

# SIAA monthly

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## Celebrating 50 years of the Australian equity options market

The Australian ETF Industry: Still in the early innings of a structural shift

Building tomorrow's financial infrastructure today

Resilience in stockbroking: Why concentration risk and operational readiness matter more than ever

Supporting Professional Standards: SIAA's RG146 Accreditations explained

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Stockbrokers and Investment Advisers  
Association Limited ABN 91 089 767 706

Level 2, 74 Pitt Street, Sydney NSW 2000

Email: [info@stockbrokers.org.au](mailto:info@stockbrokers.org.au)

Tel: +61 2 8080 3200

[www.stockbrokers.org.au](http://www.stockbrokers.org.au)

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As the premier education arm of the Stockbrokers and Investment Advisers Association (SIAA), our RG146-accredited courses are developed by the industry, for the industry. These accreditations equip professionals with real-world, regulatory-aligned knowledge and deliver CPD credits as mandated under the Professional Standards regime.

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# Celebrating 50 years of the Australian equity options market

By Graham O'Brien, Head of Distribution, ASX

## Marking half a century of options trading and looking ahead to the future

On 3 February 2026, the Australian financial community commemorates a remarkable milestone: the 50th anniversary of the Australian equity options market. Over the past five decades, what began as a visionary leap has evolved into one of the most dynamic and integral components of Australia's financial landscape.

This article reflects on the journey from the market's pioneering days through to today, looking at the people and innovations that shaped its path. Options continue to have an enduring significance for investors, institutions and the broader Australian economy.

### The vision and birth of the market

The roots of the Australian options market began in 1975, when Greg Moore of Jackson Graham Moore and Partners visited Chicago and was inspired by the burgeoning scene there. On returning to Sydney, he convened a forward-thinking group of stockbrokers to discuss the concept of listing put and call options on the local exchange. While the idea was met with scepticism and many brokers left the meeting unsure of what had been proposed, Moore's persistence laid the groundwork for a new era.

On 3 February 1976, the vision became reality as options were first

listed on the Sydney Stock Exchange. The initial contracts – call options over BHP, CSR, and WMC – represented not just new trading instruments, but a bold step into the future of financial markets. Soon after, additional companies like Woodside and Burmah Oil were included, cementing the foundation for what would become the Australian equity options market.

### Early challenges and innovations

The introduction of options trading brought with it unique operational challenges. Clearing shares and options required different systems, prompting

the establishment of a separate clearing house, Options Clearing House (OCH). Chris Maddocks served as the inaugural manager, succeeded later by Peter Small. This infrastructure provided the stability needed for the nascent market to grow.

Equally crucial were the market makers, who played a critical role in providing liquidity. Early pioneers such as Colin Vaughan, Tony Nevitt, and Ray Arthur (who formed the first team of market makers under R.F Arthur) helped set the standards for professionalism and innovation that continue to define the market today.

## Growth spurts and institutional embrace

The market's first major surge in activity occurred in 1984, driven by high-profile corporate manoeuvres such as Peter Holmes à Court's strategic use of options during his bid for BHP. At the time, options were not included in substantial shareholding reports, allowing savvy investors and corporate raiders to discreetly build positions. This period also saw figures like John Elliott leverage options as critical components of takeover strategies, and the arrival of large banks like Barclays (via BZW) and Macquarie, who recruited teams of registered traders to capitalise on the growing market.

The 1980s were also a time when prominent investors, including John Spalvins, used options to enhance returns on significant holdings in major banks like ANZ, NAB and Westpac Banking Corporation. The options market proved its worth during turbulent periods, demonstrating the versatility and resilience of these instruments.

Institutional participation grew as organisations like AMP, National Mutual and Colonial Mutual adopted options for risk management and income generation through strategies like buy-writes. By the late 1980s, options trading had become an essential tool for both retail and institutional investors, contributing to a more sophisticated and robust Australian capital market.

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The market has weathered its share of challenges in recent years, but the core values of innovation, customer focus and adaptability have remained constant. The ASX and its partners continue to invest in education, outreach, and product development, ensuring that options remain relevant and accessible to a broad spectrum of participants.

## The trading floor era: culture and camaraderie

Until 1998, all options trading was conducted on the physical trading floor. Managed by figures like Bill Rogers and Kim Piefke, and overseen by Colin Scully, the floor was known for its lively atmosphere, colourful personalities and sense of camaraderie.

The trading floor also fostered a strong sense of community, with participants supporting each other through both the highs and lows.

## The digital transformation: embracing technology

The closure of the trading floor in 1998 marked the dawn of a new era and the shift to electronic trading with the introduction of the CLICK platform. The transition from open outcry to digital execution brought both challenges and opportunities, as traders adapted to new technologies, terminology, and strategies. The pace of trading accelerated, moving from “fastest finger first” to today's ultra-fast algorithmic trading environment.

This transformation also changed the market's structure. Independent market makers, often backed by major clearing firms like Fortis (now ABN Amro Clearing), entered the scene. Firms such as Optiver, Timberhill, IMC, Susquehanna, Eclipse, Liquid Capital, Metark, VivCourt and Mako contributed to increased liquidity and competition. Meanwhile, UBS remains the last major bank actively making on-screen

markets, reflecting broader shifts in the industry.

## The modern market: diversity and resilience

Today, the composition of the Australian options market has evolved significantly. Where institutions once dominated, retail investors now account for roughly two-thirds of market activity, with institutions comprising the remainder. This diversification has brought new energy and perspectives, enhancing the vibrancy and resilience of the market.

The market has weathered its share of challenges in recent years, but the core values of innovation, customer focus and adaptability have remained constant. The ASX and its partners continue to invest in education, outreach, and product development, ensuring that options remain relevant and accessible to a broad spectrum of participants.

