

03.07.2019

**Giovanna Zanotti**  
Bergamo University

**10 Years of OTC Derivatives Market Reforms: Where Do We Stand?**

In the wake of the financial crisis, the G20 leaders in 2009 at the Pittsburgh summit, promised to reform over-the-counter derivatives markets to improve their transparency and reduce systemic risks. In this presentation we will review the reforms that have been adopted since then by the various regulators (with a particular focus on Europe) in order to understand if nowadays global markets are more stable and transparent. Finally, we will analyse the issues that still remain open today.

*Giovanna holds a PhD in Management from Bocconi University, where she also graduated in Economics and Social Sciences. She is Full Professor of Financial Markets at Università degli Studi di Bergamo, where she is the Head of Business Economics and Quantitative Methods. She is also a faculty member of the Bocconi School of Management (SDA Bocconi) and scientific director of ACEPI (Italian Association of Certificates and Investment Products). She is an independent board member at Banca Akros and Digital value spa and a member of the FinDatex PRIIPs Working Group. In addition, she was previously a member of the ESMA consultation group on Risk, Performance and Cost Scenarios Disclosures in Key Information Documents for Packaged Retail Investment Products and Insurance-based (PRIIPs). Her main fields of research and teaching are derivatives and structured products. Her work has been published in a range of international journals.*

**Dr. René Sieber**  
Adjunct Professor  
GFRI  
University of Geneva



**FX Risk and Management Challenges**

International diversification in portfolio management exposes the investor to a major risk: currency risk, also known as foreign exchange risk or FX risk. This reality concerns any investor who is interested in assets and / or financings denominated in a currency other than his or her reference currency. Due to the relatively small size of the Swiss franc-denominated asset markets, FX risk is particularly important for investors who reason in this currency, including Swiss pension funds. If US dollar based investors may be less concerned, due to the major weight and choice of assets denominated in their own currency, it remains a serious concern for all other investors who are interested in these assets and whose US dollar is not their reference currency. The purpose of this presentation is first to highlight how FX risk does materialize, in particular the way in which it affects the return and risk of the various asset classes for investors reasoning in Swiss Francs. It then looks at the challenge of managing this risk, focusing on different approaches that are used for this purpose.

*René Sieber holds a Ph.D. in Economic and Social Sciences from Geneva University and was a Visiting Scholar at the Department of Economics of the Massachusetts Institute of Technology, Cambridge, USA. René Sieber has an experience of more than 30 years in the field of asset management. He has been a founding member and managing director of Dynagest SA, a Geneva based Swiss Asset Management company that featured among the European Top 400 Asset Managers ranking established by the reference magazine Investment and Pensions Europe (IPE). Head of quantitative portfolio insurance investments, he was also supervising fixed income management and research. For more than 25 years René Sieber has been teaching fixed income at the University of Geneva where he will also co-head the future DAS in Asset Management. He also teaches at the Swiss Training Centre for Investment Professionals (AZEK). Among the boards where he sits, René Sieber has been since 2002 a director of Ethos Services SA, the operating entity of Ethos, Swiss Foundation for Sustainable Development, which promotes socially responsible investment.*

**Sandro Graf**  
Head Service Lab, ZHAW



**Behavioural Lessons for Communication Design**

New paradigm to understand human behaviour;  
How value is perceived and why losses matter more than gains;  
Applications of the Prospect Theory, one of the most important theories of modern social sciences;  
How communication professionals may master the complexity of human perception.

*Sandro Graf holds a Master in Law (University of Fribourg) and an Executive Master of Science in Communications Management (University of Lugano). Since 2012, Sandro is a Senior Lecturer at the Zurich University of Applied Sciences ZHAW and is the head of the Service Lab, a competence center dedicated to research questions on behavioral science, customer experience, and service design. Sandro's work includes various projects in the financial industry. In 2016, the Service Lab team received the "Best Project Award" by the ZHAW School of Management and Law.*

**Marcus Littler**  
Sales manager, Talk  
Finance



### **Money Market Funds – their key role in maintaining Institutional Liquidity**

Money market funds (MMF's) are a global industry, with funds promoted in many countries. Total European money fund assets came to over US\$1.2 trillion. MMFs are mutual funds that invest in short-term money market instruments which allow investors to participate in a more diverse and high-quality portfolio than if they were to invest independently. Like other mutual funds, each investor in a money market fund is considered a shareholder of the investment pool; a part owner of the fund. Money market funds offer many benefits to investors, including diversification of investments across securities and by issuer; for constant net asset value funds, same day liquidity; outsourcing of credit analysis to a professional investment management team; segregation of assets in a separate, ring-fenced account; competitive money market returns.

The presentation will focus on their increasingly important role in providing security and liquidity to institutional investors and why these funds are seen as a key banking tool by end investors. There will also be an insight into the regulatory developments surrounding the fallout from the financial crisis.

