
Redburn (Europe) Limited

Pillar 3 Disclosures

Important Notice

On 20 September 2017, the FCA approved a variation in regulatory permissions requested by Redburn (Europe) Limited (the “Company”), such that the Company became an IFPRU Limited Activity €730k firm. The Company was also permitted to hold client assets and client money from that date. Before 20 September 2017, the Company was a BIPRU firm.

The methodology for calculating the Pillar 1 capital requirement of an IFPRU firm is different from the methodology historically applied by the Company as a BIPRU firm.

Thus, although the Company’s underlying business model did not change on 20 September 2017, the capital requirement increased and the surplus over the minimum capital requirement consequently decreased.

In accordance with Article 433 of the CRR, Pillar 3 disclosures are made on an annual basis, although firms must have regard to the need to publish some or all disclosures more frequently should changes in the business require this.

The Pillar 3 document was updated in December 2017, outside the normal reporting cycle, to reflect the change in regulatory permissions. The December 2017 document showed the new capital requirement and capital surplus based on the new regulatory permissions and the financial results for the six-month period ending 30 September 2017.

This document is in respect of the year ended 31 March 2018. The Company will now revert to its previous Pillar 3 reporting cycle and will update the Pillar 3 document on the website shortly after the Annual Financial statements are filed at Companies House.

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Overview

The following Pillar 3 disclosures for Redburn (Europe) Limited (the “Company”) are prepared in accordance with the Capital Requirements Regulation (CRR) which is directly binding on the firm, and the Capital Requirements Directive (CRD) as transposed by the FCA into the FCA Handbook under the Investment Firms Prudential Sourcebook (IFPRU).

The capital requirements framework consists of three pillars:

- Pillar 1 sets out minimum capital requirements for credit, market and operational risk.
- Pillar 2 requires management to assess whether its Pillar 1 capital requirement is adequate and whether the company should hold additional capital. This assessment may be subject to review by the FCA.
- Pillar 3 requires firms to publish details about their risks, capital position and risk management framework. This document addresses this requirement.

The disclosures the Company is required to make are set out in Part 8 of the CRR (articles 431-455) and such disclosures are made in this document where relevant to the Company. The disclosures have been reviewed and approved by senior management but are not subject to external audit.

Risk Management Framework

The ERM framework adopted has been developed with reference to the principles and guidance outlined in ISO 31000 which is an internationally agreed standard for the implementation of risk management principles.

