



Solutions for International Clients

Ethic, independence and technology to develop
your company's investments





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INDEPENDENCE TO MAKE MORE

With more than 30 years of history, Concordia is one of the largest brokers in Brazil and one of the few that are totally independent, with no equity investment nor contractual ownership ties to other financial group.

Concordia keeps a long term partnership with thousands of individual customers, Pension Funds, Investments Funds, Insurance Companies, Investment Banks and Asset Managers in Brazil.

Established in Sao Paulo, with a second office in Rio de Janeiro, Concórdia provides services nationwide on different market segments, for both domestic and foreign investors.

MORE THAN THREE DECADES OF MARKET EXPERIENCE

1986

In July, Concordia was established in Sao Paulo and in September inaugurated its second office in Rio de Janeiro.

1987

In only 10 months of operations, Concordia reaches its break-even point.

1994

Organized first Investment Club.

1996

Created investment fund Concordia Extra fixed income.

1999

Concordia's Home Broker launch.

2003

Concórdia launches Brazil's first Receivables Investment Fund (FIDC), becoming a reference in this industry

2004

Concordia Extra Investment Fund was awarded by the Guia Exame as "Best Specialized Management on Fixed Income".

2007

Concordia join the Operational Qualification Program (PQO) of B3 (BM&FBOVESPA) receiving the Execution Broker Seal on BM&F segment.

2010

Central Bank of Brazil approves the new shareholding structure of Concordia, having as partners Luiz Fernando Furlan, Caio Weil Villares and Luiz Gotardo Furlan.

2012

Concordia receives Execution Broker Seal on Bovespa segment, validating one more time operational quality.

2014

Concordia passes to integrate the Cetip | Certifica.

2016

Consolidated, Concordia celebrates 30 years.

2017

Increasingly improving processes to international customers, Concordia is awarded the Non Resident Broker seal of PQO – B3.

Focusing on innovation, Concordia upgrades all technological infrastructure to one of the biggest Data Centers specialized in financial market on a Dedicated Cloud Computing modality.