*Marcus Littler is a sales manager at TALK Finance, a leading translation firm, specialising in the financial services sector.*

*Prior to joining TALK, Marcus spent 11 years as a Managing Director for the Bank of New York Mellon, overseeing their institutional sales in the EMEA region. The core part of his remit was the development of their Institutional Liquidity business, which forms the topic of the presentation today. Prior to joining BNYMellon, Marcus held senior sales roles at Morgan Stanley and JPMorgan. Marcus lives in Hertfordshire, UK, where he is a keen runner and avid squash player.*

**Marian Dougan**  
Senior Translator  
European Central Bank



### **Editing specialist documents for non-specialist readers: the MISS principle**

Translators – both in-house and self-employed – are facing increased competitive pressures. One way to address these is diversification. Maintain your core translation skills, but develop other, complementary, talents. International and financial organisations, too, are facing challenges, one of which is the loss of public trust. Communication and engagement are high on their agenda in their efforts to restore that trust. This hands-on workshop will give translators a chance to put on their editing hats. They'll consider how they can enhance their skills and add value for clients by editing specialist texts – often written by non-native speakers – for a non-specialist audience. How? By applying the MISS principle: make it simple and succinct. Participants will work with “raw” articles written by European Central Bank subject experts for publication in the Supervision Newsletter or for the ECB website. They'll explore how to improve readability and produce engaging articles for non-specialist but well-informed readers: content that's simple but not simplistic; succinct, not superfluous.

*Marian is a senior translator and editor at the European Central Bank (ECB) in Frankfurt. She works mainly on banking supervision texts and is a member of the editorial team for the Supervision Newsletter. Before joining the ECB, Marian spent over 15 years as a freelance translator specialising in economy and finance; energy, competition and social policy; and international affairs. She lived in Italy for over 20 years, during which time she worked as a policy analyst in the Economic and Commercial Department at the British Embassy in Rome. A firm believer in educational outreach, Marian has taught Translation Methodology and Translating for the Web at Glasgow University. She also gives talks on language learning at local schools. Marian is an active member, and former Convenor, of Scotnet, the Scottish network of the Institute of Translation and Interpreting.*

**Holger Albrecht**  
Senior German Translator  
Banque Pictet & Cie SA



### **Workshop on Responsible Investing EN>DE**

After a short overview on the emergence of the concept of responsible investing, we will analyse texts and compile a glossary which we will use to do some translation exercises with specific texts on the subject.

*Born in Augsburg, Bavaria, Germany. Studies at the Universities of Augsburg and Geneva, Glasgow University, Universidad Autónoma de México, El Colegio de México and Moscow State University. Master's in Translation from FTI, University of Geneva (German, English, French, Spanish, diploma in Terminology and CAT), M.A. in Russian and general linguistics, Faculty of Arts, University of Geneva. Currently working as Senior German Translator at Banque Pictet & Cie SA and lecturing on the Master's course at FTI, University of Geneva.*

**Xenia Schwaller**  
Financial Translator



**Comptes annuels : des tableaux et des hommes**

Dans ce séminaire, les tableaux serviront de prétexte pour aborder certains des aspects les plus techniques des comptes annuels. Nous ferons le point sur des notions rudimentaires de comptabilité, avant de nous intéresser à la terminologie de ce type de textes. Éléments théoriques côtoieront exercices en petits groupes. L'objectif du séminaire est de permettre aux participants d'aborder la traduction des comptes annuels « sans peur ni stupeur ».

*Titulaire d'une maîtrise universitaire en langue, littérature et civilisation arabes de l'Université de Genève, Xenia Schwaller s'oriente vers la traduction en 2004 et obtient sa maîtrise universitaire à la FTI (Genève) en 2006. Ses langues de travail sont le français, l'allemand et l'anglais. Elle exerce en tant que traductrice financière dans la banque privée entre 2007 et 2014, tout en développant progressivement une activité de traductrice indépendante. Ses thèmes de prédilection sont la gestion de portefeuille et la macroéconomie. Depuis 2014, elle profite de la liberté qu'offre le métier de traducteur pour exercer en nomade entre la Suisse et l'étranger. Passionnée par les thématiques entrepreneuriales du marketing et du réseautage, elle souhaite encourager les échanges entre traducteurs et a lancé en 2019 une newsletter et un podcast sur la traduction en Suisse.*

04.07.2019

**Lisa RÜth**

Managing Partner, Ralf  
Lemster Financial  
Translations GmbH



**The Ins and Outs of ESG Investing**

Traditionally, success has been measured by a single and simple bottom line: profit. But times are changing, and more and more investors look not only to financial metrics when making investment decisions, but also to a company's performance on environmental (E), social (S) and governance (G) criteria. In this talk, we will examine: where the surge in demand for ESG products has come from, why investors may want to look beyond financial performance, and what kind of ESG products there are on the market.

