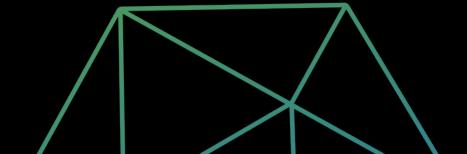


NAVIGATING THE FUTURE OF ETFS

Andrew Tomlinson, Chief Marketing Officer, Calastone



CALASTONE

CONNECT FORUM

AGENDA

INVESTMENT LANDSCAPE

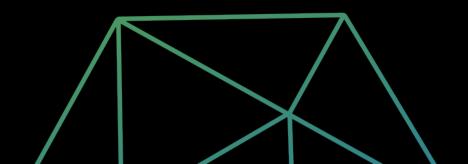
ETF MARKET OUTLOOK

RESEARCH – ETF PRIMARY MARKETS



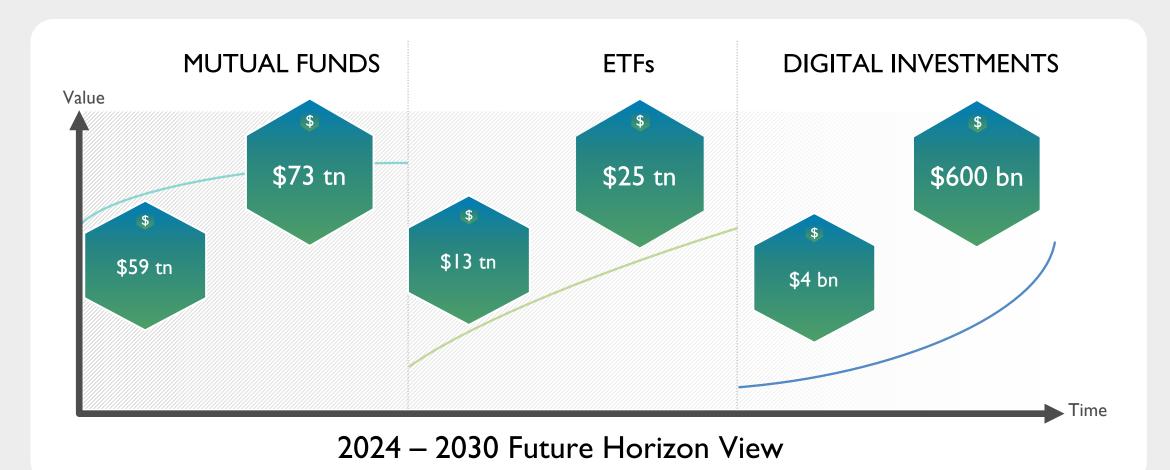
INVESTMENT LANDSCAPE





EVOLVING ASSET MANAGEMENT LANDSCAPE

THERE IS AN UNPRECEDENTED SHIFT TO DIGITAL UNDERWAY

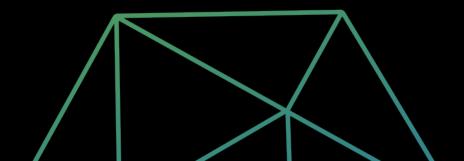


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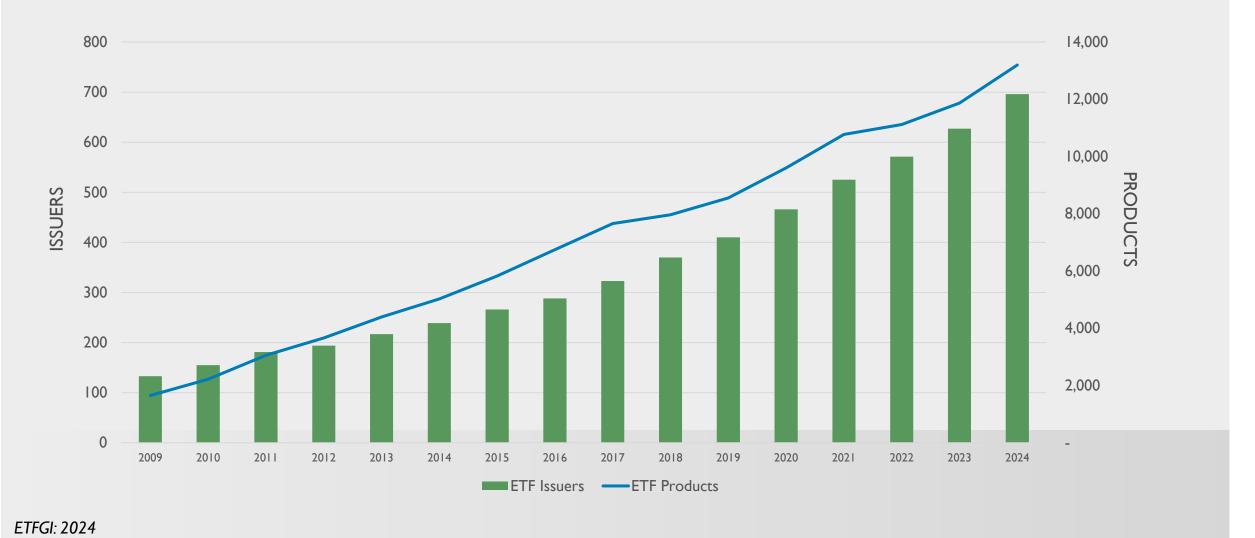
IIFA, EY how-etf-trends-are-shaping-market-growth-and-innovation-for-2025, BCG tokenized-funds-the-third-revolution-in-asset-management-decoded

