

1 UNITED STATES DISTRICT COURT  
 2 NORTHERN DISTRICT OF ILLINOIS  
 3 EASTERN DIVISION

4 TRADING TECHNOLOGIES INTERNATIONAL, )  
 INC., )  
 5 )  
 Plaintiff, )  
 6 )  
 v. ) No. 04 C 5312  
 7 )  
 eSPEED, INC., eSPEED INTERNATIONAL, )  
 8 LTD., ECCO LLC, and ECCOWARE, LTD., ) Chicago, Illinois  
 ) September 11, 2007  
 9 Defendants. ) 1:30 o'clock p.m.

10  
 11 VOLUME 2-B  
 TRIAL TRANSCRIPT OF PROCEEDINGS  
 12 BEFORE THE HONORABLE JAMES B. MORAN, and a JURY

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15:26:39 1 (The witness was sworn by the judge.)

15:26:39 2 - - -

15:26:39 3 TIMOTHY GEANNOPULOS, DIRECT EXAMINATION

15:26:39 4 BY MR. SIGMOND:

15:26:39 5 Q. Give us your full name for the record.

15:26:39 6 A. Yes. My name is Timothy Nicholas Geannopoulos.

15:26:39 7 Q. And where do you live?

15:26:39 8 A. I live in Chicago, Illinois.

15:26:42 9 Q. And where do you work?

15:26:42 10 A. I work at Trading Technologies International.

15:26:45 11 We're known as TT in the industry.

15:26:47 12 Q. So if I use TT today -- I'm sure the jury's  
15:26:49 13 already heard it -- but if I use it, you'll know what  
15:26:52 14 I'm talking about?

15:26:53 15 A. Yes, I will.

15:26:53 16 Q. Okay. How long have you been with TT?

15:26:55 17 A. I've been with TT since 2000 full time, and then  
15:27:01 18 I worked at TT part time for a couple years prior.

15:27:04 19 Q. And what's your current position with TT?

15:27:07 20 A. Today I'm Executive Vice President of global  
15:27:10 21 sales for TT.

15:27:11 22 Q. And where is TT located?

15:27:13 23 A. TT's headquarters are in downtown Chicago, and  
15:27:16 24 then we have branch offices in New York, Houston,  
15:27:20 25 London, Frankfurt, Geneva, Switzerland, Moscow, Sydney,

15:27:25 1 Singapore, Tokyo, and Hong Kong.

15:27:27 2 Q. Wow.

15:27:28 3 How many employees in Chicago?

15:27:31 4 A. We have approximately 440 employees in Chicago.

15:27:34 5 Q. And how many worldwide?

15:27:37 6 A. Worldwide over 500.

15:27:39 7 Q. Okay. Before we start talking about TT,

15:27:42 8 Mr. Geannopulos, I was wondering if we could get some of

15:27:44 9 your background. So could you tell us about your

15:27:47 10 education?

15:27:47 11 A. Yes. I have a degree in political science at

15:27:49 12 Principia College, which is in Elsau, Illinois and I

15:27:53 13 have a law degree at Northwestern University, which is

15:27:55 14 located here in Chicago.

15:27:57 15 Q. What year did you get your law degree?

15:27:59 16 A. I graduated in 1989.

15:28:01 17 Q. Okay. And are you still a lawyer today?

15:28:03 18 A. No, I'm not.

15:28:05 19 Q. Following law school what was your first job?

15:28:08 20 A. My first job out of law school is I went to work

15:28:11 21 at a big law firm in Chicago.

15:28:12 22 Q. And what type of law were you practicing?

15:28:14 23 A. I practiced tax law, business transactional,

15:28:19 24 corporate transactional law.

15:28:20 25 Q. Were you a courtroom lawyer, like a courtroom

15:28:23 1 like today?

15:28:23 2 A. No, I was not.

15:28:24 3 Q. And what type of clients did you work for back  
15:28:27 4 then?

15:28:27 5 A. I worked for various trading shops that are based  
15:28:30 6 here in Chicago. I worked for some software companies,  
15:28:32 7 and I also worked for various financial institutions.

15:28:36 8 Q. And how long did you practice law?

15:28:38 9 A. I practiced approximately eleven years.

15:28:40 10 Q. Okay. And how did you first learn about TT?

15:28:44 11 A. TT was a client of mine when I was a lawyer, and  
15:28:48 12 that's how I first got introduced to TT and the various  
15:28:52 13 people at TT.

15:28:53 14 Q. When was that?

15:28:54 15 A. That was back in 1987 -- excuse me -- 1997.

15:28:58 16 Q. And back then how many people were at TT, do you  
15:29:03 17 remember?

15:29:03 18 A. Approximately ten to 20 people at TT at that  
15:29:07 19 point.

15:29:07 20 Q. And what kind of legal work were you doing for  
15:29:10 21 them?

15:29:10 22 A. Corporate work, labor, negotiating agreements for  
15:29:13 23 them, all kinds of overall corporate legal stuff.

15:29:17 24 Q. Now, I think you mentioned that at some time you  
15:29:20 25 started working for TT part time, correct?

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