We will also delve into terminological issues and define concepts such as 'ESG', 'sustainable' or 'green' finance, 'impact' or 'socially responsible' investing to learn what they have in common and where they differ from each other. Last but not least, we will discuss what makes a product 'green' or 'sustainable', who decides on those labels and how ESG performance can be measured.

*Lisa RÜth is a Managing Partner at Ralf Lemster Financial Translations GmbH, a Frankfurt-based boutique translations company, where she supports demanding clients in both the private and the public sector with accurate, expert, fluent and elegant copy. She holds a Masters degree from Johannes Gutenberg University, Mainz, in Linguistics, Culture, Translation for the Spanish and English languages. Lisa is a certified corporate trainer as well as a certified SRI Advisor (Socially Responsible Investments) and an active member of the BDÜ.*

**Basil Guggenheim**

Economist, Money Market  
Swiss National Bank



**Transition from LIBOR to alternative interest rates**

Credible and robust interest rate benchmarks are a cornerstone of modern financial markets. They improve price transparency and are used for derivative products. In Switzerland, the Swiss franc Libor is still by far the dominant benchmark. For decades, the Libor based swap curve has represented the backbone for the pricing of loans, mortgages and bonds. The credibility and robustness of a benchmark depends on a liquid underlying market. As a consequence of the financial crisis, turnover in unsecured money market, the calculation basis for the Libor, had declined dramatically, and has not recovered since. Therefore, in July 2017, the UK regulator announced that it would only support Libor until the end of 2021. Given the heavy dependence of markets on the Libor, a transition away from Libor to other alternative rates will be a challenge. To succeed, all market participants must contribute, in other words to prepare themselves in good time and act in a coordinated manner. For Swiss franc Libor, SARON was recommended as the alternative and options for using this rate in cash products are available.

*Economist at SNB (III Department, Money Market), since 2009.*

*Publications:*

*2008 Dissertation (Revolution or Stagnation? The Transition Process to Modern Growth – Causes, Structure, and Consequences)*

*2011 Exploring an uncharted market: Evidence on the unsecured Swiss franc money market*

*2014 Exit and Monetary Policy Transmission*

*2016 Financial Benchmarks: Bedeutung, Problematik und regulatorische Ansätze*

*2016 Re-use of collateral in the repo market*

*2018 What do Swiss franc Libor futures really tell us?*

*2018 Confederation debt management since 1970*

**Dr. Bruno Colmant**

Head of Macroeconomic  
Research  
Banque Degroof Petercam

**The dream of globalization to the nightmare of populism**

In less than forty years, Anglo-Saxon capitalism has been engulfed in our European communities. Every day, globalization and the digitalization revolution amplify the dominance of this market sphere. This is a socially unsustainable shock for countries that were imbued with post-war balances. Today, European states are torn between unfinanced social commitments and markets that escape them. Populist currents reject leaders who have not protected their aging population from these market forces. These populisms, radicalized by social networks, could lead to a collapse of the European integration model and social shocks, perhaps insurrectional, of an explosive scale and which would lead to authoritarian state responses. The rescue of our social systems will have to go through the rehabilitation of the strategic state in new social and fiscal balances. It will be necessary to subordinate all political decisions to the general interest and to the well-being of future generations in a spirit of social and ecological solidarity.



*Bruno Colmant is Head of Macro Research and Executive Board Member at Bank Degroof Petercam. He holds a Ph.D. and a Master Degree in applied economics from the Solvay Business School Economics & Management (ULB). He also holds a Master of Sciences in Business Administration from the Purdue University (USA) and a Master in Fiscal Sciences (ICHEC-ESSF). He is a member of the Belgian Royal Academy. He holds various certifications, including ACI, ICMA, FRM, PRMIA, CFA, CIIA, CMF, CeFA and numerous IIA certifications. He is a chartered accountant and tax advisor and owns the “agent de change” certification. Bruno Colmant began his career at Arthur Andersen, Dewaay and Sofina. He was Managing Director at ING (1996-2006), Cabinet Head of the Belgian Finance Ministry (2006-2007), CEO of the Brussels Stock Exchange, Member of the Management Committee of NYSE Euronext and Chairman and CEO of Euronext Brussels (2007- 2009) and Deputy CEO at AGEAS (2009-2011). From 2001 throughout 2016, he has been a Partner of the consulting firm Roland Berger and an economic advisor to the AGEAS CEO. He lectures at the Vlerick Management School, UCL, the Solvay Business School Economics & Management (ULB), ICHEC , Facultés Universitaires Saint-Louis and the Luxembourg School of Finance. He authored more than 75 books.*