## Initiatives and future directions

To foster continued growth and engagement, the ASX has rolled out several initiatives tailored to different segments of the market. For retail investors, new marketing campaigns, online education videos, and Australia's first options trading game have helped demystify options and attract a new generation of participants with these resources now accessible through the [ASX Investor Education Hub](#). For institutional clients, sponsored industry awards highlight the

benefits of options in portfolio management, reinforcing the value of these instruments for professional investors.

Internationally, the ASX has pursued strategies to strengthen ties with Asia, further expanding the market's reach and relevance. Product innovation remains a priority, with the introduction of weekly options, options over ETFs and other enhancements designed to meet the evolving needs of market participants.

## Reflections and looking forward

As we celebrate the 50th anniversary of the Australian equity options market, it is fitting to reflect on the visionaries, innovators and everyday participants who have shaped its remarkable journey. From the first contracts on BHP, CSR, and WMC to the sophisticated, technology-driven marketplace of today, the market has consistently

adapted to meet the needs of investors and the broader economy.

The legacy of the past five decades is one of ingenuity, resilience, and community spirit. The enduring commitment of market participants, both retail and institutional alike, has ensured that options remain vital tools for investment, hedging, and risk management. The ASX's ongoing dedication to development and innovation provides a solid foundation for the next chapter.

Looking ahead, the market faces both opportunities and challenges: new technologies, evolving regulation and shifting investor preferences will continue to shape the landscape. Yet, if history is any guide, the Australian options market will meet these challenges with the same spirit of adaptability and collaboration that has defined its first 50 years.

Anniversaries are as much about people as they are about milestones. The camaraderie, humour, and support

among traders - on the floor and online - have been integral to the market's identity. As we honour those who have passed and celebrate the contributions of those still active, we are reminded that the true strength of the market lies in its people.

As the ASX and its community gather to mark 50 years since the first options traded on Australian soil, there is much to be proud of and much to anticipate. With the introduction of short-dated (daily) index options later in 2026, and further innovations likely in the future. So here's a hip-hip hooray for half a century of innovation, growth, and community, and to the many more chapters yet to come.

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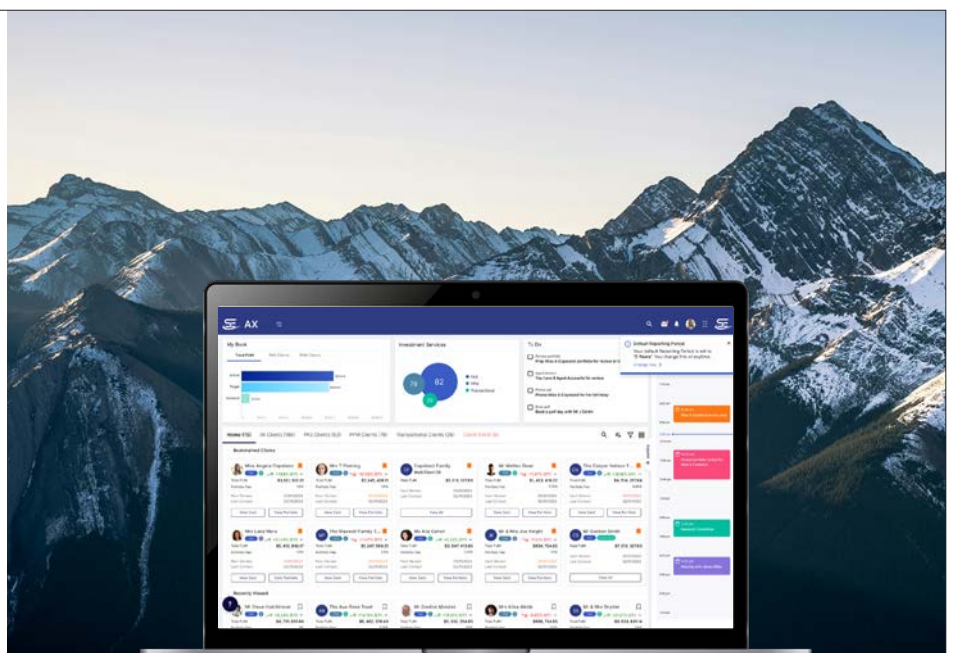
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# The Australian ETF Industry: Still in the early innings of a structural shift

By Marc Jocum, Senior Product and Investment Strategist, Global X ETFs

The Australian ETF market has quietly crossed a tipping point. What began as a low-cost alternative has evolved into one of the fastest-growing forces in modern financial history. With \$330 billion in assets across 460+ products, and record inflows, launches, and trading in 2025, ETFs are now firmly mainstream. And yet, the most compelling part of the ETF story is what still lies ahead.

Despite the rapid growth, ETF penetration in Australia remains low at around 6% of the total funds market.<sup>1</sup> By comparison, ETFs account for over 25% of assets in the United States.<sup>2</sup> This gap provides powerful foreshadowing

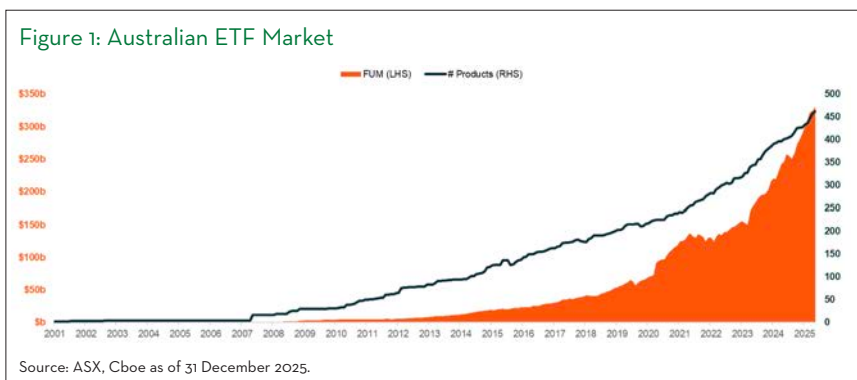
of the runway that remains. If Australia were to converge toward those adoption levels over time, the industry would be measured in trillions rather than billions. For advisers and investors alike, ETFs are increasingly becoming the

foundational building blocks of portfolios, and the structural forces driving that shift continue to strengthen.

