



MICHAEL YARIAN

MANAGING DIRECTOR

EXPERTISE

- ✓ Fixed Income Cash and Derivate Trading
- ✓ Futures execution and clearing
- ✓ OTC Clearing
- ✓ FX Prime Brokerage
- ✓ Fixed Income Market Structure

EDUCATION

New York University
B.S. in Finance and International Business,
Minor in German

United States Air Force
Fire Rescue, EMT, Desert Storm Vet

EMPLOYMENT HISTORY

HSBC
Head of Developed Rates and Credit Trading,
Structuring, and Financing Americas, and
Global Head of Flow Rates Trading
2020-2021

Head of Fixed Income Trading, Americas
2016-2019

Barclays
Head of Rates and Local Markets Trading for
Europe and Americas
2014-2016

Global Head of Agency Derivative Services
2012-2014

Head of Global Markets Japan
Head of APAC Developed Rates Trading
2009-2011

Co-head of US rates trading
1996-2008

OTHER

Current and/or former licenses/registrations
Series 3, 7, 24, 63; JSDA Class 1, Class 2,
Internal Control Manager

Michael Yarian is a seasoned financial markets executive with 25 years of global markets experience and a world class expert in cash and derivative instruments. He is the former Head of Global Debt Markets, Americas, and Global Head of Developed Rates at HSBC and former Head of Global Markets Japan, Head of Rates Trading, and Head of Agency Derivatives Services at Barclays. He also served both as a member and chairman of the board of directors of the Futures Industry Association.

During his tenure at HSBC, he was responsible for a team of 80 fixed income traders operating across balances sheets in New York, Toronto, Montreal, London, Paris, Dusseldorf, Athens and Hong Kong. He modernized outdated infrastructure, built a distressed and special situations desk, started E rates and E credit platforms, built FI ETF desk, collaborated on new bank build in Sao Paulo, restarted Andes FI trading out of Santiago, opened Latam rates hub in London, and started structured financing business.

He was a member of Americas Global Markets TOP Team (Exco), Global Debt Markets Exco, Global Western Markets Exco, Americas, Global Markets and HSI (Broker Dealer) TALCOs, Fixed Income Volcker Risk Committee, Americas GM and BSM Conduct and Controls Committee, Financing Risk Committee, Wrong Way Risk Committee, FCM Risk Committee, US Portfolio Optimization Committee, Chair of Global Developed Markets Flow Rates Management.

Prior to joining HSBC, Michael rose through the ranks at Barclays over two decades working in New York, London, and Tokyo in various leadership roles across the global markets and prime services businesses. With roots in trading both cash and derivative instruments in both developed and emerging markets, he is an experienced risk, process, and people manager.

He is currently serving on the advisory board of directors of JADU AR, Inc, a cutting-edge start up based in Los Angeles, California focused on the convergence of augmented reality, blockchain and gaming and Human Unlimited, Inc, a creative e-commerce company based in Akron, Ohio.

He continues to pursue his passion for learning by completing executive education courses on Corporate Governance at Northwestern University's Kellogg School of Business, Commercial Real Estate Development at Cornell University and Commercial Real Estate Investment and Analysis at the MIT School of Architecture and Planning and Blockchain Technologies: Business Innovation and Application at the MIT Sloan School of Management. He served in the US Air Force prior to attending NYU, where he earned a BS with concentrations in Finance and International Business.

He currently lives in Long Island, New York with his wife Despina, and their four sons.