**Robin Bonthron**  
Owner, Premium  
Financial-Legal  
Translations, LLC



### **Banking Regulation and Supervision (DE>EN)**

This interactive workshop is designed both for translators working from German into English and for translators working from English into German. It will kick off with a one-hour overview of the (predominantly bilingual) content and terminology of the prudential requirements applicable to banks and financial services institutions at EU level, concentrating on the elements of the “Single Rule Book” on the road towards the EU Banking Union. As well as addressing the regimes in headline areas such as capital requirements and bank recovery and resolution, it will also look at topics such as anti-money laundering/terrorist financing and the impact of MiFID II on banks. This part will round off by outlining the requirements at national level, specifically Germany and Switzerland. The primary framework and terminology identified during the first part of the workshop will then serve to underpin the subsequent interactive textual analysis, in which the participants will split into two groups: one for each language direction. These groups will analyse texts in the relevant source language and discuss potential translation solutions. Any issues arising that affect both language directions will be discussed by both groups.

*Originally from Scotland, Robin Bonthron, CT, MITI lived and worked in Germany for over 30 years before moving to Austin, Texas in 2017. He has been a full-time German>English financial-legal translator for almost 30 years, specializing in financial accounting and reporting, financial legislation, financial industry regulation and supervision, tax law, financial technology and financial communication. He translates the German Accounting Standards (GASs) for the Accounting Standards Committee of Germany, and was previously joint coordinator of the German version of the International Financial Reporting Standards (IFRSs). He is also an experienced financial translation trainer and lecturer at translation conferences and workshops in Europe and the US, and teaches in-house seminars at corporations and public institutions. He is currently co-chair of the International Federation of Translators’ ISO Standards Committee.*

**Lisa RÜth**  
Managing Partner, Ralf  
Lemster Financial  
Translations GmbH



### **Bankenaufsicht und –regulierung (EN/DE)**

Zielgruppe: Diese Veranstaltung richtet sich an Kolleginnen und Kollegen, die aus dem Englischen ins Deutsche bzw. vice versa arbeiten.  
Inhalt und Aufbau: Zu Beginn verschaffen die Referenten den Teilnehmern im Rahmen eines Vortrags einen Überblick über die Kernaussagen und -terminologie aufsichtsrechtlicher Dokumente, die für Banken und andere Finanzdienstleister in der EU verbindlich sind. Im Zentrum stehen dabei die großen Themen der Kapitalanforderungen, Sanierung und Abwicklung von Kreditinstituten sowie die Bekämpfung von Geldwäsche/Terrorismusfinanzierung und die Auswirkungen von MiFID II. Zum Abschluss der rund einstündigen Einführung verlassen wir die EU-Ebene und werfen einen Blick auf die nationalen Anforderungen in Deutschland und der Schweiz. Im Anschluss geht es für die Teilnehmerinnen und Teilnehmer an die praktische Arbeit. In zwei Gruppen (Englisch > Deutsch und Deutsch > Englisch) werden wir aufsichtsrechtliche Texte analysieren und gemeinsam Übersetzungsvorschläge erarbeiten. Dabei auftretende Probleme und Zweifelsfälle werden gruppenübergreifend diskutiert.

**Boisnault Romain**  
RBM Traductions and  
member of the 3DS team



**Comprendre et traduire des textes techniques dans le domaine du trading (Forex, indices et matières premières)**

Au cours d'un atelier de 3 heures, venez apprendre les fondamentaux de l'analyse technique afin d'être en mesure de comprendre et de traduire des documents extrêmement poussés et techniques (analyses, rapports, prévisions, suggestions de trade, etc.). La première heure sera réservée à la partie théorique (bases, figures chartistes, indicateurs, styles de trading). Les 2 heures suivantes seront consacrées à la pratique, d'abord en petits groupes de 2 ou 3, puis tous ensemble, dans un climat d'échanges constructifs. Supports détaillés, glossaire bilingue et textes supplémentaires (avec proposition de traduction) pour continuer votre apprentissage, tout est prévu pour que vous puissiez rapidement vous lancer sur ce marché très exigeant.

*Traducteur financier exerçant à son compte depuis 2012 et spécialisé dans le trading Forex, la gestion d'actifs et la finance d'entreprise, Romain est un fervent défenseur de la formation continue et du transfert des savoirs et connaissances. Titulaire d'une licence en langues étrangères et autodidacte, son envie permanente d'apprendre n'a d'égal que son désir de transmettre et d'accompagner ses pairs désireux de se spécialiser pour se démarquer de la concurrence et pénétrer de nouveaux marchés.*