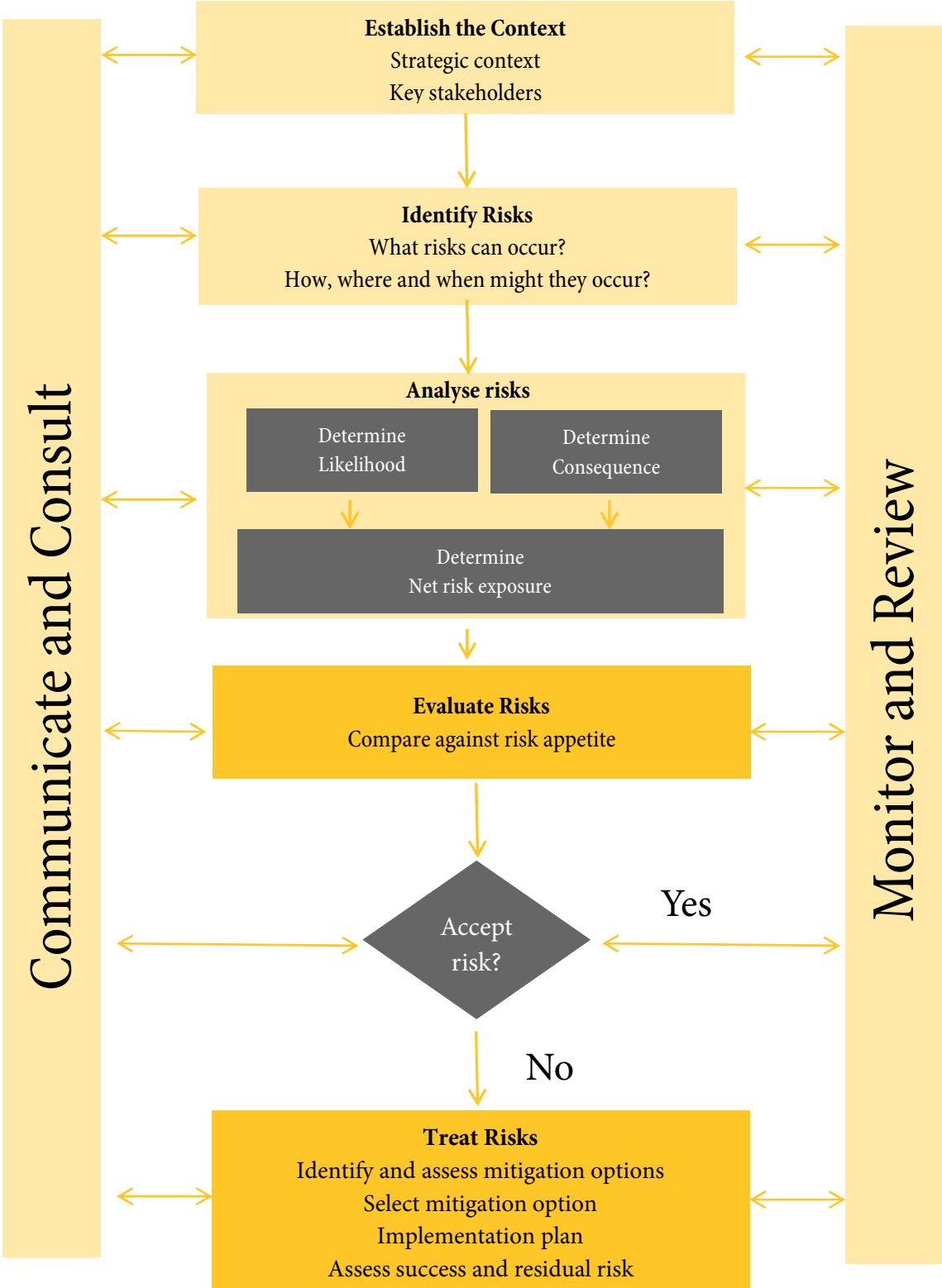
Risk is managed across the Company and its 100% owned subsidiary, Redburn (USA) LLC (collectively the "Group"), with Group policies being cascaded to the individual Companies. Consequently, reference is made to the Group Risk Management Framework and Group risks in this document, unless disclosure of Company specific information is more appropriate.

Risk Management Methodology

The diagram on the following page summarises the risk management process outlined in ISO 31000 which has been encompassed into the Group's Risk Management Framework.

This diagram shows the key steps in the risk management process from establishing the context of risks and identifying risks present; analysing and evaluating the risks; through to the treatment and reporting of risks. The communication and monitoring of such risks is a continual process.

Key steps in the Group’s Risk Management Process



Roles and Responsibilities

The Roles and Responsibilities of the Board and its Committees are as follows:

Board	<ul style="list-style-type: none">• Overall responsibility for risk management.• Approval of Risk Management framework upon the recommendation of the Audit & Risk Committee ("ARC"), including:<ul style="list-style-type: none">– Approval of risk appetite.– Approval of both new activities and continuation of existing activities where risk is above a certain threshold.• Approval of ICAAP, on recommendation from the ARC.
Audit & Risk Committee	<ul style="list-style-type: none">• Undertakes key risk management activities delegated by the Board including:<ul style="list-style-type: none">– Reviewing and challenging the Risk Management Framework and making recommendations to the Board.– Reviewing and challenging the ICAAP and making recommendations to the Board.– Reviewing risk reports and determining matters to be escalated to Board.• Overseeing deep dives into specific areas of risk.
Executive Committee	<ul style="list-style-type: none">• Executive Committee ("Excom") members are responsible for raising any new risks or highlighting key risk developments.• Overseeing successful implementation of mitigation plans suggested by Excom, ARC or Board.• Review of risk report on regular basis to ensure completeness of information and appropriateness of escalation decisions.