MARKET OUTLOOK

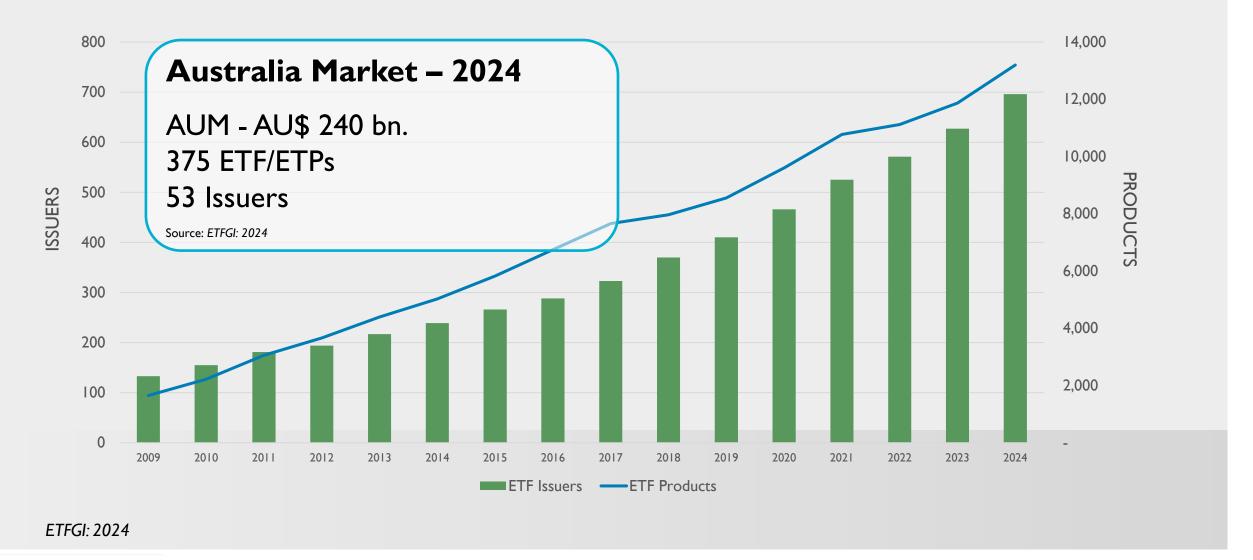




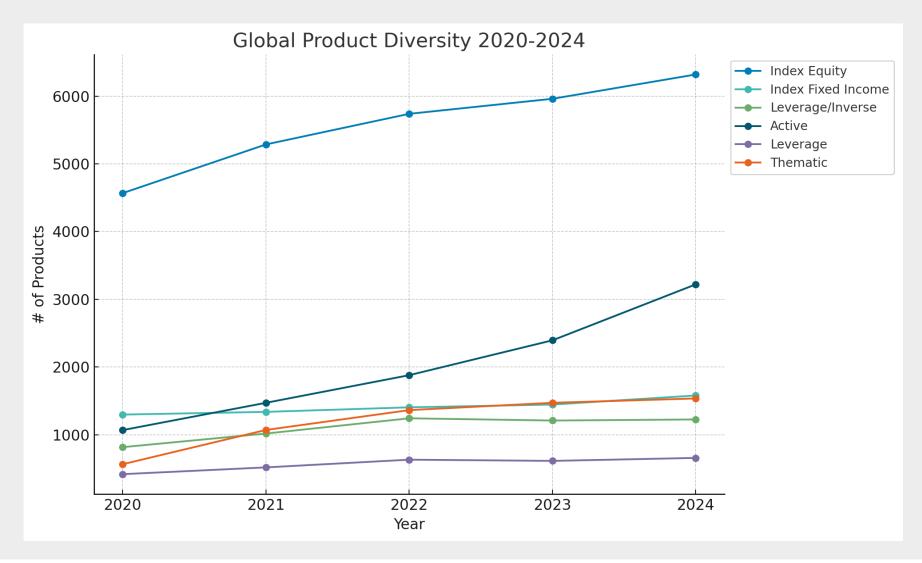
ETF GROWTH CONTINUES



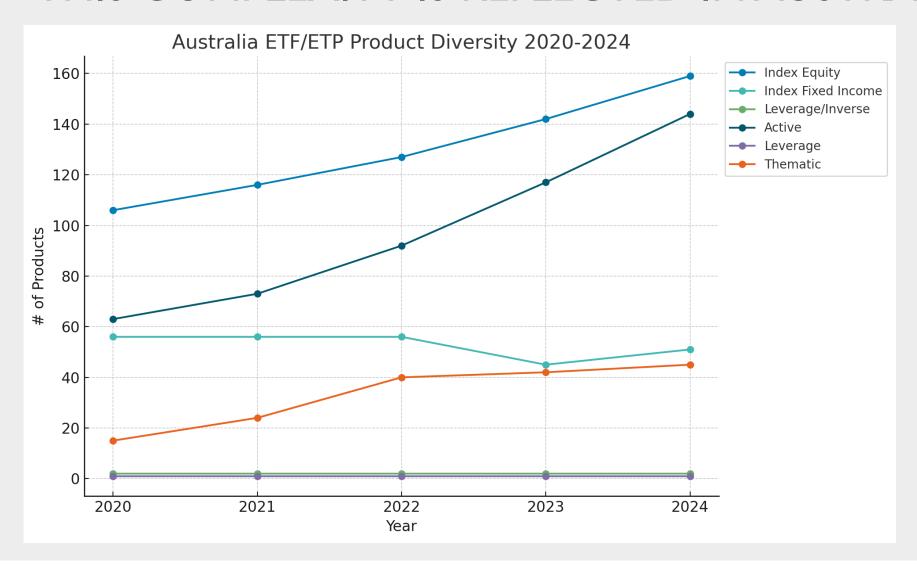
ETF GROWTH AUSTRALIA



GROWING ETF/ETP PRODUCT COMPLEXITY - GLOBAL



THIS COMPLEXITY IS REFLECTED IN AUSTRALIA



ETF PRIMARY MARKET RESEARCH





