equiti

2023 Equiti Group Company Profile





Equiti is a pioneering fintech firm and world-class provider of online trading technology and multi-asset financial products

"Equiti" refers to Equiti Group Limited, a company registered in Jersey under company registration number 121985, and which is the holding company of a number of regulated and unregulated entities, each of which is licensed to operate within its relevant jurisdiction. These entities together form the "Equiti Group". Equiti is a pioneering fintech firm and world-class provider of online trading technology and multi-asset financial products.



We have continually expanded our reach and today have offices across four continents.

Our global success is driven by our passion to be the best in the industry.

Our mission is to deliver to our clients highly-tailored solutions, superior service, fast execution, best value prices, and to be at the forefront of innovation in the fintech sector.

Strong business ethics and regulatory compliance are at the core of everything we do that's why entities part of the Equiti Group are licensed and regulated by seven global market authorities.

Financial Conduct Authority - UK Equiti Capital UK Limited License FRN. 528328

Jordan Securities Commission Equiti Group Limited (Jordan) License No. 50248

Financial Services Authority - Seychelles Equiti Brokerage (Seychelles) Ltd License No. SD 064 Capital Markets Authority - Kenya EGM Securities Limited License No. 107

Central Bank of Armenia Equiti AM CJSC License No. 0011

Securities and Commodities Authority - UAE Equiti Securities Currencies Brokers LLC License No. 2020000026

Cyprus Securities and Exchange Commission Equiti Global Markets Ltd License No. 415/22

Under these licenses we are required to meet strict capital requirements and implement and comply with stringent internal procedures that include client money protection, risk management, anti-money laundering, counter terrorism financing, professional conduct policies, regular internal training, and regular audits.

Sound corporate governance principles and regulatory controls are embedded into all Equiti's processes and procedures. We apply strict regulatory criteria and global compliance best practices to all our global and local operations.

What makes Equiti world-class



Our products

 We offer a growing range of trading products, including CFDs on shares in top global companies, indices, commodities, currencies, precious metals, cryptocurrencies*, and more.

*Not available in the UAE, Cyprus or Jordan.

 We're quick-to-market with in-demand products.



Our people

- We attract the best global specialists to build our tailored technology solutions.
- Our experts have regional and global experience working with high-net worth clients, top-tier banks, prime brokerages, asset and hedge fund managers, professional clients and technology providers.



Our partners

We partner with the world's best technology providers to give our clients the most advanced trading experience.



Our pricing

By partnering with industry leading liquidity providers, we are able to create bespoke liquidity pools and deliver excellent-value pricing.

What Makes Equiti World-Class

ן Our trading ש ∣ platforms

- MT4
- MT5
- Lucera LumeFX

Cor global Cor global Controls

- Entities in the Equiti Group are licensed by seven global market authorities:
 - UK Financial Conduct Authority
 - UAE Securities and Commodities Authority
 - Seychelles Financial Services Authority
 - Kenya Capital Markets Authority
 - Jordan Securities Commission
 - Central Bank of Armenia
 - Cyprus Securities and Exchange Commission
- Client deposits are stringently segregated for protection.

<u>o</u>go

Our superior service

- Solutions tailored to our client's needs
- Dedicated client managers
- Client service support in 9 languages, 24/6
 - Live chat service on Facebook and our website
 - Personal support at our regional offices
 - WhatsApp for Business
 - Phone
 - Email
- Complimentary training and trading support
 - Webinars
 - Seminars
 - Training videos
 - Trading guides
 - Daily, weekly and monthly market commentary suitable for all levels.

Our advanced risk management controls provide detailed visibility on our market and credit risk in real time Our global market research and analysis team deliver daily market commentary and specialist insights to give our traders the information they need at their fingertips

Built on Trust

Our journey began in 2008 with the goal of fulfilling a growing gap in the market created by the global financial crisis, we built an offer of accessible Prime Brokerage services with real liquidity provision from top-tier banks and ECN venues.

Over more than a decade, we have continued to focus on our exceptional customer service support and innovative liquidity solutions to grow into the prime brokerage of choice for a diverse range of clients.

Our strength is underscored not only by the successes of the chief executives and teams who have led well-known brokerages to the first rank of the industry, but also by the relationships we have forged over the last decade with clients, regulators, financial institutions, technology providers and investment groups.

Our passion and adaptability are what enables us to grow, increase our customer base and drive the business forward.

A History of Firsts

Equiti was one of the first brokers to offer liquidity and margin trading using Currenex Viking & Classic platforms along with native MT4 bridge to improve trading conditions for brokers.

With growing popularity of the MetaTrader 4 platform, the Group began offering White Label technology services. The result has reduced barriers of entry for smaller brokers who immediately benefitted from our expertise and infrastructure in platform administration.

