



UNIwersYTET EKONOMICZNY  
W POZNANIU



**Kadry dla Gospodarki**  
Twój sukces się liczy



URZĄD STATYSTYCZNY  
W POZNANIU

# Career opportunities in trading

Ian Firla

OSTC, Prezes Zarządu

Projekt Kadry dla Gospodarki współfinansowany ze środków Unii Europejskiej w ramach Europejskiego Funduszu Społecznego



**KAPITAŁ LUDZKI**  
NARODOWA STRATEGIA SPÓJNOŚCI

UNIA EUROPEJSKA  
EUROPEJSKI  
FUNDUSZ SPOŁECZNY





OSTC

**Welcome**



OSTC

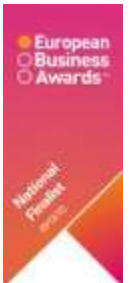
# OSTC - key facts

- We are a leading global trading company
- We specialise in exchange traded derivatives products in all the major asset classes.
- We trade on all key global exchanges, including NYSE Euronext.Liffe, CME, Eurex (Deutsche Boerse), The ICE
- We developed unique, highly driven, highly disciplined approach and strategies which deliver consistently strong trading results.
- We adopt a risk-averse approach to trading.
- We provide liquidity to the exchanges, helping to decrease market volatility, contributing to the safety of market participants.

# Stable path of international growth



- Established in **1999** in London
- **Founders** – former **floor traders**, still in the company
- In **2005** entered **Poland**
  - Initially **Warsaw** office with only 9 people
  - By the end of **2008** added Kraków, Gdańsk, Poznań and Łódź
    - With over 200 employees and expecting that number to exceed 250 in 2013
- In **2009** opened an office in Swansea, **Wales**, UK
- **2011**: new offices in Madrid, Seville, Lisbon and Mumbai
- **2012**: opened an office in Montreal, Canada to facilitate trading on North American markets



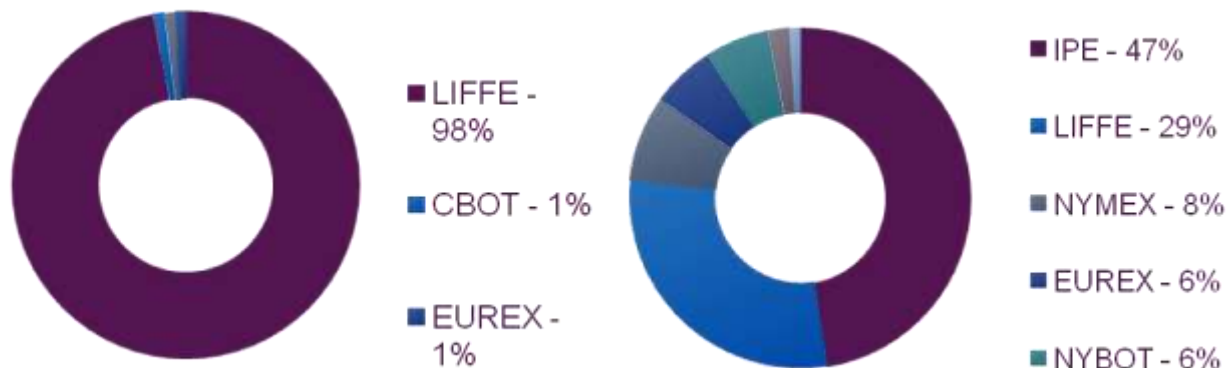
# OSTC BUSINESS HIGHLIGHTS



2005

2012

Where we trade



Locations

3

13

No. of products traded

9

83

Volume traded

4,809,850

72,073,024

Cooperation with Universities

0

13



OSTC

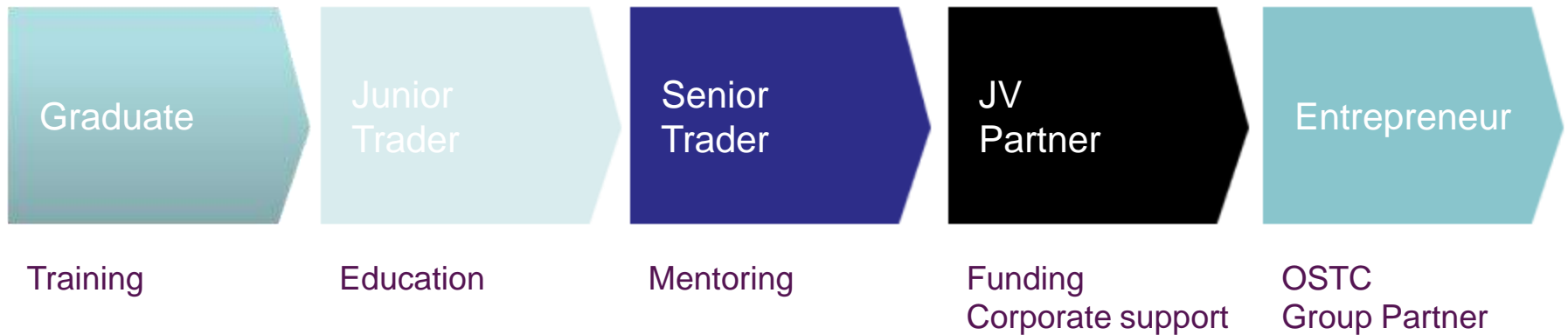
# **Building on success**

# A dream job for young graduates



- **71% retention rate** of our new hires – compared to 10-20% across the industry
- We employ **passionate young people** right after their graduation:
  - **79% - 1st job** after graduating from the university
  - **82% - employed within 6 months since university graduation**
  - Vast majority of our new hires have **already ‘tasted’ trading** using their own demo or real account – it’s the job of their choice
- Over **95%** of our employees have **graduated from a university**
- For these young, ambitious people we are offering a City-type career that would not be achievable for most of them, but more importantly **a job and an opportunity that they have always dreamt of**

# Career opportunities





# How did we achieve this?



- Direct cooperation with **universities** and **student societies**
  - Close relationships with **10 universities** and **15 student societies** across Europe
  - A network of committed **OSTC ambassadors** – students fostering our cooperation with the societies
  - On average **38%** of our new employees have already **participated** in some **OSTC-connected** activity during their studies, in **Wales** this reaches **over 70%**
  - We are looking forward to build cooperation with **Poznan University of Economics**



\* University of Brighton



# Cooperation opportunities



- **Trading lab**
  - Excellent benchmark at Cardiff University and other UK and US schools
  - Only leading universities are engaged in such forms of cooperation.
  - Unique in Poland
  - Opportunity for the students to work in real life, trading environment and to conduct scientific research (MA, Ph.D., etc.)
  - World class infrastructure and software
  - Key contribution: experienced, committed Senior Manager available for students
  - Opportunity to carry our lectures
  - Close cooperation with exchanges and market data providers
- **Research**
- **Employment opportunities**
- Access to international **experts**
- **Open** to new initiatives and ideas





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**Thank you**



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