NAVIGATING THE FUTURE OF ETFS

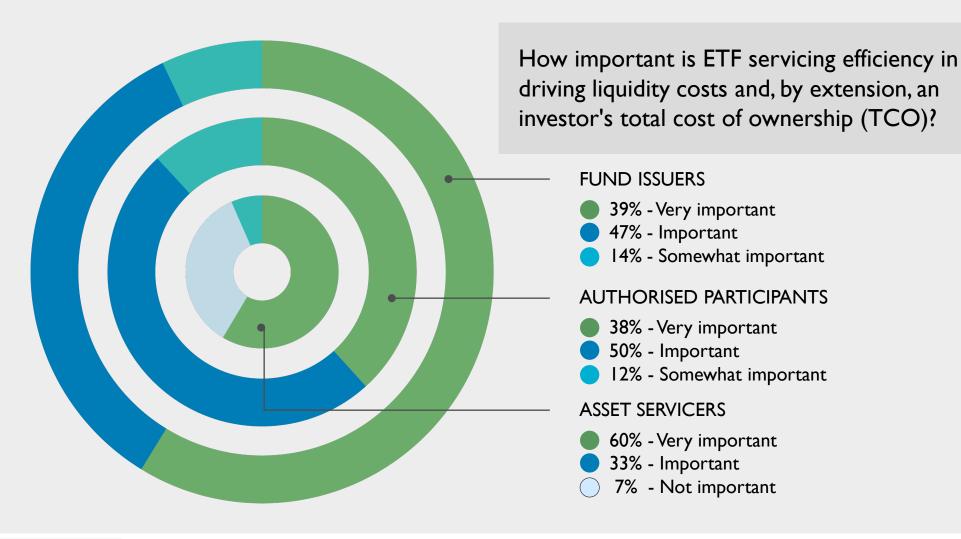
IN ASSOCIATION WITH



We surveyed 55 – ETF Servicers, Liquidity providers and ETF Issuers in 2024

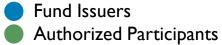
OBJECTIVE: To understand the state of asset servicing for European and APAC ETFs

