker a score out of 10 on each of the above factors. These scores are then weighted equally among all members of Liontrust's Trading Team and each broker given an average score. The brokers will then be ranked by these scores.



Once each broker has a quantitative and qualitative ranking, these rankings are then combined to give a final broker ranking position.

The brokers who have the highest ranking will typically be allocated a higher proportion of business for the next six months and the brokers who have the lowest ranking will typically receive a lower proportion of trading for the next six months. The underperforming brokers will also be informed where they have failed so that they can work to improve their performance. This procedure is designed to provide the best possible result for Liontrust's clients in accordance with our Order Execution Policy, however, it may change should it interfere with our best execution obligation and new procures could be brought into force.

Within the broker ranking framework it is important to distinguish between high and low-touch trading desks.

When we are judging the performance of the "low-touch" trading desks (i.e. electronic algorithm trading desks) the weighting between quantitative and qualitative will be weighted 75% towards the quantitative factors, which is of high importance when selecting our algorithmic trading providers.

Liontrust will typically have around six main algorithm providers along with a selection of secondary providers. These are largely going to be the brokers who have produced the best and most consistent performance numbers according to our third party TCA provider. Whoever is bottom of that group of rankings will drop out of the main provider list and will receive a reduced share of Liontrust's algorithm execution business. A provider who was previously not in the main provider list, but who has demonstrated that they have a good product (using both quantitative and qualitative evidence) and that they could add value in the execution process, will be added to the main list and will receive a larger share of algorithmic execution business. The process will take place again in the next semi-annual broker selection review and brokers will once again be ranked and changes made.

A second tier of algorithm execution brokers will exist and although they will not receive a large share of the executions, when of benefit to Liontrust's clients, these brokers will be used.

When it comes to assessing "high-touch" trading desks (i.e. traditional, human and personalised broking), the ranking weighting between quantitative and qualitative factors will be 50-50, as a number of qualitative factors mentioned previously become just as important as the quantitative factors. One example of this will be the broker's ability to find unique liquidity that other counterparties would not be able to find.

This process will form a valuable tool in taking all sufficient steps to provide Liontrust clients with best execution.



## **Fixed Income**

Liontrust will employ both quantitative and qualitative factors for selecting Fixed Income brokers. As previously mentioned, Liontrust also uses third party TCA as one of our quantitative measures, but as Fixed Income TCA is still in its infancy, we will also use a slightly different measures to judge brokers on the quantitative side. We shall use historical trade capture data to look at the number of occasions when each broker were best price on a trade that we requested them to quote on, how many times they were the second best price and the number of times that they quoted overall. We can break this data down by sector, currency and type (i.e. government bonds, credit or high yield for example). Counterparties will be ranked according to their “success” rates.

We will combine this data with qualitative measures such as the number of times they initiate a transaction, the number of times they find the other side of a trade and the quality of quotes they make available on Multi-Lateral Trading Facilities (MTFs). Each trader gives a broker a score out of 10 for each qualitative factor. These scores are weighted equally among the members of the Trading Team and each broker given an average score. The brokers will then be ranked by these scores.

These rankings are then combined with a weighting of 75% given to the quantitative factors and 25% to qualitative factors (as price is ranked as such an important factor). We will then be able to see how our brokers are performing versus their peers. Underperformers will be informed and will receive fewer quote requests unless they improve their performance.

## **Foreign Exchange**

The FX trading platform that Liontrust uses produces Trade Cost Analysis data for the FX transactions that the Trading Desk desk executes. It will provide the data Liontrust will use to judge brokers on a quantitative basis. We are currently expanding the number of brokers when we received quotes from and once this is implemented, we will quickly and easily be able to use this data to select the best counterparties for our transactions.

Although price will nearly always be the deciding factors when executing FX trades, qualitative factors such as ability to correct settlement issues and market colour will be taken into account. The weightings will be 90% quantitative and 10% qualitative. We will then be able to see how our brokers are performing versus their peers. Underperformers will be informed and will receive fewer quote requests unless they improve their performance.

Some of Liontrust’s clients are only able to execute FX through their custodial relationship and in such cases, Liontrust is only able to use that approved counterparty.