## The backbone of the modern wealth infrastructure

One of the most significant changes underway is the evolving role of ETFs within portfolios. ETFs used to be viewed as fringe satellite exposures or trading tools, but are now increasingly used as core exposures.

Model portfolios, managed accounts, and robo-advisers are increasingly constructed using ETFs as their primary components. The reasons are well understood – transparency,



liquidity, tax efficiency and cost. More broadly, ETFs have become the delivery mechanism through which most asset classes, strategies, and exposures can now be accessed.

This shift matters. As ETFs become embedded within advice frameworks and portfolio architecture, flows become more structural rather than cyclical. That creates a more durable and sustainable growth profile for the industry.

## Cost disruption is still playing out

One of the most underappreciated forces behind ETF adoption remains cost. ETFs typically follow index rules, which means they do not need to fund large teams of stock pickers. Instead, they can piggyback on the work already reflected in market prices, allowing investors to access diversified portfolios at a much lower cost.

The bulk of ETF inflows continues to be directed toward low-cost products, with nearly two-thirds of flows going into funds charging less than 0.25% per annum in management fees.

This is no longer an active versus passive debate. Instead, it is increasingly a low-cost versus high-cost conversation. Our research suggests Australian investors in expensive unlisted managed funds could save up to \$4 billion in annual fees by switching to lower-cost ETFs.<sup>3</sup>

ETFs continue to apply downward cost pressures, and advisers who embrace this shift are better positioned to demonstrate tangible value to clients. Cost efficiency is no longer limited to simple market exposures. Investors can now access sophisticated strategies, including smart beta and liquid alternatives like commodities, at price points that were historically unavailable through traditional investment vehicles.

## “There’s an ETF for that”: Access now spans almost everything

ETFs are redefining access. Investors can gain exposure to asset classes that were difficult, expensive or impractical to access. Commodities are a clear example. Instead of lining up at bullion dealers, investors can access physical gold, silver and diversified commodity exposure through a single trade. Improved accessibility has been reflected in flows last year, with commodity ETFs recording their strongest share of ETF allocations since 2020, including a record \$1.7 billion to gold ETFs and \$360 million to silver ETFs.<sup>4</sup>

The same applies to other defensive assets like fixed income. Bond ETFs have transformed access to debt issued by governments and corporates. In many instances, bank bonds are offering higher yields than bank shares while sitting higher in the capital structure.<sup>5</sup>

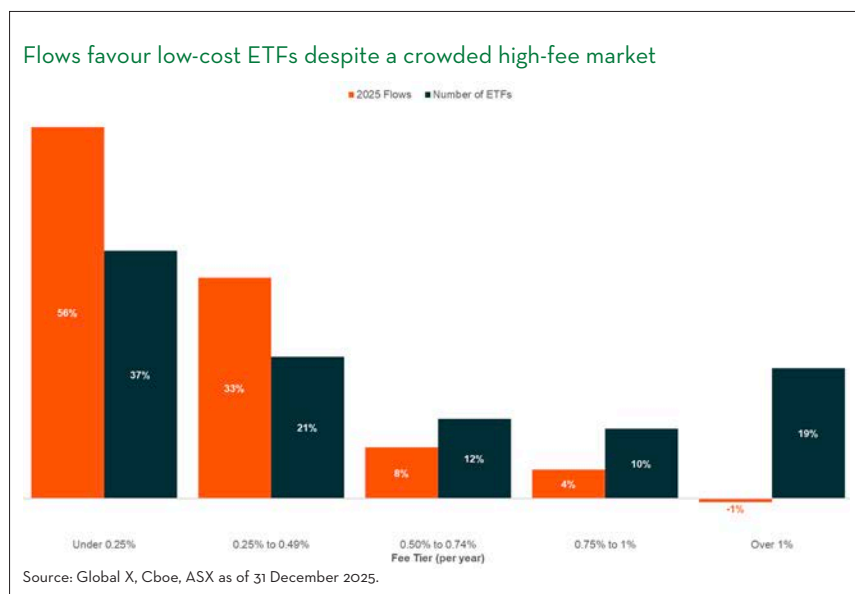
Advisers can now build genuinely diversified portfolios across equities, bonds, and commodities using liquid and transparent instruments that make portfolio allocations and rebalancing straightforward and low-friction.

## Thematic exposure without single stock risk

Another area where ETFs continue to evolve is thematic investing. Themes represent long-term structural shifts in the global economy. Thematic investing generally carries risk as investors often get the theme right but choose the wrong stock.

ETFs help solve that problem. Investors can gain diversified exposure to dozens of companies aligned with a theme. This allows participation in long-term structural trends while reducing idiosyncratic risk.

While thematic ETFs still represent only 4% of the overall equity ETF industry<sup>6</sup>, they are increasingly being used to enhance client engagement. For investors who want to be more active and experiment with the satellite portions of their portfolio without disrupting the core, thematic ETFs can act as a behavioural hack. Themes capturing the most attention by Australian investors include the cutting-edge world of AI, the strategically important defence sector, and energy transition, with commodities like copper and uranium powering the shift.



Thematic ETF Category	2025 ETF Flows	% of Thematic Flows
Broad Technology	\$736m	41.4%
Defence and Aerospace	\$466m	26.2%
Robotics and Artificial Intelligence (AI)	\$196m	11.0%
Energy Transition	\$191m	10.8%
Cyber Security	\$185m	10.4%
Other	\$2m	0.1%

Source: ASX, Cboe, Bloomberg as of 31 December 2025. The percentage of YTD thematic flows may exceed 100% due to net outflows from other thematic ETFs.





