

CHRIS SMITH

NON-EXECUTIVE DIRECTOR | BOARD ADVISOR

**Strategic Growth & Performance | Product Innovation
Regulation & Risk Oversight | Fintech | Market Infrastructure**



Chris is a distinguished financial markets pioneer with over 40 years' leadership experience across Europe, the US and Asia. Recognised with a Lifetime Achievement Award (*Euromoney Publishing*), he has held senior roles at MarketAxess, NYFIX, NYSE Technologies, Fidelity Investments, Tradeweb and Thomson Financial, shaping the radical evolution of global trading and post-trade infrastructure.

Across his career, he has guided regulated businesses through growth, transformation and regulatory change, while serving in SMF-approved leadership roles under the UK's SMCR framework. He is globally recognised for introducing market-shaping innovations, building scalable platforms, and establishing trusted governance and risk frameworks in collaboration with regulators, clients and peers.

Alongside his executive career, he has contributed to education as Deputy Chair of Governors at a UK secondary school for three years, strengthening governance and financial oversight during a period of transition.

Chris is now available for opportunities to contribute his experience to Non-Executive Director and Board Advisor roles, particularly for fintech, financial services and private equity-backed businesses seeking to create value through scale, innovation and best-in-class governance.

KEY SKILLS

- **Strategic Growth & Profitability:** Empowers organisations to build and scale international business lines that deliver sustained growth and market-leading operating performance, balancing ambitious expansion with disciplined cost control.
- **Innovation:** Continuously challenges the status quo, driving innovation and working with colleagues to translate ideas into tangible, high-impact outcomes. Recognised for pioneering change in market infrastructure, including inventing Electronic Trade Confirmation (ETC).
- **Regulation & Risk Oversight:** Experienced SMF-approved leader (CF3 / SMF29) with deep expertise in MiFID, EMIR, SFT and market infrastructure. Expert in building and governing robust and scalable compliance and audit frameworks.

CAREER HIGHLIGHTS

- **MarketAxess | Head of Post-Trade:** Scaled Post-Trade business to >\$50M annual revenues with 1,000+ clients; led acquisition and integration of Deutsche Börse's RRH GmbH; embedded EY-audited control framework; launched APA and post-trade repo risk-matching community processing massive daily volumes.
- **NYFIX International (Euro Millennium) | CEO:** Launched and scaled Euro Millennium to the largest European equity dark pool within 12 months, achieving a €500M record daily trading volume and ~\$4M revenues.
- **Thomson Financial ESG | Director, Global Strategy, Product & Marketing and MD Asia:** Developed the first ETC solution, launching ITM and later evolving it into Omgeo CTM through a \$50M JV with DTCC; grew Asia business from zero to >\$2M and profitability in three years.
- **NYSE Technologies | Consultant, Hosted Markets:** Built a \$6M outsourced markets business, winning three top-tier investment banking mandates via competitive tenders and differentiated client engagement.
- **Tradeweb Europe | VP, STP Solutions:** Launched the first fully electronic IRS confirmation with SwapsWire, creating an end-to-end workflow that drove significant EMEA adoption and revenue growth.
- **Fidelity Investments | Manager, Transaction Support:** Created the firm's first 'middle office'; authored the original ETC requirements and convened the first buy-side user group; automated SSI's through the adoption of ALERT® as the first customer in UK/Europe.