**Adele Oliveri**  
Financial Translator



**Se li conosci li eviti: come affrontare la traduzione di testi economici tenendosi alla larga da insidie ed errori**

Il workshop si propone di fornire ai partecipanti alcuni strumenti concreti per evitare le insidie e gli errori più comuni in cui potrebbero incorrere durante la traduzione di testi di contenuto economico. Partendo da esempi pratici tratti da manuali di macroeconomia, analisi di mercato, discorsi di policy-maker e così via, nel corso del workshop ci soffermeremo su concetti chiave della teoria macroeconomica, quali moneta, inflazione, tassi di cambio, prodotto aggregato, crescita economica e tasso di disoccupazione, per citarne solo alcuni. In tutti i casi, dopo aver analizzato uno o più testi di riferimento, eventualmente corredati da grafici, evidenzieremo le criticità linguistiche e teoriche associate ai diversi concetti, fornendo i necessari elementi teorici per affrontare in maniera consapevole e corretta la loro traduzione. I testi proposti durante il workshop saranno distribuiti ai partecipanti prima dell'inizio dei lavori, in modo che possano cimentarsi autonomamente con la traduzione e quindi partecipare attivamente alla discussione in aula.

*Adele Oliveri si occupa di traduzioni economico-finanziarie da più di quindici anni. Dopo aver esordito nel campo della saggistica divulgativa, si è occupata per diversi anni di manualistica universitaria, traducendo manuali di microeconomia, macroeconomia, scienza delle finanze, financial accounting e marketing. Da circa dieci anni si dedica alla traduzione tecnica in ambito bancario e finanziario per il settore delle gestioni patrimoniali e per le istituzioni europee. Ha al suo attivo oltre 25 titoli pubblicati tra saggi e manuali, molti di economisti e policymaker illustri come Ben Bernanke, Paul Krugman, Nouriel Roubini e Joseph Stiglitz. Prima di diventare traduttrice ha lavorato alcuni anni a Londra come consulente specializzata in politiche della concorrenza e regolamentazione dei servizi di pubblica utilità. Ha conseguito una Laurea in Economia politica con lode all'Università Bocconi di Milano e un MSc in Economics con distinction presso la London School of Economics. Vive e lavora a Roma.*

05.07.2019

**Paul Bakker**

Senior translator, European  
Central Bank



**Back from the Brink: the Financial Crisis ten years on, an introduction for financial translators**

On 15 September 2008, the investment bank Lehman Brothers collapsed, sending shockwaves through the global financial system and beyond, and bringing the global economy to the brink. The presentation tells the story of the financial crisis, explaining the underlying causes, introducing some of its key protagonists and addressing a few of the key lessons that we learned from the crisis. Why do banks need to hold adequate capital and liquidity buffers? And what role did the accounting play during the crisis? This session provides answers to these questions, while explaining key accounting, capital and liquidity concepts and terms. The presentation also paints a picture of the regulatory environment in which banks now operate and touches upon some of the measures taken since the crisis.

*Paul Bakker is a senior translator at the European Central Bank, where he translates - into Dutch - a wide range of texts on banking supervision, monetary policy and other central banking topics.*

*After qualifying as a Dutch Chartered Accountant, Paul held various roles in practice and industry, gaining extensive experience in audit, finance, lecturing, financial regulation and banking supervision. In his regulation and supervision days at the Dutch Authority for the Financial Markets, the UK's Financial Services Authority and at the Dutch central bank, Paul was involved in various policy areas, including internal and external audit, accounting standards and the Basel capital and reporting framework for banks.*

*In his current role, Paul also presents training sessions on banking supervision topics to his ECB colleagues.*

**Patrizio Merciai**

Chief Strategist, Gonet Banquiers  
Academic Fellow, Geneva School  
of Economics and Management



**Have you seen your banker, baby, standing in the shadow? Shadow banking and international monitoring, a critical look**

International initiatives have emerged to monitor “shadow banking.” Risk-taking by non-banks was a factor leading to the 2008 world financial crisis. More recently, authorities in Beijing have attempted to rein in “social financing.” Ongoing international efforts, however, tend to encompass a much broader universe. This speaker will review those efforts critically: not every segment in the shadow banking nebula causes systemic risk, and overreaching regulatory attempts may prove ineffective.

*Patrizio Merciai is Chief Strategist and Head of Asset Allocation at Gonet & Cie SA, Banquiers 1845. Patrizio Merciai has more than 30 years investment experience. He was notably Chief Strategist at Lombard Odier Darier Hentsch & Cie from 1997 to 2004, and Head of Private Investors at Merrill Lynch Bank (Suisse) from 2005 to 2009. Besides tactical asset allocation, Patrizio Merciai has expertise in conceiving and managing tailored solutions both for ultra-high net worth investors and for financial institutions worldwide. He has experience as a business developer and is active in professional circles. Patrizio Merciai is also an Academic Fellow of the Geneva School of Economics and Management, and lectures on international finance as part of the Geneva Finance Research Institute. He holds a PhD degree from the Graduate Institute of International Studies (HEI).*

