

# The obvious choice in the securities finance market

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*EquiLend is a leading provider of technology solutions for the securities finance industry. Zillion speaks with Mrs. Sharon Walker, managing director and head of the London office, EquiLend Europe Ltd. "Our trade value and trade numbers are at the highest they have ever been," she says.*

Prior to joining EquiLend, Mrs. Walker held management positions with Reuters PLC, Sungard Securities Finance UK and Loanet International London. She spent 10 years in international banking. "I started my career with JP Morgan London," she explains. "I was very excited to join EquiLend; it was an interesting opportunity to work for a relatively new venture. In fact, I was the first person to be employed by the London office." Mrs. Walker has been with EquiLend since December 2003. "During that time I've been delighted to see significant growth of our global business." EquiLend Holdings LLC was formed in 2001 and the platform went live in 2002. Mrs. Walker goes on to explain that EquiLend is owned by eleven preeminent financial firms. The company aims to

revolutionise straight-through processing by using a common standards-based protocol and infrastructure, which automates formerly manual business processes. The EquiLend platform is used by borrowers and lenders throughout the world. The majority of participants are global institutions. "We help them create efficiency and provide access to additional liquidity." EquiLend's trade value and trade numbers are at the highest that they've ever been. Its trading values are up to 20 billion USD per day. "Since January 2007 we've seen an increase of more than 71% in trade value for non US equities and an increase of more than 33% in the value of US equities traded over the platform. Recently, we see up to 18,500 new daily transactions. These

are all record numbers for us," says Mrs. Walker.

The company recently launched Trade<sup>2</sup>O, a fast and simple way for traders to negotiate and agree trade terms for global equities and fixed income securities and to process them straight through proprietary systems. "Our standard proposition has been focused predominantly on trades executed in the GC market," says Mrs. Walker, "they are standard, easy to find securities and they lend themselves perfectly to automation, so traders have more time to focus on more profitable trades. It's a machine to machine environment. Trade<sup>2</sup>O effectively takes us into the warm and hot stocks trading environment."

EquiLend employs 38 people worldwide. "We have a strong presence in the US as well as in the European market and Asia. What makes us unique is our broad range of products and services. The best value is when you choose all of our services," states Mrs. Walker. EquiLend intends to continue to align itself with regulatory bodies, providing its clients with the ability to comply with the regulatory requirements in the countries in which they operate. "Automation is the key to success for our clients. We will definitely continue to develop and release new products." ■



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