Diversity and Board effectiveness

A rigorous interview process is conducted when recruiting new members to the Board, to ensure they have sufficient knowledge, skills and experience. The balance and diversity of the board is important, and this is considered when making Board selection decisions and when developing the Board succession plan. However, the Board does not have rigid diversity targets.

A formal effectiveness assessment of the Board and its Committees is undertaken annually. This assessment considers a range of matters, including the structure, composition and skill set of the Board and its Committees. The results of the assessment are reported to the Board.

The Board is committed to promoting diversity for all roles and seniority levels across the Company. Regular updates are provided to the Remuneration Committee and Board on initiatives to support diversity across the Company, and the progress made in increasing diversity.

Identification of Risk

Redburn's risk management framework defines a risk as an event that may have an impact on the achievement of the Group's objectives. This is consistent with the definition in ISO 31000. Risks may arise from internal or external factors and the effects may be positive, negative or deviation from the expected.

The size of the Group's operations allows risk issues to be escalated quickly. The head of the key UK service lines and the US operation attend the Excom on a weekly basis and potential risks are discussed as a matter of course.

Recording of Risks

Risks are recorded in two places:

- In the Group Risk Report, which is reviewed by Excom, ARC and Board on a regular basis and whenever there is a significant change in risk profile / significant new risk events.
- The ICAAP document, which is refreshed at least annually and is reviewed by Excom, ARC and Board.

These documents collectively describe the risk, likelihood / consequence, mitigating controls, risk evaluation and actions being implemented to reduce the risk.

Principal Risks

The following principal risks are currently identified in the ICAAP and Risk Report:

Strategic risk

Strategic risk is the risk of financial loss or failure to achieve expected revenue due to the pursuit of an unsuccessful business plan in the context of regulatory developments, political developments, macroeconomic environment and broking market conditions.

MiFID II took effect on 3 January 2018, introducing new regulatory rules surrounding the payment for research and execution services. As described in the 2018 Annual Report, the way in which the Group is paid for research and execution services has changed significantly. Whilst MiFID II is now effective, business practices in the industry continue to evolve and the eventual impact on the Group remains uncertain.

The directors believe that the Group's highly differentiated research and execution services, and proven ability to be agile and innovative, put it in a good position to thrive in an environment which may be challenging for other business models.

Operational risk

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and system issues, or external events.

The UK's withdrawal from the EU may result in the Group losing automatic cross-border market access to clients domiciled in the EU, which is both an operational and strategic risk. The Group has developed a contingency plan to establish alternative licensing arrangements, should this be required. Additionally, uncertainty over the UK's future approach to freedom of movement of people could make it more difficult to recruit talent from countries remaining in the EU.

The other key specific operational risks the Group is exposed to are:

- **A sustained period of depressed revenues** due to an internal or external market event.
- **A material broking error.** The Group has implemented controls to reduce the risk of a material broking error. Additionally, the Group has financial loss insurance cover in place which may mitigate the financial impact of events such as broking errors.
- **Poor performance or failure of a third party supplier** where key business activities are outsourced. The Group monitors the performance and financial condition of key third party suppliers.
- **People risk**, given the importance of retaining skilled staff to deliver a high quality product. People risk is managed through a six monthly appraisal cycle which allows management to identify and act upon employee dissatisfaction on a timely basis.
- **Cyber crime**, including ransomware and denial of service attacks. Cyber risks are monitored by the Audit and Risk Committee. The Group has implemented appropriate controls to reduce the probability and impact of a cyber attack, however there will always be a residual risk that an attack is successful.