**Laetitia ZUMSTEIN**  
CEO and Founder of 3DS WORLD



**Fintech or how the translator can help shape the future of his industry.**

Ridiculed, violently opposed before becoming accepted as self-evident or how the translator can contribute to shape the future of his industry. Just like CAT in its time, the emergence of machine translation tools is as exciting and frightening as it is causing a backlash. We will demystify step by step the concepts surrounding artificial intelligence and draw up a state of the art of the neural translation tools available on the market through real-life examples. Secondly, we will demonstrate the translator's added value and how he/she can turn this revolution into an opportunity to improve the quality of his/her translations. We'll also discussed advantages, disadvantages and pitfalls without any taboo, on the basis of academic publications and interviews conducted with various market players (translators, clients, technological players). Finally, we will assess the outlooks in this area while rethinking the role of the financial translator in the value chain as a player in tradtech.

*Laetitia holds a degree in applied foreign languages (English/German) from the University of Strasbourg II, a Master in International Management from EM Strasbourg, a double diploma in Marketing from Macquarie University (Sydney, Australia). She also holds an Executive MBA in Islamic Finance (valedictorian) from the University of Strasbourg III and graduated from the ISIT (Paris) with a Master of Translation and Intercultural Communication. She founded 3DS in 2010 and has been providing training since 2013 (applied translation, CAT tools, finance, law). Born in Strasbourg, she has a very high command of English and German, speaks fluently Spanish and has notions both of Arabic and Russian. She lives between Barcelona and Algiers after having lived all over the world (Australia, China, Spain), but the exact place where she is getting up every morning, only the GPS position could confirm it.*

**Mark C. Caprioli**  
Head of Translation, Corporate  
Communications, Bouygues SA



**“Clear language in Corporate Communications – Principles and Practice” FR>EN**

The days of ‘Can someone find me a translator to tell me what this means?’ are gone. As with many other industries, technology is transforming the translation business at a frightening pace. How do we fight back? One side of the answer is subject-area expertise; the other is knowing how to write in your source language. Problem is, our source texts often get in the way and interfere with our output. This hands-on session aims to help bring out the expert writer in you as we work on our own and in groups to find elegant solutions to often poorly written source texts. We will be working with texts published by French and Swiss companies. Participants should bring a laptop (preferably) or a tablet computer to the session.

*Mark Caprioli has worked as an in-house translator in Paris since 1996. Following a post-graduate diploma in Vocational Techniques for Career Linguists at the University of Kent, Mark translated for Axa, Natexis and Oddo before being appointed head of a two-person translation department at Bouygues group's parent company in 2011. His main tasks include the annual report, a variety of external and in-house publications, video subtitling, compliance guides and results presentations.*

**&**  
**Michael Dever**  
Financial Translator



*Michael has been translating professionally for 20 years. After graduating with a MA in Interpreting and Translating from the University of Bath, he was employed as a translator by a Paris-based investment bank for many years. Today, with business partner Hanna Loehr, he manages a high-end translation practice that serves Swiss and other European companies, working from French and German into English. Michael is also a member of the organising committee for the 2019 ASTTI Summer Financial Translation Conference.*



**Claudia Mozaffari**  
Carnegie Fund Services SA



**Investment Funds >DE**

*Claudia Mozaffari holds a Master in Translation and Terminology Studies from the University of Geneva. She is a native German speaker. Claudia started her professional career in 1989 at the International Finance & Commodities Institute (IFCI) in Geneva where she was in charge of the German translation of computer-based training programs for the European derivatives exchanges. In 1991 she founded the Geneva-based company, Axone Services & Développement SA, and set up its translation department specializing in financial translations. After leaving Axone for family reasons, in 2003, she worked as a free-lance translator. In 2006, she joined Banque Cantonale Vaudoise in Lausanne as an in-house financial translator. Since 2009, she heads the translation department of the Geneva-based investment fund representative, Carnegie Fund Services SA.*

**Véronique Sieber-Monnet**  
Conseil en communication  
et coaching éditorial



**Exprimer et partager l'identité institutionnelle d'une entreprise – A L'INTERNE COMME A L'EXTERNE, ETRE COHERENT ET FAIRE ADHERER**

La communication a toujours été un challenge : sortir de soi, entrer en interaction, relier ; et, pour ce faire, reconnaître, comprendre, cohabiter, négocier... Dans ce XXIème siècle, qui réserve à la communication individuelle et collective une place significative, les temps sont notablement marqués par une demande de transparence, cohérence, loyauté ; communiquer devient plus exigeant encore.

