

# JUST FAIR & DIRECT

BROKERS  
PRIME  
WEALTH



Jefferson Xavier Parra Paredes  
President/CEO

## ” Message from the CEO

Dear Customer,

In today's turmoil, while a majority of historical brokers and financial institutions are increasingly experiencing regulatory pressures, volume drops and client disengagements, adopting a transparent, disruptive and democratic "Just Fair & Direct" WIN (Techno) + WIN (Partner) + WIN (Client) business model does make a lot of sense.

Your support has enabled Techno's continued growth, a success which came with challenges. Working together with both clients and partners has enabled us to overcome them one by one and we will continue to do so in 2015.

For this reason, we are very much looking forward to engaging and growing a long-term successful relationship with you, systematically striving to meet your objectives today, tomorrow and far into the future.

## ” Techno in Review

Post-18 months of intensive R&D, we launched on December 2011 a unique best-of-breed electronic trading and wealth management solution suite, successfully deploying a most comprehensive and desirable upgrade of the MetaTrader, Techno's exclusive MT4+, coupled with cutting-edge Quants & HFT-based strategies such as Techno's exclusive Top Spin offered via managed mandates and Luxembourg-based AIF funds.

We then validated our disruptive business model, secured our operational infrastructures and geared up to deploy our main divisions, Techno Innovations Brokers, Techno Prime and Techno Wealth.

Since then we kept generating generating antastig rowth and live client feedbacks which we and our partners both pride ourselves upon.

By 2015, as the industry kept adopting and praising our solutions, we made an appearance in Finance Magnates' Quarterly Industry

Reports, proudly ranking among the 25 largest retail brokerage firms worldwide. Most notably, we secured a leading and enviable presence in Europe, particularly across German and French speaking territories where we attracted a sophisticated client base and won numerous awards, while addressing a footprint already spanning 60+ countries over 5 continents.

With a presence in Germany, France and Bulgaria, we established our Headquarters in Cyprus, the second largest retail electronic trading European hub, a highly regulated MiFID jurisdiction yet cost-effective from a corporate taxation, real estate and labour cost point of view, while safekeeping our clients' funds with Top Tier Banking Institutions in Germany and the UK. We also systematically invested in technology rather than in marketing to develop and deploy the most cutting-edge IT and server infrastructure money can buy.

## ” Looking Forward

While retail investors are becoming more sophisticated and demanding, their access to world-class services and products remains extremely limited, if not strictly cut-off. Our calling is to deliver such investors a non-discriminatory, cost effective and risk-averse access to the financial markets through an array of products and services typically reserved to the private banking client base elite.

Committed to best execution and transparency standards as well as to interoperability between different platforms, we actively promote the standardization of institutional-grade solutions via Techno's uniquely client-centric open architecture solution suite, comprising execution-only, research, advisory, sales trading, managed mandates, and corporate services, with a focus on absolute return Quants/HFT and capital-safe structured products.

In 2015, we will expand our framework across the EMEA and Asia and will launch an exciting set of new solutions embracing Margin

Trading, Wealth Management, FX Delivery, IT & Prime solutions; always striving to deliver outstanding trading functionality, market reach, depths of liquidity, speed of execution and robust IT scalability at ultra-competitive costs. That is our commitment, and what we believe shall be the new electronic trading and wealth management benchmark, full stop.

Rito Gutierrez and myself as well as everyone at Techno are immensely proud of the Just, Fair and Direct solutions we have on offer and again we thank you, our valued customers and partners, for making of Techno such a respected and successful venture.

The future is in Beta and we look forward to continuing this exciting journey with you into 2015 and far beyond.

With best regards,  
Jefferson Xavier President/CEO



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