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ETFs make accessing international markets straightforward, without the need to navigate foreign exchange conversions, high brokerage, or tax complications, enabling more globally balanced portfolios.

## Smart beta and global diversification: The next frontiers

Smart beta ETFs continue to gain momentum as investors seek an intersection between active management and passive investing. By systematically applying investment philosophies (e.g. growth, quality, value) through transparent, rules-based indices, ETFs can deliver factor exposures at a fraction of the cost of active funds. Smart beta ETFs have grown 33% per year over the past five years, with no sign of slowing.<sup>7</sup>

At the same time, investors are broadening their geographic reach. While US equities still dominate, flows are increasingly moving toward

emerging markets (like China and India) and Europe as concentration risk in mega-cap US stocks becomes a wider concern. ETFs make accessing international markets straightforward, without the need to navigate foreign exchange conversions, high brokerage, or tax complications, enabling more globally balanced portfolios.

## ETFs are just getting started

We forecast ETFs to crack the trillion-dollar mark at the start of the 2030's decade. Penetration remains low, platforms are ETF-native, innovation is strong, and younger investors are driving demand. For advisers, ETFs offer a chance to build transparent, cost-

effective, outcome-focused portfolios while staying thoughtful in a rapidly expanding product universe. If 2025 marked the boom, the next decade could see ETFs cemented as the backbone of Australian investing. ETFs are no longer a trend. They are now central to the wealth management ecosystem, and the story is just beginning.

### Sources:

- <sup>1</sup> Source: ASX, Cboe, Morningstar, Investment Company Institute as of September 2025.
- <sup>2</sup> Source: ETFGI, Investment Company Institute as of September 2025.
- <sup>3</sup> Morningstar as of June 2024, using the lowest and weighted average fee for each respective ETF and managed fund category.
- <sup>4</sup> Source: ASX, Cboe as of 31 December 2025.
- <sup>5</sup> Source: Bloomberg data accurate as of 23 January 2026.
- <sup>6</sup> Source: ASX, Cboe as of 31 December 2025.
- <sup>7</sup> Source: ASX, Cboe as of 31 December 2025.

### About Global X

Global X ETFs is a leading ETF provider with a growing range of innovation-led products built to help Australian investors and their advisers achieve potentially better investment outcomes. Global X's nuanced understanding of the local market is backed by an international network providing access to a pool of thematic, commodity, income, core, and digital asset ETFs. Our product line-up features 48 ETFs, with more than \$16 billion in assets under management.

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### Share of Australian-listed Global Equity ETF Flows

	Global	America	Broad Emerging	Asia	Europe
2023	53%	54%	5%	0%	-13%
2024	64%	31%	3%	1%	0%
2025	72%	19%	4%	3%	2%

Source: Global X, ASX, Cboe.



# Building tomorrow's financial infrastructure today

By Simon Blyth, FinClear

Over the past decade, a dominant theme of financial markets has been the emergence of industry disruptors and how they have democratised investment. By increasing access for self-directed investors, technological improvements, user-friendly investment platforms, and low-cost brokerage, the investment game has undergone permanent change, breaking down historic silo walls between institutional and retail sectors resulting in significantly increased trading activity.

So, what will be the theme of the coming decade? Yogi Berra famously claimed that making predictions is hard, especially about the future. One prediction that can be made with some certainty is that money will move further and faster than ever before. The coming decade will be determined by improved and accessible financial infrastructure, real-time payments, borderless interoperability and trust.

## Trends

Global settlement times have begun to compress. US and Canadian equities now settle on T+1, with the UK and European markets due to follow in 2027. More markets will inevitably follow and settlement times will continue to compress. The US is currently exploring T+0 and extending trading hours to 24 hours a day 5 days a week. The move

to real-time is logical but complex. It poses operational challenges for liquidity management, collateral optimisation, and settlement risks.

## Existing solutions are not fit for purpose

Some brokers we have spoken to feel their only solution to settlement time constraints is to park money with their

international broker and accept not earning interest on these amounts. While holding funds within trading ecosystems (rather than interest earning accounts) delivers speed advantages, this approach isn't without its trade-offs. It introduces meaningful considerations around the opportunity cost of these idle funds sitting on platforms rather than generating returns elsewhere.

This approach is not sustainable. Client expectations, informed by experience across global fintech banking apps, are of a seamless experience – a unified UX across institutions and borders, and they will expect the same for their investment portfolio. Clients no longer simply buy and sell securities. They manage global cash flows, settlement risk, and currency exposure across multiple jurisdictions. When FX sits at the operational heart of their investment journey, they will no longer accept costly FX conversion rates and timing risk as an unavoidable friction to international trading.

Brokers should approach this problem as an opportunity to enhance their service. Multi-currency accounts and integrated FX services have moved from 'nice to have' to strategically essential. This approach—increasingly described as 'FX as a Service'—reflects broader financial services evolution. Clients expect seamless functionality and transparent pricing, not manual processes and opaque spreads. Brokers delivering institutional-grade FX access in user-friendly formats will differentiate themselves in an increasingly crowded market where functionality, not brand legacy, drives client decisions.

Beyond enhanced client experience, integrated FX services offer tangible commercial advantages. When delivered transparently and competitively, FX represents a sustainable revenue stream. More importantly, it embeds brokers deeper into clients' financial decision-making, creating daily touchpoints that strengthen relationships and surface new opportunities. This creates an opening for brokers to reposition themselves—not merely as intermediaries for securities trading but as gateways to global markets. For brokers, this functionality drives client retention and increased revenue.



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Clients expect seamless functionality and transparent pricing, not manual processes and opaque spreads.

Platforms supporting seamless multi-currency investing become harder to replace, particularly for active traders and globally diversified portfolios.