Tenant compte d'un tel contexte, l'atelier poursuit le projet de présenter, dans ses grandes lignes, comment une entreprise construit et gère aujourd'hui l'expression de son identité. L'attention portera notamment, sur la définition de la personnalité et du message spécifique qui en découle, la sélection du code formel, le choix des outils et des modes de communication pour partager, à l'interne et à l'externe, son projet d'entreprise.

Sur le thème de la communication externe, l'atelier réservera une attention spéciale à la relation de l'entreprise avec le traducteur. Seront mis en évidence, les contours de cette relation multiforme qui élargit et renouvelle l'amplitude géographique et culturelle de la communication corporate. Seront en particulier abordés les thèmes suivants: nécessaire proximité entre le traducteur et l'entreprise, manière de faire vivre et évoluer cette relation, apports réciproques...

*Véronique Sieber-Monnet exerce des activités de conseil en communication et de coaching éditorial. Détentrice d'un Maîtrise universitaire ès lettres de l'Université de Genève, elle est par ailleurs titulaire d'un DAS en stratégie marketing, communication et e-business, obtenu auprès du Centre pour la Formation Continue et à Distance (CFCD), HEC Genève. Véronique Sieber a rejoint le monde de la finance et de la banque en 1988. Responsable de la communication de la Bourse de Genève de 1989 à 1992, elle a participé à la conception et à la création de la Fondation Genève Place Financière (FGPF), entité qu'elle a dirigée en tant que Déléguée du Conseil de la Fondation jusqu'en 1996. Par la suite, à Genève et au Luxembourg, elle a développé une expérience et des compétences dans l'élaboration et le développement de stratégies de communication, la conception et la mise en œuvre d'identités institutionnelles. Elle a notamment œuvré, en tant que responsable de la communication, pendant plus de 20 ans auprès de Dynagest S.A., une société de gestion d'actifs genevoise qui a figuré dans le classement des Top 400 Asset Managers établi par le magazine européen de référence pour investisseurs institutionnels, IPE.*

**Adele Oliveri**  
Financial Translator



**Nuove strategie di asset management: sfide per traduttori e revisori**

Il workshop intende affrontare le sfide tipiche della traduzione di nuove strategie di gestione. In particolare, sarà trattato il tema dello smart beta, molto alla moda negli ultimi anni.

Dopo una breve introduzione sui concetti elementari della gestione di portafoglio (rendimento, rischio, alfa, beta, gestione attiva/passiva, fondi e ETF), si passerà a parlare del tema dello smart beta / factor investing. Claudio La Rosa, docente di finanza e traduzione finanziaria all'Università di Ginevra, sarà accompagnato da Adele Oliveri, laureata in Economia e traduttrice finanziaria, e da Maria Zarpellon, traduttrice finanziaria senior presso la società Talkfinance. Verranno forniti esempi concreti dell'attuazione di queste strategie e saranno discusse le difficoltà incontrate da traduttori e revisori in quest'ambito. Sarà un'occasione per ripassare (o imparare) i concetti di base della gestione di portafoglio e affrontare in modo interattivo una tematica molto attuale.

**Claudio La Rosa**  
University of Geneva



*Claudio La Rosa has worked for several years in the asset management industry as an Institutional Client Advisor for the Italian market. During that time, he was trained as a Chartered Financial Analyst. He has also been a financial translator for over 15 years. In 2010 he started teaching financial translation at the University of Geneva, where he currently teaches Financial translation from English and French into Italian, as well as "Finance et marketing multilingue". He has been facilitating workshops at the Summer University for Financial Translators since 2011, and since 2013 he has been a member of its Scientific Committee. He has been teaching the class "Finance for translators" (a 65 hours course over 10 days) since 2013. This class was given from 2013 to 2015 at FTI, in 2017 at the DGT of the European Commission in Luxembourg, in April 2018 for ASTTI in Bern, in June to September 2018 in Frankfurt for the ECB, in September-October 2018 in Poland for the translation service of UBS and in April to June 2019 for the DGT in Brussels.*

**Maria Zarpellon**  
Talk Finance



*Maria Zarpellon has been working since 2012 as a financial translator for TALK finance, a Luxembourg-based company operating in the financial translation industry, where she regularly handles a wide range of texts produced by banks, asset management companies, investment funds and insurance companies. In 2011, she obtained an MA in Translation from the Advanced School of Modern Languages for Interpreters and Translators of the University of Trieste.*

**Translation Slams**

**Patrick Lloyd**  
Senior Translator  
Banque Cantonale  
Vaudoise



*Patrick Lloyd was born in Hamburg, Germany and holds a B.A. in French and Spanish Philology from the University of Kiel and an M.A. in Translation from the Faculty of Translation Studies in Germersheim (University of Mainz). After graduating, he moved to Lausanne, Switzerland, in 2015 to work for the investment fund services provider Carnegie Fund Services SA in Geneva, first as an intern then as an in-house junior translator. During that time he also freelanced for Banque Cantonale Vaudoise (BCV). In 2017, he left Carnegie to join BCV's in-house translation team where he is currently working as a senior translator and assisting an intern with her master thesis. Patrick is specialised in financial translation, with a focus on banking, investments and macroeconomics. His current working languages are German, English and French.*

