



GMSA: Standardised Information on Costs for Professional and Eligible Counterparties

General information

What are the MiFID II requirements for costs and charges?

As part of the enhanced investor protection rules, MiFID II requires investment firms to disclose expected costs and charges in good time before providing services to a client. This is the Ex-Ante disclosure.

MiFID II also requires investment firms to provide an annual summary of actual trade costs & charges, and, if requested by clients, an itemised breakdown of costs incurred. These are the Ex-Post disclosures.

Ex-Ante Costs & Charges disclosure

How will I be told about my Ex-Ante Costs & Charges?

There are two ways in which you will be informed of your expected Cost & Charges, depending on the product and your client classification:

1. If you are classified as a Professional or an Eligible counterparty (as defined in MiFID II), and you are trading liquid / standardised products, a maximum cost grid is available below.

These are maximum costs; the actual cost may be lower than this. The maximum costs grid covers liquid, relatively standardised, products only. Even if you are trading a similar product, there may be certain features that cannot be captured by the grid, for example a very long-dated trade, or infrequently traded currencies.

2. More complex/bespoke products: GMSA upon request will provide you with the expected cost, in good time, prior to trading, in a separate communication.

How far in advance should I receive my expected Cost & Charges?

The regulation specifies that the expected costs should be provided to the client in good time, before committing to the transaction.



How have the maximum Costs & Charges grids been prepared?

Investment firms are permitted to use historical, actually incurred, Cost & Charges as a proxy or, where actually incurred costs are not available, to make reasonable estimations of these Cost & Charges on a best-efforts basis.

How often are the maximum Costs & Charges grids updated?

The maximum Costs & Charges grids will be constantly monitored for accuracy and updated as appropriate.

Ex-Post Cost & Charges Annual Report

What period of time will it cover?

This is an annual report and will capture all activity conducted with GMSA from the 3rd January, 2018, through to 31st December, 2018. Subsequent reports will also be prepared on a calendar basis, through to the 31st December of that year.

What trading activity is captured in this annual report?

All of your trading activity conducted with GMSA will be captured on this report.

When will I receive my first annual report?

The first annual report will be prepared in January 2019

Agency transactions -Equity

In transactions where GMSA acts in an agency capacity, namely Equity transactions, fee agreements would typically be agreed at the initiation of the trading relationship. These agreements would specify the fees/commissions charged for each transaction type by market and flow type (e.g. voice or electronic). If there are any significant changes to the rates, you would receive an updated copy of the agreement. If the costs and charges for a particular transaction were to be different from stated, these would be agreed with you in advance of execution of that transaction.

Bonds – Principal business

In transactions where GMSA acts as Principal, namely Bond transactions, depending on credit rating, maturity, liquidity and possibly other market factors the actual product costs (spreads) can deviate from the ones shown below.



Considerations

While reading this document, please take the following into account:

- When you enter into a transaction, the price of the instrument includes the costs and charges of the instrument. We do not charge these costs separately.
- The cost of the investment service as well as the cost of the financial instrument are related to the transaction. You will not be charged other costs, such as incidental or on-going costs.
- This document does not include product costs (mid-price), as those costs vary per product and transaction.
- The transaction costs compensate for, amongst others, risks, costs and capital consumption considerations and may include sales margins.
- Actual transaction costs are determined by a number of factors including, but not limited to, transaction size, market environment, liquidity, clearing and settlement fees, broker/platform costs, market and counterparty risk and your past trading activity.
- The figures displayed are no guarantee of future transaction costs and may be subject to change. The figures presented are an estimation and do not take into account specific client situations or unusual conditions which may influence costs.
- The amount of transaction costs may vary according to the unique circumstances of a particular transaction. Additionally, pricing will be offered in accordance with our Best Execution policy, where applicable.



Standardised cost based on a notional of EUR 1,000,000

Standardised cost based on a notional of EUR 1,000,000														
Primary Market	€ / £ / \$	%												
All New issuance	2,000	0.20%												
Secondary Market														
Bond Maturity	0-2 years		1 year	2-10 years		2 years	5 years	10 years	20 years			30 years		
	€ / £ / \$	%	Yield reduction p.a	€ / £ / \$	%	Yield reduction p.a	Yield reduction p.a	Yield reduction p.a	€ / £ / \$	%	Yield reduction p.a	€ / £ / \$	%	Yield reduction p.a
ECB Core & SSA	1,500	0.15%	-0.15%	6,000	0.60%	0.300%	0.120%	0.0600%	11,500	1.15%	0.0575%	17,500	1.75%	0.0583%
ECB Periphery	3,000	0.30%	-0.30%	11,500	1.15%	0.575%	0.230%	0.1150%	20,000	2.00%	0.1000%	30,000	3.00%	0.1000%
IG Corporate	3,500	0.35%	-0.35%	17,500	1.75%	0.875%	0.350%	0.1750%	25,000	2.50%	0.1250%	30,000	3.00%	0.1000%