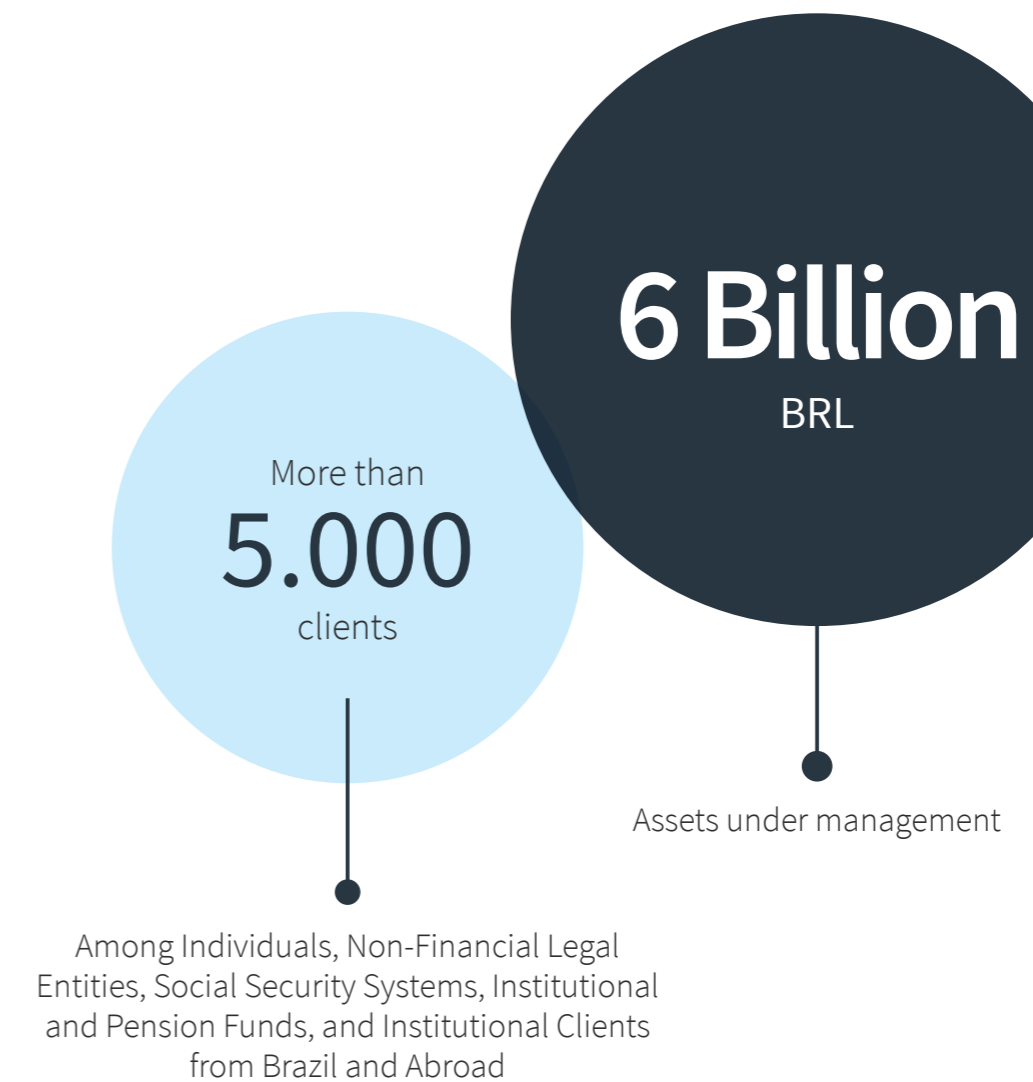
Highlight at Brazilian Stock Exchange

Around
39 Billion BRL
 negotiated in Bovespa segment

More than
16 Million
 contracts executed in BM&F segment

2017 consolidated numbers

Historically, Concordia **stands out**,
 among the independent stock brokers,
in financial volume and number of negotiations



HIGHEST LEVEL OF INTERNAL MANAGEMENT AND OPERATIONAL STRUCTURE

The firm is periodically audited through rigorous and demanding procedures conducted by Regulatory Bodies and Independent Auditors, among them are:



Through committees that count with the participation of board of directors and senior management of different departments, Concordia establishes standards and controls focus on operational efficiency and governance.

CONCORDIA COMMITTEES



Nonresident Investor Broker

Nonresident Investor Broker: Identifies Full Trading Participants and Trading Participants that own specialized organizational and technological structures for client prospecting, consulting services, order execution and distribution of BM&FBOVESPA products to nonresident investors



Execution Broker

Identifies Full Trading Participants and Trading Participants with organizational and technology structure dedicated to providing trade execution services for institutional investors in the BM&FBOVESPA trading environments



Cetip Certifica

The financial market integrator makes available to investors an innovation that equals to safety and transparency. Cetip | Certifica makes possible to financial institutions – as banks, brokers and distributors - to deliver to their customers an individual report to each individual or entity who invest in fixed income assets

TAILOR-MADE CUSTOMER SERVICE FOR **INSTITUCIONAL CLIENTS OF ALL SIZES**



Efficient and personal service to make the difference

Besides more than 170 skilled employees in different Areas at Concordia, dedicate managers fully focus on each client's needs.

Concordia's Dedicated Relationship Managers are distributed by market segments. It is a team of certified professionals which fully abide to the rules of Brazilian regulatory agencies and the internal code of ethics.



HIGH DISPONIBILITY AND CLOUD DATA CENTER

High performance with optical connections, interconnected on a global decentralized platform.
More than 180 Data Centers on 5 continents



LOW LATENCE

RCB connection with Sao Paulo Exchange average 1ms. Ideal structure for high volumes of operations



OPERATIONAL STABILITY

Main circuitry and contingency systems

TECHNOLOGIES LATEST

SOLUTIONS TO DEVELOPED NEW BUSINESS



TRADING FLOW

High volume of negotiations and professionals with the ability to identify the movements and better opportunities of local market



FIXED INCOME

Complete structure for institutional clients to access primary and secondary market of federal and private bonds and also tailor-made Structured Notes



ELETRONIC TRADING

Direct access to brazilian market with FIX connections and DMA2 system. Always with state-of-art trading systems like: Bloomberg, Robotrader Platform, ATG, FIS/GC and others



INTERNATIONAL SALES & TRADING

Local expertise for global solutions, all knowledge of Brazilian market dedicated to execute orders from clients of the entire world



FIDUCIARY ADMINISTRATION

Provides complete solutions for asset management: From elaborating each initial document to monitoring activity

WHERE DOES YOUR COMPANY NEED TO GET?

COUNT WITH CONCORDIA TO GET YOU THERE



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