## Buy or Build?

Brokers have a choice. They can begin building a network of global accounts for multicurrency holdings, upgrading platforms with real time FX rates and begin integrating with real time payment rails, a time consuming and costly project. Or they can partner with a trusted vendor enabling the broker to realise revenue uplift sooner.

FinClear's FX solution is built on the Group's core execution and clearing capabilities combined with pre- and post-trade settlement functions and credit facilities to provide a unique and comprehensive end-to-end solution. The solution has been built to remove the complexity from currency management. FinClear's solution includes a single multicurrency account covering 13 major currencies. The platform offers competitive real time FX pricing with the ability for advisers to offer bespoke pricing to their clients.

International payments from the account settle same day removing settlement risks as more markets move to T+1, with domestic payments back to clients received in real-time on NPP payment rails. The solution supports API

integration with reporting platforms for consolidated reporting. The FinClear multicurrency Cash Hub sits alongside clients' securities trading accounts providing a single account for multi asset settlement. With multiple currencies at call and with faster payment capabilities across markets, brokers can consolidate vendors to offer a superior experience across the entire settlement lifecycle and be future ready.

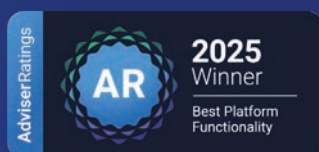
Instead of trying to predict the future, forward thinking brokers can prepare now. In a world of globalised investment, Cash and FX management will be key in the next decade. When you don't know what headlines you'll wake up to, or how the market will react, success will hinge upon a fast, dependable multicurrency solution – without friction or administrative burdens. This means competitive and transparent FX pricing and same-day international payments, with interest earned on idle currency balances. As payment technologies advance over the next decade, currency borders will matter less. The brokers embracing FX and multi-currency functionality will be better positioned for the next phase of cross-border wealth management. Those that stand still risk obsolescence.

For details on FinClear's multicurrency Cash Hub contact Simon Blyth at [simon.blyth@fin-clear.com.au](mailto:simon.blyth@fin-clear.com.au)





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# Resilience in stockbroking: Why concentration risk and operational readiness matter more than ever

By James Dickson, Managing Director, Oceanic Consulting Group

For much of the past decade, resilience in stockbroking has been discussed in relatively narrow terms. Disaster recovery, system uptime, cyber security, and incident response have dominated the conversation. These remain essential. But they are no longer sufficient.

The operating environment for Australian stockbrokers has shifted materially. Market infrastructure has become more concentrated, technology stacks more interdependent, and regulatory expectations more explicit. At the same time, trading volumes, product complexity, and client expectations continue to rise.

The result is a simple but uncomfortable truth. Many stockbroking businesses are more operationally fragile than they realise, not because they lack capability or intent, but because their resilience assumptions are outdated.

This article explores three related themes. First, the growing concentration of market infrastructure and the

risks that flow from it. Second, how this concentration changes the practical meaning of resilience for stockbroking operators. Third, why now is the right time for brokers to review their policies, business continuity plans, and operational dependencies before regulators or events force the issue.

## The quiet concentration of market infrastructure

Australian financial markets are increasingly reliant on a small number of critical infrastructure providers. This includes exchanges, clearing and settlement systems, market data providers, payments rails, custodians, registry services, cloud platforms, and specialist technology vendors that sit beneath retail and wholesale trading models.

Consolidation has delivered benefits. Scale has improved efficiency, lowered marginal costs, and enabled rapid product innovation. It has also simplified integration for brokers, who can now access multiple markets, products, and services through fewer counterparties.

But concentration creates shared points of failure.

When a critical infrastructure provider experiences disruption, the impact is rarely isolated. It propagates quickly across participants who may appear operationally independent but are, in practice, tightly coupled through common systems and processes.

This is not theoretical. Over recent years, market participants globally have seen exchange or clearing system outages halt trading across entire markets, payments disruptions delay settlement and client fund movements, vendor outages impair order routing, reporting, or compliance functions, and cloud platform incidents cascade across multiple financial services firms simultaneously.

In each case, individual brokers may have had robust internal controls, yet still found themselves constrained by failures outside their direct control.

Concentration does not automatically mean weakness. But it does mean that resilience can no longer be assessed firm by firm in isolation.

## Why traditional business continuity thinking is no longer enough

Most stockbrokers have business continuity plans. Many have disaster recovery testing regimes. Some have invested heavily in cyber security and incident response capabilities.

However, traditional business continuity frameworks were designed for a different risk profile. They tend to assume disruption is firm specific rather than systemic, alternate providers are readily available, recovery time objectives can be met independently, and dependencies are stable and well understood.

These assumptions are increasingly fragile.

In a concentrated infrastructure environment, switching providers during a crisis may be impractical or impossible. Alternate providers may rely on the same upstream systems. Recovery timelines may be dictated by third parties rather than internal capability. Dependencies often extend deeper than policy documents reflect.

Resilience is therefore no longer just about whether systems can be restored. It is about whether a firm can continue to meet its obligations when multiple external dependencies are impaired at once.

This shift has important implications for governance, policy design, and operational planning.

## Regulatory expectations are converging on operational resilience

Regulators globally are sharpening their focus on operational resilience, particularly where disruption could have systemic or consumer impacts.

In Australia, this is evident in the increasing emphasis on end to end service mapping rather than siloed control assessments, identification of critical operations and important business services, tolerance levels for disruption rather than recovery objectives alone, third party and fourth party dependency oversight, and board accountability for operational resilience.

While some of this focus has been most visible in banking and superannuation, stockbrokers should not assume they are out of scope. Where brokers are part of critical market plumbing, service large retail client bases, or support systemic market functions, expectations will follow.

Importantly, regulators are no longer satisfied with plans that exist only on paper. They expect testing, challenge, and evidence that resilience considerations are embedded into business-as-usual decision making.

