

# REQUEST FOR PROPOSAL

Market Making of Five-Year Government of Canada  
Bond Futures (CGF<sup>®</sup>)



## Table of Contents

Introduction and Purpose of the Request for Proposal .....	2
Background.....	2
Program .....	2
Description of the new Market Making Program.....	2
Qualifying Criteria.....	2
Eligibility and Selection Criteria .....	3
Incentives.....	3
Duration of the Program .....	3
Designated Fixed Income Futures Contracts.....	4
Market Making Requirements.....	4
Monitoring of Performance.....	4
Application Process .....	4
Contact .....	4
Timeframe .....	4
Market Maker Application .....	5
Confidentiality .....	5
Evaluation.....	5
General Terms and Conditions .....	6
Market Maker Application .....	7

## Introduction and Purpose of the Request for Proposal

The Montréal Exchange (the “**Bourse**”) is inviting all approved participants/foreign approved participants or clients of approved participants/foreign approved participants with direct electronic access to the Bourse who are interested in the new market making program described herein (the “**Market Making Program**” or “**Program**”) to submit a proposal outlining their abilities and commitment towards the market making of the Bourse’s Five-Year Government of Canada Bond Futures (CGF) (a “**Proposal**”).

## Background

The Bourse’s goal to develop a full sovereign yield curve dates to 1995 when the CGF was first launched. Efforts to market and develop the CGF began in July 2011 with the launch of the “Yield Curve Project” which saw the introduction of designated market makers.

This first market making program led to several CGF market records including daily volume (20,149 contracts on May 26, 2014), monthly volume (47,986 contracts in May 2014), annual volume (301,026 contracts in 2014), and open interest (20,971 contracts on May 26, 2014). In end of 2016, the Bourse launched a second market making program on CGF which also led to a significant increase in market activity, trading 358,078 contracts in 2017, a new annual market record and a 207% increase from the previous year.

In addition, incentive programs targeting buy-side clients, firm desks and fee rebates for liquidity providers have been implemented as a way to drive interest in the CGF.

## Program

### Description of the new Market Making Program

As part of its continued effort, the Bourse will proceed, if the responses submitted are satisfactory, with the selection of up to two (2) market makers (the “**Market Makers**”) who will quote the designated fixed income futures contracts.

### Qualifying Criteria

The Bourse is ideally seeking two Market Makers having different and complementary business models and trading styles in order to stimulate growth and product development. The Bourse will consider candidates that can demonstrate their capabilities to provide the necessary liquidity and product promotion, and that can achieve specified open interest thresholds, amongst other factors and obligations, in order to encourage product success in a way that meets the needs of the domestic and global investment community.

Firms interested in applying for Market Maker status shall first submit a short Business Case outlining the reasons for which they are best qualified to fulfill the objectives described above. The Business Case should also address the applicant’s ability to effectively market the product to end users and attract new business. The applicant shall explain how its business model complements the efforts and the objective to develop the Designated Contracts and unlock its full potential. The Bourse shall only provide additional details pertaining to the Program to firms it

deems capable of fully accomplishing the aforementioned objectives based on the Business Case submitted and other relevant information available to the Bourse.

#### Eligibility and Selection Criteria

All approved participants/foreign approved participants or clients of approved participants/foreign approved participants of the Bourse are eligible to be appointed as a Market Maker.

In addition to the initial qualifying criteria mentioned above, the Bourse will consider the criteria listed in article [6395 of its Rules](#) in selecting Market Makers, including:

- Technology: Automation capabilities which can be deployed to support efficient market making activities.
- Knowledge: Market Makers will be required to have the necessary skills and experience for the market making of fixed income products.
- Compliance with rules: Only approved participants/foreign approved participants or client of approved participants/foreign approved participants in good standing and in compliance with the Rules and Procedures of the Bourse will be considered.

#### Incentives

##### *Transaction and Clearing Fee Waivers*

The Market Makers shall be eligible for fee waivers comprising transaction fees and clearing fees with respect to market making transactions on the Designated Contracts (as defined below). Market Makers shall also be eligible for fee waivers comprising transaction fees and clearing fees for eligible volume on the Ten-Year Government of Canada Bond Futures (CGB®).

Full or partial fee waivers shall be credited monthly, subject to the Market Maker fulfilling the obligations contained in the Market Making Agreement.

##### *Variable Compensation*

The Bourse will distribute a portion of its net transaction revenues (net of rebates) for the designated fixed income futures contracts between the selected Market Makers.