Market risk

Currency risk arises as the Group generates income in European currencies and has operations in the US, whereas the reporting currency is sterling. Elevated currency volatility associated with the UK's departure from the EU may therefore impact the income statement. Management mitigates this risk by monitoring currency exposures and converting foreign currency balances into sterling on a monthly basis, thus keeping foreign currency denominated assets at a minimum. Intra-month translation risk is not hedged.

The Group has no borrowings so interest rate risk is limited to that associated with cash deposits. Management monitors interest rates in conjunction with an assessment of the credit rating of the Group's bankers.

The Group does not operate a trading book and so has no other direct exposure to financial markets. Indirectly, the Group is highly dependent on the level and volume of trading in the

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financial markets in which it acts as a broker and is therefore subject to the price, credit and liquidity risks that prevail in these markets.

Credit risk

The exposure to the possibility of financial loss resulting from counterparty default is monitored carefully. The Group aims to minimise exposure to credit risk by ensuring it has no direct exposure on its own account; the Group's brokerage business is typically conducted on a delivery versus payment basis and significant credit risk is not expected to arise in the normal course of business. However, credit losses could arise in a scenario where a broking counterparty defaults and there is a significant movement in the price of the underlying security.

The Group is exposed to credit risk through the receivables due from its settlement and clearing agent and other authorised UK entities. These receivable balances settle on a regular basis and the credit ratings of counterparties are monitored closely. Non-trade related exposure is predominantly restricted to the various UK and US banks where cash is deposited. It is the Group's policy to distribute its cash deposits across a number of banks to mitigate credit risk.

Capital and liquidity risks

These risks include the possibility of having insufficient liquid resources to meet liabilities as they fall due or insufficient capital to meet regulatory requirements or absorb financial losses. In the normal course of business, liquidity risk is low since the Group maintains a cash buffer.

Short term liquidity to facilitate settlement timing differences is committed by BNP Securities Services, which undertakes settlement services for the Company. However, if an extreme stress event such as a material broking error or default of a broking counterparty were to materialise, this could result in a significant cash outflow and resultant liquidity and capital stress.

Reputational risk

This is the risk of loss arising from the negative perception on the part of key third party relationships including customers, counterparties, shareholders and regulators. This risk also encompasses litigation risk as this arises for the Group where events that would typically lead to reputational risk escalate such that there is then litigation risk.

The Group's reputation is preserved, and the risk of a sustained period of reduced revenue therefore reduced by: ensuring compliance with regulations and ethical standards; attracting and retaining talented staff; and, providing accurate and timely execution of contractual obligations.

Compliance risk

Compliance risk is the risk of financial loss arising from regulatory action, legislation, contract or other laws and regulations. Management is committed to regulatory compliance and has developed policies and procedures in order to conform to regulatory requirements.

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Capital Resources & Requirements

As at 31 March 2018 (post verification of profits) the Company's capital resources after deduction of capital invested in Redburn (USA) LLC and goodwill was £18.2m. The Company's capital requirement at that date was £11.6m. The surplus of capital resources over the capital requirement (the "capital buffer") was therefore £6.6m.

Capital Resources

31 March 2018	£m
Total Capital & Reserves (Tier 1 Capital)	66.9
Less Deductions	(48.7)
Total Capital Resources, net of deductions	18.2

Capital Requirement

Pillar 1

The Company is an IFPRU €730,000 Limited Activity firm. Its capital requirement is the greater of:

- 1 The base capital requirement of €730,000; and
- 2 The variable capital requirement, which is the sum of market risk, credit risk and the fixed overhead requirement:

31 March 2018	Approach	Requirement (£m)
Credit Risk	Standardised Approach	1.7
Market Risk	Standardised Approach	0.5
Operational risk	Fixed Overhead Requirement	9.4
Capital Requirement		11.6

- Credit risk relates primarily to cash held on deposit at UK / US Banks and amounts due from clients.
- Market risk primarily relates to the positions the Company holds in foreign currencies. The largest exposures are in USD and EUR.