**Sylvia Smith**  
Senior Translator  
Banque Cantonale  
Vaudoise



*Sylvia obtained an MBA degree in London in 2003, then moved to Paris where she initially worked as a business consultant. Her consulting clients quickly turned to her for translation services as well, based on her English-language writing skills and fresh knowledge of key business and financial concepts. She decided to focus on financial translation full time in 2004—and hasn't looked back since. From 2010 to 2013 she was a partner of SFM Traduction, a high-end translation firm. At that time she began providing copywriting services directly in English. Today her roster of clients includes large companies in the banking, energy, IT, and public sectors. A dual US and Italian citizen, Sylvia is originally from Houston, Texas. She has a B.S. in Chemical Engineering and worked for five years in the oil and gas industry before moving to London.*



**Martial Mernier**  
Fondateur de Talk Finance

*Après plus de 9 années dans l'asset management, Martial MERNIER fonde TALK finance en 2002. Spécialisée en traduction de contenus financiers exclusivement, la société basée au Luxembourg emploie aujourd'hui une quarantaine de personnes et est devenue un leader de la traduction financière en Europe.*

**Barbara Angerer**  
German Translator  
Pictet & Cie SA



*Barbara (IT, FR, EN, RU > DE) holds two master's degrees, in Specialised Translation and in Conference Interpreting, from the University of Geneva. After a brief foray into sociolinguistics research, she began her career as a translator in 2012 while working occasionally as a conference interpreter. Since 2016 she has been an in-house German translator at Banque Pictet & Cie SA. In 2018 she obtained a Certificate in Private Banking from the Institute for Studies in Finance & Banking, Geneva. Other experience includes translation in the areas of socio-economic research, humanitarian aid and medical sciences, as well as the non-profit and legal sectors.*

**Martin Hemmings**  
Seasoned English  
Translator



*Martin Hemmings is a French-to-English translator and English editor based in Manchester, UK. He has been a freelance translator for 13 years and is a qualified member of the Institute of Translation and Interpreting. He specialises in corporate communications, international development and humanitarian affairs, working mostly for governments, international organisations and corporate clients. An unapologetic proponent of target-oriented translation and clear, idiomatic writing, Martin presented at SFT's 2018 Université d'été de la traduction financière in Brussels, and will be delivering a two-hour style workshop at the 2019 ATA Conference in Palm Springs as the French Language Division's Distinguished Speaker. He holds a bachelor's degree in French and Russian from the University of Oxford, and a master's degree in translation studies from the University of Salford. As a former teacher, Martin is heavily involved in outreach initiatives in his native UK. He serves on ITI's outreach working group and regularly speaks at schools, colleges and universities to encourage language learning and promote careers in translation and interpreting.*

Organisation & Scientific Committee

**Claudio La Rosa**  
University of Geneva



*Claudio La Rosa has been a financial translator for over 15 years.*

*He has been facilitating workshops at the Summer University for Financial Translators since 2011, and since 2013 he has been a member of its Scientific Committee.*

**Valérie Lopez**  
French Translator



*Valerie holds an MSc in International Business and Finance from London South Bank University. She worked as a business analyst and consultant for about ten years in Europe and South Africa. In 2012, she started working with a Swiss association who asked her to translate a research report from the University of Lausanne. This first translation led her to change path to become a French translator. She has since completed a Certificate of Advanced Studies in techniques of written communication from the University of Geneva and taken formal community interpreting courses to become a freelance translator and community interpreter for Caritas. She has been in charge of organising the ASTTI's Summer Financial Translation Conference since 2015.*

**Rosie Wells**  
Scall Wells Sarl



*Rosie is a British translator working in Switzerland. After obtaining a Master's in Translation from the University of Geneva's Faculty of Translation and Interpreting in 2009, she worked as a senior translator at Banque Cantonale Vaudoise in Lausanne for nine years. She has been a co-owner of Scala Wells Sarl, a Lausanne-based English-language translation and communications agency, since 2010. Rosie is also a lecturer in translation at the University of Geneva. She is a member of the organising committee of the conference since 2017.*

**Michael Dever**  
Financial Translator



*Michael has been translating professionally for 20 years. After graduating with a MA in Interpreting and Translating from the University of Bath, he was employed as a translator by a Paris-based investment bank for many years. Today, with business partner Hanna Loehr, he manages a high-end translation practice that serves Swiss and other European companies, working from French and German into English. Michael is also a member of the organising committee for the 2019 ASTTI Summer Financial Translation Conference.*