## **Derivatives**

Liontrust executes a variety of derivative instruments including both equity and fixed income futures, OTC-equity derivatives among others. Counterparties shall be selected based upon both quantitative and qualitative methods.

On the quantitative side, execution performance versus arrival price shall be monitored for futures for example and pricing versus peers for OTC derivatives. Qualitative factors, such as ability to quote a wide range of OTC options, will also be taken into account.

## **RTS 27 Data**

RTS 27 outlines the requirements for trading venues to evidence that they are taking “all sufficient steps” to obtain the best possible results for it’s clients when executing orders. This includes market makers, systematic internalisers and other liquidity providers. Once this data is published in 2018, the Liontrust Trading Desk will review the data and take it into account when selecting underlying execution venues as well as the counterparties we are already selecting as previously described.

## **Disclosure of Close Links**

Part of RTS 28 requires the disclosure of any close links, conflicts of interest or common ownership of execution venues or counterparties.

Liontrust is a Founding Partner of The Plato Partnership and Liontrust’s Head of Trading, Matthew McLoughlin, is a Director and Board Member for The Plato Partnership. The Plato Partnership is a not-for-profit company comprising of asset managers (including Liontrust) and broker dealers who are collaborating to bring creative solutions and efficiencies to today’s complex equity market place. The company has a number of partnerships and affiliations with other market participants such as technology vendors and exchanges. A potential conflict could arise as there is the potential to send all, or a disproportionate amount of our flow to venues that have partnership projects with Plato. However, following our Best Execution Policy, we will only ever send orders to venues or exchanges where we can get the best possible results for our clients. Our Head of Trading does not receive any remuneration for his role on the Plato board and neither does Liontrust, so there is no incentive to act as described.



## Definitions

**MiFID II** - The Markets in Financial Instruments Directive is the EU legislation that regulates firms who provide services to clients linked to 'financial instruments' (shares, bonds, units in collective investment schemes and derivatives), and the venues where those instruments are traded.

**COBS** – The Financial Conduct Authority's Conduct of Business Handbook.

**Execution venue** – a regulated market, an MTF, OTF, a systematic internaliser (SI) or a market maker, or other liquidity provider or an entity that performs a similar function in a third country to the functions performed by any of the foregoing. They are entities where securities can be traded.

**Multi-Lateral Trading Facility (MTF)** – means a multi-lateral system, operated by an investment firm or a market operator, which brings together multiple third-party buying and selling interests in financial instruments in the system and in accordance with its non-discretionary rules in a way that results in a contract in accordance with the provisions of Title II of MiFID.

**Organised Trading Facility (OTF)** - An OTF is a multilateral system that is not a RM or MTF. Within an OTF, multiple third-party buying and selling interests in bonds, structured finance products, emission allowances or derivatives are able to interact in a way that results in a contract. Equities are not permitted to be traded through an OTF. This is a new type of trading venue introduced under MiFID II.

**Systematic Internaliser** – An investment firm which, on an organised, frequent and systematic basis, deals on its own account by executing client orders outside a regulated market or an MTF.

**Bid-Price** - The Bid price is the highest price that a buyer wants to display on the primary exchange.

**Offer/Ask Price** - The Offer/Ask price is the lowest price that a seller wants to display on the primary exchange.

**Mid-Price** – The price in the middle of the Bid & Offer/Ask Price.

**Arrival Mid-Price** – Performance benchmark that is the mid-price on the primary exchange at the arrival time of the order.

**Arrival Touch-Price** - Performance benchmark that is the price available to trade at displayed on the primary exchange in the direction you wish to trade. If you are a Buyer, then the arrival touch-price will be the Offer/Ask-price. If you are a Seller, then the arrival touch-price will be the Bid price on the primary exchange. These prices are taken at the arrival time of the order.

**VWAP** – Volume Weighted Average Price

**Interval VWAP** – Performance benchmark that is the VWAP of all public trades on all venues (including MTFs) over the period of the order.



**IOI** – Indication of Interest. Demonstrates a buyer’s or seller’s (non-binding) interest in transacting in a security.

**EBBO** – European Best BID & Offer. It is the current best prices available for buying and selling a security.