Pillar 2

As previously described, the Company also undertakes an ICAAP process to assess whether the capital held is sufficient. The total level of capital the ICAAP exercise indicated that should be held was below that of the Pillar 1 requirement. The capital requirement is therefore the Pillar 1 requirement.

Remuneration Disclosures

As an IFPRU firm the Company is required to adhere to the FCA remuneration rules. These rules are outlined in the Remuneration Code contained in SYSC 19A.

FCA guidance on proportionality states that the requirements of the remuneration code do not apply to all firms equally. The proportionality concept takes into account the nature and size of a Company and the complexity of its operations. The FCA has defined three proportionality levels and the Company currently falls within the lowest tier, level 3. The disclosures in this document therefore reflect the disclosure requirements for a level 3 firm.

Remuneration Policy

The Board delegates responsibility for the firm's remuneration policy to the Remuneration Committee which is comprised of a majority of independent Non-Executive Directors.

The policy is designed to comply with the Remuneration Code and as such:

- is consistent with, and promotes, sound and effective risk management and does not encourage excessive risk taking;
- is in line with the business strategy, objectives, values and long term interests of the Company;
- is designed to avoid conflicts of interest; and
- is designed to ensure that a prudent capital buffer is maintained.

Bonuses are determined with reference to several factors including Redburn's profitability, team and individual contribution and market rates.

The Company aims to be recognised as the 'employer of choice' in the European equities secondary market. One of the criteria to be considered as part of that assessment is the economic reward received by the individual staff members. The Company needs to attract, motivate and retain high quality employees to support its premium brand. Subject to the overall profitability of the business, the Company expects to compensate its staff well relative to the market when measured over the medium term.

Governance

The Remuneration Committee consists of a majority of independent Non-Executive Directors and the Chairman of the Committee is an Independent Non-Executive Director. This Committee makes decisions relating to remuneration of employees and dividend proposals. In doing so the Committee takes into account the long term interests of all stakeholders, as outlined in the Terms of Reference of the Committee.

Code Staff

The Remuneration Committee has identified the individuals who undertake activities that could materially impact the Company's risk profile and has categorised such individuals as 'Code Staff'.

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The following individuals have been identified as Code Staff:

- Members of the Board;
- Members of the Executive Committee who are not members of the Board; and
- Any individual assigned a significant influence function but is not a member of the Board or the Executive Committee.

All Code Staff have been categorised as 'Senior Management' Code Staff on the basis that they are either full members of the Board and/or Executive Committee or attend on a regular basis. There are no 'Other' Code Staff.

In reaching this conclusion, management has considered the roles and risk profiles of other employees who receive similar compensation to Senior Management Code Staff. The Company does not engage in proprietary trading activities and its business is limited to providing brokerage and research services to professional and institutional investors on a matched principal basis. Brokers are therefore not permitted to expose the firm to proprietary risk through their activities and there are clear reporting lines within the brokerage area to a member of the Executive Committee.

Quantitative Disclosures

The Company is required to disclose aggregate remuneration for code staff split between fixed and variable compensation. Employees receive the following remuneration:

- A fixed salary and in the case of Non-Executive Directors, a fixed fee (Fixed).
- Pension contribution, which is a fixed proportion of the base salary (Fixed).
- Other benefits (e.g. medical insurance) (Fixed).
- Performance related compensation in the form of a cash bonus or equity award (Variable).

Equity awards are included in variable compensation on the basis of the accounting expense recognised for the year ended 31 March 2018 under UK GAAP.

Financial Year Ended 31 March 2018	Aggregate Compensation (£000s)
Fixed Compensation	1,784
Variable Compensation	3,090
Total Compensation	4,874
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Number of Code Staff	14

Redburn (Europe) Limited is authorised and regulated by the Financial Conduct Authority

www.redburn.com