#### Duration of the Program

The target launch of the Program is set for July 3<sup>rd</sup>, 2018. Market Makers will be required to sign a standard Market Making Agreement with the Bourse. The Program duration is linked to the Designated Contracts reaching target performance metrics. These metrics are expected to be met within approximately five years, subject to the evolution of the market and performance of the Market Makers.

## Designated Fixed Income Futures Contracts

Five-Year Government of Canada Bond Futures (CGF) (the “**Designated Contracts**”).

### Market Making Requirements

Market Makers will be required to post markets at the contracted minimum size and maximum spread (or better), for a predefined percentage of time. The Market Making Agreement may also include requirements around the daily settlement of markets and/or other quantitative and/or qualitative requirements.

### Monitoring of Performance

The Bourse will be monitoring the Market Makers’ order book activity to determine compliance with the obligations set forth in the Market Making Agreement. The Bourse shall be solely responsible for the monitoring of Market Makers’ compliance with the Market Making Program obligations and the calculation of the corresponding incentives in accordance with the terms of the Market Making Agreement.

### Application Process

The first step in responding to this Request for Proposals (“**RFP**”) is to provide the Bourse with a short Business Case addressing how the applying firm meets the qualifying criteria outlined above. Such Business Case shall be submitted to the contact person indicated below by no later than 5:00 pm Eastern Time (ET) on **May 18<sup>th</sup>, 2018**. The Bourse shall only provide additional details pertaining to the Program to firms it deems capable of fully accomplishing the qualifying criteria based on the Business Case submitted and other relevant information available to the Bourse.

Once a firm is deemed qualified by the Bourse, the Bourse invites such firm to provide a Proposal using the Market Maker Application form below, addressing the requirements and selection criteria outlined above in light of the details of the Program that will have been provided. All Proposals should be submitted to the contact person indicated below by no later than 5:00 pm Eastern Time (ET) on **June 1<sup>st</sup>, 2018**.

### Contact

For any question or information, including confidential details regarding the market making requirements and/or incentives, please contact:

Robert Tasca,  
 Director, Interest Rates Derivatives and Client Solutions  
 Phone: 514-871-3501 | Email: [Robert.tasca@tmx.com](mailto:Robert.tasca@tmx.com)

### Timeframe

May 1 <sup>st</sup> , 2018	Distribution of RFP
May 18 <sup>th</sup> , 2018	Deadline for delivery of Business Cases to the Bourse
June 1 <sup>st</sup> , 2018	Deadline for delivery of Proposals to the Bourse
June 8 <sup>th</sup> , 2018	Notification of selected Market Makers

June 29 <sup>th</sup> , 2018	Deadline for signature of the Market Making Agreement
July 3 <sup>rd</sup> , 2018	Launch of the Market Making Program

### Market Maker Application

The Bourse will evaluate Business Cases based on the qualifying criteria mentioned above and Proposals based on the requirements and selection criteria described in this RFP. All Proposals should include a filled out Market Maker Application attached (page 7).

### Confidentiality

All documents submitted by respondents and the information contained in the Business Cases and Proposals shall be treated as confidential by the Bourse.

### Evaluation

The objective of the evaluation process is to identify the Business Cases and Proposals that, in the discretion and assessment of the Bourse, most effectively meet the requirements and selection criteria provided in this RFP. Any additional information provided by the respondents will also be considered if it is deemed to be the most beneficial to the Bourse’s market participants.