ETF SERVICING IS CRUCIAL IN DRIVING LOWER COSTS FOR INVESTORS

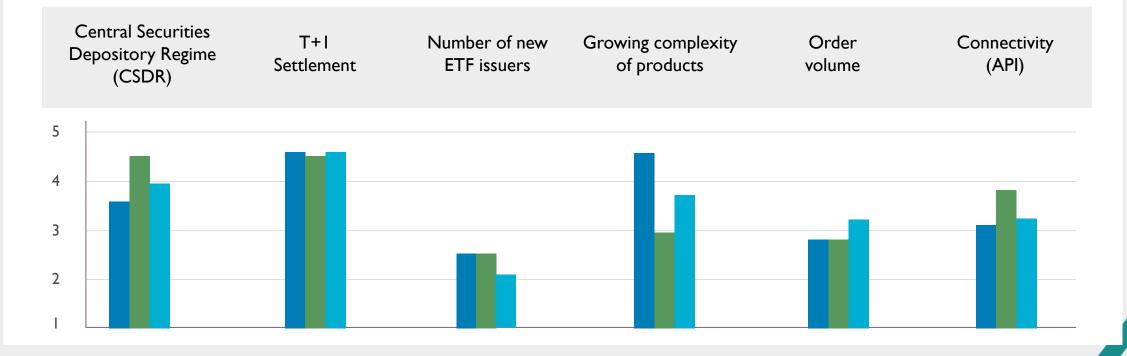


INCREASING PRODUCT COMPLEXITY IS CAUSE FOR CONCERN

What current and future industry developments will require improvements in primary market servicing technology? (Rank in order of importance, the top being the most important)



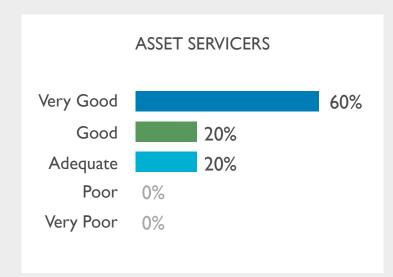
Asset servicers

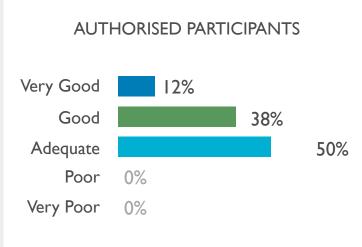


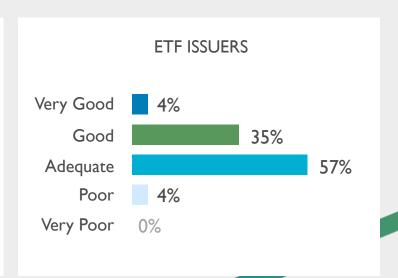
STATE OF PRIMARY MARKET ETF SERVICING

AUTOMATION IS LAGGING - AND THE INDUSTRY KNOWS IT

How do you rate current ETF servicing technology in relation to the primary market process?





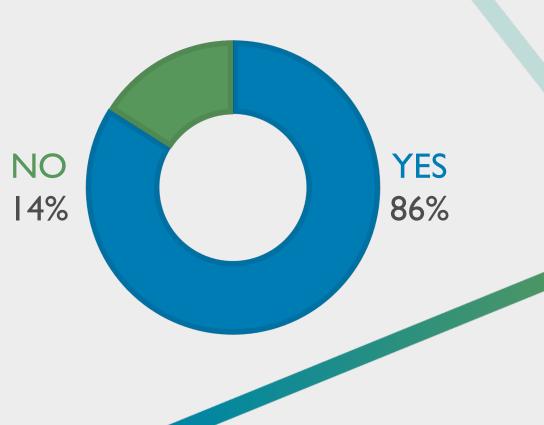


MANAGING CHANGE

If you could improve areas of your technology/service, what would they be?



When considering implementing change with your asset servicer(s), is the cost and/or speed of making change requests a concern for your business?



THE FUTURE OF ETFS – AUTOMATION, STANDARDISATION & TOKENISATION