This shift is not about compliance for its own sake. It reflects a recognition that modern financial systems fail in complex ways, and that resilience must be actively designed rather than passively assumed.

## Understanding real operational dependencies

One of the most common gaps observed in resilience reviews is an incomplete understanding of operational dependencies.

Brokers are generally aware of their primary vendors and counterparties. Fewer have mapped how critical services actually flow through those providers, or where hidden concentration exists.

Examples include multiple independent systems hosted on the same cloud platform, clearing, settlement, and custody functions ultimately relying on the same upstream operator, compliance or surveillance tools dependent on a single data source, and incident response plans that assume vendor availability during periods of market stress.

These are not failures of diligence. They are the natural by-product of complex ecosystems evolving over time.

A practical resilience review should therefore focus less on re-documenting existing policies and more on answering a small number of hard questions. What services are truly critical to clients, markets, and regulators? What must continue to operate even in stressed conditions? Which external providers are essential to those services? Where are dependencies shared across multiple functions or products? What happens if those dependencies fail simultaneously?

Only once these questions are answered can meaningful tolerances, controls, and contingency strategies be designed.





## From compliance artefacts to operational capability

Another recurring issue is the gap between policy intent and operational reality.

Policies often describe resilience in broad terms, while operational teams work around constraints pragmatically. Over time, this creates divergence between documented frameworks and how the business actually functions under pressure.

This challenge is not unique to business continuity planning. In a recent white paper authored by Oceanic Consulting Group, *The Illusion of Assurance: Why Your Independent Review May Be Putting You at Risk*, we explored how poorly scoped assurance and review activities can create a false sense of confidence for boards and executives.

The paper highlights how artefacts such as policies, frameworks, and review reports can appear robust on paper, yet fail to validate whether controls operate effectively in real-world conditions or under stress. This dynamic is particularly relevant in the context of operational resilience, where documentation may exist, but end to end operational capability has not been meaningfully tested or challenged.

The white paper can be accessed [here](#).

Closing this gap does not require more documentation. It requires better alignment between what is written, what is tested, and how the business actually responds when dependencies fail.

Effective resilience frameworks tend to share several characteristics. Clear ownership of critical operations rather than just systems. Defined disruption tolerances that reflect real client and market impacts. Scenario testing that includes third party failure rather than internal outages alone. Escalation paths that are tested, understood, and exercised. Board level visibility of material dependencies and residual risk.

Crucially, resilience should inform strategic decisions. Vendor selection, product expansion, and growth initiatives all have resilience implications. Treating resilience as a once-a-year compliance exercise misses its strategic value.

## The board and executive role in resilience

Operational resilience is increasingly recognised as a board level responsibility. Not because boards are expected to manage incidents directly, but because they set risk appetite, approve strategy, and oversee control effectiveness.

For stockbroking boards and executive teams, this means asking different questions. Are we comfortable with

the level of concentration risk in our operating model? Do we understand which failures would cause the most harm, even if they are unlikely? Have we tested our assumptions or merely documented them? Would we be able to explain our resilience posture confidently to regulators or clients?

Resilience discussions should not be framed as worst case fear exercises. They are about informed trade-offs. Concentration may be the right commercial choice, but it should be a conscious one, supported by contingency planning and clear governance.

## Conclusion

Resilience in stockbroking is no longer just about surviving isolated incidents. It is about operating confidently in an ecosystem where shocks can be systemic, dependencies are shared, and recovery is often collective rather than individual.

Concentration of market infrastructure is a fact, not a flaw. But it changes the calculus of risk. Brokers who recognise this and adapt their frameworks accordingly will be better positioned to serve clients, engage regulators, and navigate the next period of market evolution.

Those who do not may find that their plans work perfectly, right up until the moment they are needed most.

### How Oceanic Consulting Group can help

Oceanic Consulting Group works across end-to-end capital market infrastructure, supporting both buy side and sell side participants on operational resilience, regulatory change, and market facing transformation. Our team brings practical experience across trading, clearing and settlement, custody, payments, registry services, market data, and the technology platforms that underpin modern broking models. Because we do not sell software, operate platforms, or provide infrastructure, our advice is genuinely independent and grounded in how firms actually operate, helping boards and executives understand real dependencies, test assumptions, and strengthen resilience in a proportionate and practical way.

# CPD EVENTS

Stay on top of your CPD with these SIAA-accredited CPD events.

Webinars are **FREE** for Practitioner members and Affiliates and employees of Principal members.

## Superannuation tax changes – What advisers and clients need to know

Wednesday 11 February from 1.00 to 2.00pm AEDT

JBWere's Kym Bailey will outline the Federal Government's revised plan to tax super balances above \$3 million, covering the proposed calculation, likely impact and timing. She will also highlight strategic and practical considerations to help advisers prepare ahead of the expected 1 July 2026 commencement.

Professional Standards CPD: Tax (financial) advice 0.5 | Client care and practice 0.5

ASIC Knowledge Area: Generic knowledge 1.0



KYM BAILEY  
JBWere

## Under the bonnet of Listed Income Funds

Wednesday 25 February from 1.00 to 2.00pm AEDT

Investments are not all the same and this is particularly so with listed income funds, where asset held within structures can differ along with how income is delivered to investors. Hear from Perpetual, Qualitas and WAM about how their funds are structured to deliver consistent income over the long-term.

Professional Standards CPD: Technical competence 1.0

ASIC Knowledge Area: Generic knowledge 1.0



MATT BARCA  
Qualitas



DAMIEN BOEY  
Wilson Asset Management



THOMAS CHOI  
Perpetual



IAN IRVINE  
Listed

## Introduction to stockbroking workshop

Thursday 5 March from 11.00 to 1.15pm AEDT

This workshop offers an overview of Australia's financial markets and the vital role stockbrokers play across retail and institutional sectors. It covers core stockbroking and advisory operations—including order taking, transactions and settlement—and outlines key systems and business models that support efficient market functioning.