## General Terms and Conditions

1. The Market Making Program is subject to the Rules and Procedures of the Bourse and in the event of an inconsistency between the Market Making Program and the Rules and Procedures of the Bourse, the latter shall prevail. However, where a term of the Market Making Program is more specific than or supplement the Rules and Procedures, such more specific or supplementary term will apply.
2. The issuance of this RFP shall not cause any express or implied commitment or undertaking on the part of the Bourse and the Bourse is under no obligation or commitment, whatsoever, to accept any Proposal, select Market Maker(s) or implement the Program. The Bourse may cancel, amend or withdraw, at its own discretion, this RFP without prior notice.
3. All decisions will be made by the Bourse at its sole discretion, including regarding the selection of Market Maker(s), and shall be final and binding.
4. The Bourse shall not be liable for any fees, costs or expenses incurred by the respondent resulting from this RFP or any other request.
5. Proposals received after the deadline for Proposal submissions will only be accepted at the discretion of the Bourse.
6. All Proposals shall be binding for a period of 30 days following the deadline for Proposal submissions. Should a respondent wish to alter or amend a Proposal, it shall withdraw its original Proposal by delivering written notice via email to the contact person listed above, and submit a new Proposal prior to the deadline for Proposal submissions. The respondent may revoke its Proposal at any time prior to the deadline for Proposal submissions by delivering written notice via email to the contact person listed above.
7. The selected Market Maker(s) will be required to sign the same standard Market Making Agreement with the Bourse prior to being admitted into the Program. No incentives may be earned before the binding standard Market Making Agreement has been signed by the Bourse and the selected Market Maker(s).
8. The selected Market Maker(s) will be required to, directly or through their clearing member (responsible for the allocation process), set up a sub-account that can be recognized by the Bourse, and will also set up a Multi-Purpose sub-account (i.e. client netted account) at the Canadian Derivatives Clearing Corporation (CDCC).
9. If selected, the Market Maker consents to the disclosure of their status as a market maker on the Designated Contracts in any marketing efforts the Bourse deems appropriate, including, but are not limited to, the Bourse's website.
10. The Bourse reserves the right to terminate the Market Making Agreement or modify the Market Making Program in accordance with the terms of the Market Making Agreement.
11. The Bourse reserves the right to replace or appoint additional Market Maker(s) in instances including, but not limited to, where a Market Maker fails to fulfil the obligations set forth in the Market Making Agreement. The replacement or addition of a new Market Maker is at the sole discretion of the Bourse, and can be completed by selecting a Market Maker that originally submitted a Proposal or by re-opening this RFP. The Bourse reserve the right to change the terms of this RFP or to reopen it after the deadline for Proposal submissions without prior notice.

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## Market Maker Application

Conditions for Applying for Market Maker Status
<p><i>Applicants shall meet the criteria listed in article 6395 of the Rules of the Bourse, including:</i></p> <ol style="list-style-type: none"> <li>1. <i>Have adequate financial capital to support Market Making obligations;</i></li> <li>2. <i>A history of compliance with the regulation of the Bourse;</i></li> <li>3. <i>A reliable trading infrastructure, risk management system and technology to support electronic trading;</i></li> <li>4. <i>Experience with trading similar derivative instruments;</i></li> <li>5. <i>Willingness to promote the Bourse as a market place;</i></li> <li>6. <i>Willingness to sign a market making agreement;</i></li> <li>7. <i>Any other factor deemed relevant by the Bourse.</i></li> </ol> <p><i>Additional criteria for client market makers:</i></p> <ol style="list-style-type: none"> <li>1. <i>Client agrees to be subject to the jurisdiction of the Bourse’s Regulatory Division with respect to its trading activity and conduct as a market maker during the term of the market making assignment;</i></li> <li>2. <i>Client must obtain the acknowledgment of the approved participant providing it with electronic access.</i></li> </ol>

General Information
<p>Firm name:</p> <p>Address:</p> <p>Firm Division:</p> <p>Authorized Contact name:</p> <p>Title:</p> <p>Phone:</p> <p>Email:</p>
Market Making status
<p>AP/FAP <input type="checkbox"/></p> <p>Client of an AP/FAP <input type="checkbox"/></p>



Designated Contracts (category & specific contracts)	
Equity and ETF Options	<input type="checkbox"/> _____
Index Options	<input type="checkbox"/> _____
Currency Options	<input type="checkbox"/> _____
Index Futures	<input type="checkbox"/> _____
Share Futures	<input type="checkbox"/> _____
Interest Rate Futures	<input type="checkbox"/> _____
Bond Futures	<input type="checkbox"/> _____
Interest Rate Options on Futures	<input type="checkbox"/> _____
Bond Options on Futures	<input type="checkbox"/> _____
Market Making Capital	
\$ _____	As of Date:
Other Exchange and SRO memberships	
Information on Technology	
Description of Automation Capabilities & Technology Supporting Electronic Trading:	
Trading Tools/Infrastructure:	
Name of Independent Software Vendors (ISVs):	
Description of Access to Contract's Underlying Market :	
Description of Risk Management Tools:	

Additional Safeguards (if applicable):	N/A <input type="checkbox"/>
Market Making Experience	
<p>Number of years market making similar contracts:</p> <p>Number of years trading similar contracts :</p> <p>Description of experience (products, venues):</p>	
Acknowledgment and Signature	
<p>The Applicant attests the information provided is complete and accurate.</p> <p>Signature of Authorized Contact:</p> <p>Date:</p>	

