



CONCÓRDIA SECURITIES
STREAMLINING BRAZILIAN EQUITY TRADING

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CONCÓRDIA SECURITIES STREAMLINING BRAZILIAN EQUITY TRADING

Celebrating 24 years of activity in the Brazilian Financial markets trading fixed income, equities and futures, Concórdia is a market leader in its segment. It is ranked among the top Brazilian Broker Dealers at BM&FBovespa.

Concórdia was one of the first brokers to provide Direct Market Access (DMA) thru FIX protocol to the Brazilian Exchange, making an extension to investment products feasible and enabling access to BM&FBovespa from anywhere in the world. Its structure and know-how have enabled it to offer the most unique and qualified business deals and services, along with the most advanced technology.

Concórdia has been certified with the "Execution Broker" stamp by the Exchange, granted to firms that comply with all BM&FBovespa practices.

This certification acknowledges and testifies that the receipt, execution and confirmation of Concórdia's orders are automated, agile processes, thus adding to the firm's excellence, transparency and credibility.



SELL SIDE RESEARCH AND MARKET NOTES

Concórdia team of analysts monitors 39 companies* from the Ibovespa index, giving call recommendations and issuing opinion should any event occurs. Our analysts are reknown and properly registered with the Brazilian Securities and Exchange commission (CVM/Apimec).

We also provide a daily morning note and market color, as soon as unexpected events happen.

* AMBEV PN, FOSFÉRTIL PN, MARCOPOLO PN, RANDON PART PN, BRADESCO PN, BRASIL ON, ITAU UNIBANCO PN, B2W GLOBAL ON, L. AMERICANAS PN, L. RENNER ON, TRAN PAULISTA PN, CEMIG PN, CPFL ENERGIA ON, AES TIETE PN, TRACTEBEL ON, BRADESPAR, CIELO ON, REDECARD ON, FIBRIA ON, KLABIN PN, SUZANO PNA, COMGÁS PNA, PETROBRAS, GERDAU MET. PN, GERDAU PN, SID. NACIONAL ON, USIMINAS PNA, VALE R. DOCE ON, VALE R. DOCE PNA, TELEMAR, TELES P OPERAC. PN, ALL UNIT, CCR ON, EMBRAER ON, CYRELA ON, MRV ON, GAFISA ON, WEG ON, BR FOODS ON.

CONCÓRDIA INTERNATIONAL STATION (DMA)



Concordia International Station is a platform designed to service foreign international clients on an electronic fashion. Compliant with the latest requirements from the financial regulators worldwide, CIS stands out for its state-of-the-art technology and high levels of transparency and efficiency, inspiring the standards of the Brazilian Capital Markets.

Anticipating the modernization process of BM&FBovespa, Concórdia International Station launched its DMA (Direct Market Access), a system that enables electronic trading, with no intermediates, either through the Equity side (Bovespa) or Derivatives and Futures (BM&F).

DMA has proven to be very successful and is aimed at the institutional market (i.e., demanding investors who want products such as hedge funds, pension funds, asset managers) and the treasury departments of major players, among others.



INFRASTRUCTURE AND PROCESSING PERFORMANCE

- > Round Trip among the fastest in the market in terms of processing time (20ms – Oct/10);
- > Faster, more reliable access to BM&F/Bovespa, thanks to a technological solution that uses the FIX international standard for Direct Market Access (DMA);
- > High performance with stability, confidentiality, security and transparency;
- > Transmission of electronic orders and visualization of the offer book in the various exchanges in real time.

DEDICATED CONNECTIVITY EXPERTISE

- > While Concórdia has trading links and strong relationship with all information vendors in the marketplace, our clients are able to connect with us using any Order Management System (OMS) that is FIX Compliant.
- > We bring you the right tools and deliver exceptional quality of service for which we are renowned.

PRODUCTS & SERVICES

- > Algos (VWAP, TWAP, Volume Participation, Pair Trading, Cash and Carry)
- > DMA (Direct Market Access)
- > Manual orders, with automated fills (routed to the desk)
- > TCA (Transaction Cost Analysis)
- > ADR Conversions
- > Commodities
- > Currency Exchange
- > Derivatives, Futures and Options
- > Distribution of IPO's (retails segment)
- > Equities and Equity Derivatives
- > Government and Corporate Bonds
- > Home Broker (Internet trading for retail customers)
- > Investment Clubs
- > Investment Funds
- > Over the Counter Markets
- > Stock Loan Market
- > Co-location (for futures and equities)
- > Proximity Co-location

BENEFITS

- > Automate, accelerate and streamline the transfer of execution information
- > Ease the detection of trade-related problems
- > Easy and fast implementation
- > Manage liquidity information dynamically
- > Reduce error rates
- > Reduce per trade cost
- > Opportunity to transform fixed to variable cost
- > Send different types of electronic orders
- > Transparency

RISK MANAGEMENT

- > Expanded compliance and settlement monitoring
- > Expanded settlement/position reporting
- Improved audit trail