Professional Standards CPD: Regulatory compliance and consumer protection 1.0 | Technical competence 0.5 | Professionalism and ethics 0.5

ASIC Knowledge Area: Generic knowledge 2.0



RUSSELL MCKIMM

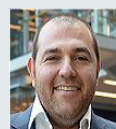
## A day in the life of a trade workshop

Monday 9 March from 11.00 to 12.30pm AEDT

Ideal as a refresher or for those in supporting roles, this workshop walks through a trade from start to finish. It covers client onboarding, order placement, execution, settlement, sponsorship/HINs, CHES messaging and registries, giving participants a clear understanding of the full trade lifecycle.

Professional Standards CPD: Regulatory compliance and consumer protection 0.75 | Technical competence 0.75

ASIC Knowledge Area: Generic knowledge 1.5



ROB TALEVSKI  
Webull

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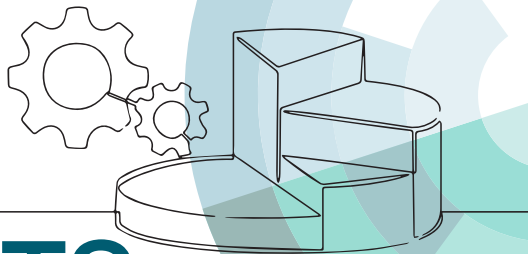
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# CPD EVENTS cont



## Market manipulation and other prohibited conduct workshop

Tuesday 10 March from 11.00 to 1.30pm AEDT

This workshop examines the prohibition on creating or maintaining artificial prices in financial products, outlining key obligations and the consequences of breaches. Suitable for front and back office professionals, it clarifies the line between manipulation and normal market behaviour and helps participants understand how to meet their responsibilities.



PROFESSOR  
MICHAEL ADAMS

Professional Standards CPD: Regulatory compliance and consumer protection 1.25 | Professionalism and ethics 1.0

ASIC Knowledge Area: Generic knowledge 2.25

## CSLR – where to now?

Wednesday 11 March from 1.00 to 2.00pm AEDT

With the CSLR's FY27 levy estimate now at \$137 million—and further claims expected from the Shield and First Guardian collapses—the outlook continues to worsen. Michelle Huckel will outline the drivers of the estimate and discuss whether any relief may be available for those facing the levy.



MICHELLE HUCKEL  
SIAA

Professional Standards CPD: Professionalism and ethics 0.5 |  
Regulatory compliance and consumer protection 0.5  
ASIC Knowledge Area: Generic knowledge 1.0

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## Supporting Professional Standards: SIAA's RG146 Accreditations explained



As the premier education arm of the Stockbrokers and Investment Advisers Association (SIAA), our RG146-accredited courses are developed by the industry, for the industry. These accreditations equip professionals with real-world, regulatory-aligned knowledge and deliver CPD credits as mandated under the Professional Standards regime.

All SIAA accreditations, listed below, include three exam opportunities.

### Core 1 – Securities & Managed Investments + Assignment

#### WHO IT'S FOR

Advisers, customer service representatives, responsible managers or experienced practitioners aiming to provide or refresh general advice on securities and managed investments.

#### WHAT IT COVERS

- Asset classes, portfolio construction, and investment manager styles.
- Risk and reward characteristics of securities and managed investment products.
- Regulatory and tax implications for product use.
- How to analyse client needs, define risk profiles, research, and craft investment strategies using securities and managed investments.

#### FORMAT & DURATION

Assignment plus online exam.

#### WHY CHOOSE IT

It fulfils ASIC RG146 Tier 1 training for both Generic Knowledge and Specialist Knowledge in Securities + Managed Investments (ideal for those writing personal advice).

### Securities & Managed Investments (Exam Only)

#### WHO IT'S FOR

Professionals who need solid foundation knowledge, ideal for client service or compliance roles, or those completing CPD.

#### WHAT IT COVERS

- Asset classes, product types, and market participants.
- Risks/benefits of various securities and managed investment products.
- Regulation and taxation of managed investments.

#### FORMAT & DURATION

Online exam.

#### WHY CHOOSE IT

Straightforward path to gain RG146 accreditation for securities + managed investments, with 16 hours of Professional Standards CPD credit.

# Your guide to SIAA's industry-developed RG146 accreditations

## Fundamentals of Securities

### WHO IT'S FOR

Entry-level professionals, customer service staff, or responsible managers who need a foundational grasp of securities.

### WHAT IT COVERS

- Features, risks, and uses of different securities products.
- Basic analytical tools for investment decision-making.
- Regulatory and tax framework for securities in Australia.

### FORMAT & DURATION

Online exam.

### WHY CHOOSE IT

Meets ASIC RG146 Tier 1 requirement for generic knowledge and specialist securities knowledge, while also delivering 10 hours of CPD.

## Accredited Derivatives Adviser – Level 1 (ADA1)

### WHO IT'S FOR

Existing RG146-compliant advisers or authorised reps who want to advise on Tier 1 derivatives.

### WHAT IT COVERS

- Derivatives markets, product types, risks, and applications.
- Regulatory and tax aspects of derivatives use.
- Practical advice use-cases: e.g., taking options, writing covered calls, warrants.

### FORMAT & DURATION

Assignment + online exam.

### WHY CHOOSE IT

Delivers RG146 Tier 1 accreditation for derivatives advice, plus 20 Professional Standards CPD hours.

## Accredited Derivatives Adviser – Level 2 (ADA2)

### WHO IT'S FOR

Advisers who've completed ADA1 and want to advise on more sophisticated derivatives.

### WHAT IT COVERS

- Advanced derivatives strategies: writing options, LEPOs, more complex products.
- Compliance and regulatory obligations under MIR and ASIC rules.

### FORMAT & DURATION

Online exam.

### WHY CHOOSE IT

Expands your RG146-accredited advisory scope into Tier 2 derivatives and grants 20 CPD hours.

## Foreign Exchange (FX)

### WHO IT'S FOR

Advisers wanting to provide general advice on FX products, including spot, forwards, and currency options.

### WHAT IT COVERS

- FX markets and product structures.
- Tax treatment and regulatory compliance of FX transactions.

### FORMAT & DURATION

Online exam.

### WHY CHOOSE IT

Meets RG146 Tier 1 requirements for FX advice and awards 10 CPD hours.

## Margin Lending

### WHO IT'S FOR

Advisers or dealers who want to provide or specialise in advice on margin or geared lending facilities.

### WHAT IT COVERS

- Concepts of gearing and margin loans, alternative leverage strategies.
- Tax treatment, franked dividends, capital gains, and interest.
- Risk management, compliance, and suitability frameworks for geared exposure.

### FORMAT & DURATION

Open-book exam.

### WHY CHOOSE IT

Fulfils RG146 Tier 1 training requirements for margin lending advice and offers 10 CPD hours.

## National DTR Accreditation (Cash Equities & Derivatives)

### WHO IT'S FOR

Trading participants who must designate a **Designated Trading Representative (DTR)** under ASIC Market Integrity Rules.

### WHAT IT COVERS

- Key rules and processes under the ASIC Market Integrity Rules (MIR).
- Exchange operating procedures (e.g., ASX, Cboe).
- Real-world assessment via an oral evaluation by a DTR Governor.

### FORMAT & DURATION

Online exam + one-on-one oral assessment, plus 4 weeks of on-the-job training with a senior DTR.

### WHY CHOOSE IT

Successful candidates can be listed on the National Register of DTR Operators, meeting regulatory qualification standards, plus gain 10 hours of CPD credit.

**CLICK HERE** to apply or learn more about SIAA's accreditations or contact us at [accreditation@stockbrokers.org.au](mailto:accreditation@stockbrokers.org.au) or (02) 8080 3200.

# A turn for the worse

By Darin Tyson-Chan, Editor, *selfmanagedsuper*

I'm sure readers would have been keeping up with the recent updates regarding the Compensation Scheme of Last Resort, commonly referred to as the CSLR, and the ever-increasing funding levies being imposed on financial advisers and their licensees.

It would actually be difficult not to, given the astronomical amounts the government has proposed.

To this end, the government confirmed recently the CSLR special levy for 2025/26 would be \$47.3 million, with \$10.4 million to be paid by the financial advisory industry – and that is before any contingencies are made for the Shield and First Guardian master fund collapses. Until now only the Dixon Advisory and United Global Capital 'black swan event' failures have been taken into account.

When this impost was announced, all funding for the program had to date been restricted to the financial advice sector, which in itself could be considered grossly unfair.

But this all changed when Assistant Treasurer and Minister for Financial Services Daniel Mulino hosted a roundtable involving representatives from industry and retail superannuation funds. At this meeting, the member for Fraser proposed these super funds would also have to cover off some of the cost of the CSLR.

This led to very strong pushback from several industry bodies, such as the Association of Superannuation Funds of Australia and Super Members Council (SMC), and rightly so. And, of course, in the name of equity and fairness, SMC chief executive Misha Schubert demanded self-managed super funds (SMSF) should also be made to pay their fair share of the cost.

As reported in *The Australian Financial Review*, Schubert said: "[It] defies logic the government would be asking low-income Australians to pick



up the tab, while high net wealth SMSF holders don't have to lift a finger."

I guess from that statement we can conclude the animosity between superannuation sectors has a long way to go before it becomes a thing of the past.

However, Schubert and every other superannuation stakeholder for that matter is correct to be up in arms about this suggestion.

Frankly, why should any super fund be dragged into funding the CSLR at all? What's it got to do with them? Making super funds pay for a portion of the CSLR levy will only penalise members and will introduce an element that erodes their retirement savings, particularly when the majority probably steered clear of these product collapses. It means they would basically

be forced to pay for the unfortunate investment losses of individuals who have no association with them whatsoever apart from the fact they all happen to be investors.

I could understand punitive action being taken against certain funds if it was found their trustees had a deep involvement in channelling monies into the collapsed investment schemes, but this is not the case. And we know why this is happening. The government's gaze just can't be averted from the \$4.3 trillion held in superannuation and the potential problems it could be used to fix.

But this is ridiculous and it basically means superannuants will be hit twice – once via their taxes because the government will have to fund some



of the CSLR levy and one more time as an individual fund member. How is that fair?

It's time for Canberra to step up and take proper responsibility for the funding of the CSLR on two fronts. Firstly, it has to come to the realisation the program should be government funded and, secondly, it is time for the regulators to exact compensation from those responsible for this situation and they are the product providers.

This unfortunate development also reveals a continuing attitude the government is displaying over the treatment of the country's superannuation savings. Australia currently has around \$4.3 trillion squirreled away in retirement savings and it seems to be just too tempting for those on Capital Hill not to consider using it for whatever purpose they see fit.

Let's not forget there have been suggestions in the past from this government for superannuation money to be used to fund infrastructure projects,

affordable housing construction and foreign aid. And now the CSLR. The wish list seems to be getting bigger and bigger.

One thing that might be interesting if this proposal is implemented, and I think we all hope it is not, is whether Mulino faces any scrutiny as to how this policy would correlate with the objective of superannuation that has been enshrined in law.

This legislation stated the objective of super is "to preserve savings to deliver income for a dignified

retirement, alongside government support, in an equitable and sustainable way".

Exactly how does the funding of the CSLR serve this stated aim? Your guess is as good as mine.

“

...this is ridiculous and it basically means superannuants will be hit twice – once via their taxes because the government will have to fund some of the CSLR levy and one more time as an individual fund member. How is that fair?

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