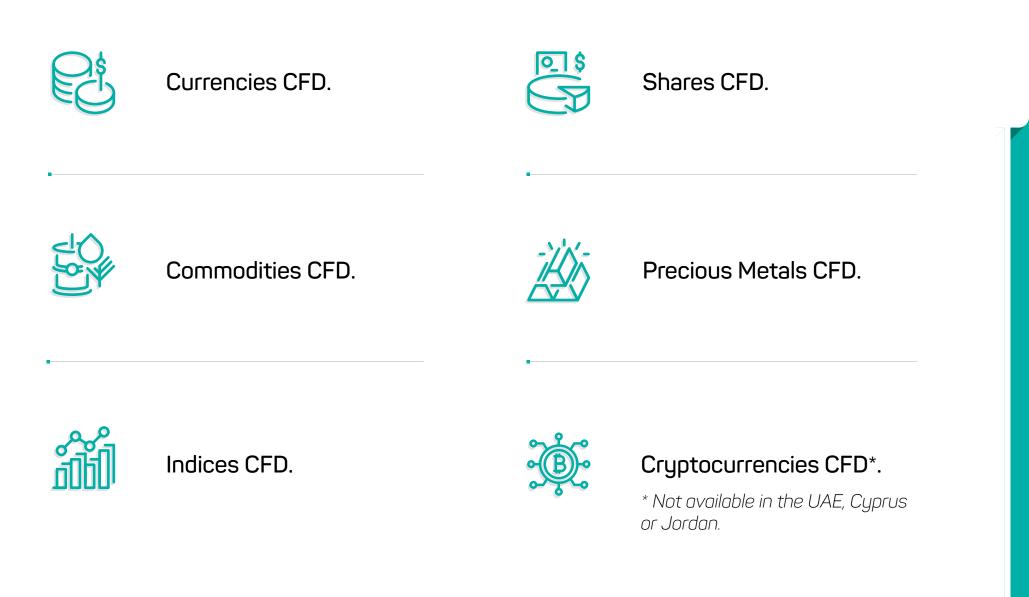
Equiti innovated again partnering with PrimeXM technologies to adopt their MT4 Bridging and Xcore technologies. This partnership allowed us to further optimize trading conditions for clients by launching localized matching engines in Equinix NY4, LD4 and TY3 locations.

- In 2018 Equiti Group Limited (Jordan) became the first specialised global brokerage to receive a license issued by the Jordan Securities Commission in over 10 years, and EGM Securities Limited became the first non-dealing online FX broker to be issued a license by Kenya's Capital Markets Authority.
- In April 2019 EGM Securities Limited became the first regulated financial markets broker to open global trading opportunities to everyone in Kenya through the launch of FXPesa, an innovative mobile trading platform that allows anyone in Kenya with a smart phone, and registers on the platform, to trade the global markets.
- In 2022 Equiti Securities Currencies Brokers LLC became one of the first brokers to receive the UAE's SCA new Over-the-Counter Category One license.



Our Product Offering

Equiti offers fast trade execution and clearing services to institutional clients, brokerages and professional traders for a wide range of online products including:





Our Rapid Growth

Equiti's rapid growth is driven by our agility and adaptability in providing online multi-asset trading products within highly regulated market conditions and under strictly compliant criteria.

2009

Divisa Limited in New

Divisa Capital Group is incorporated

2008

Zealand (now Bloom Management Limited) is established

Divisa partners with trading technology provider Currenex

2010

Divisa Capital LP (now Bloom Capital LP) is registred on New Zealand's Financial Service Providors Register (FSP 15201)

MBT Financial UK LTD is incorporated

2012

Divisa partners with financial technology provider PrimeXM

2013

MBT Financial UK LTD changes its name to **Divisa UK Limited**

2015

Divisa US LLC is formed

Divisa AM CJSC is established by acquisition of Financial Laboratories licensed by the Central Bank of Armenia

Our Rapid Growth

2016

AlgoLabs is established, a R&D subsidiary partnering with British universities

2017

Equiti Group acquires Divisa Capital Group of companies

Equiti Group acquires EGM Futures DMCC regulated and licensed by the UAE's Securities & Commodities Authority

2018

Equiti Group Limited (Jordan) is established

Equiti Group Limited (Jordan) becomes the first global broker to be awarded a license from the Jordan Securities Commission

EGM Securities Ltd became the first online forex broker to be awarded a license by the Capital Markets Authority Kenya Equiti Capital UK Ltd upgrades to a full-scope IFPRU €730K license from the Financial Conduct Authority UK

Equiti AM CJSC becomes a member of AMX Armenia Securities Exchange

Divisa UK Ltd rebrands to Equiti Capital Ltd

2019

EGM Securities launches FXPesa, a mobile trading platform for Kenya's retail market

2020

Equiti Brokerage (Seychelles) Ltd is established

Equiti Brokerage (Seychelles) Ltd obtained a license from the Seychelles Financial Services Authority

EGMLabs Ltd is established in Limassol, Cyprus EGM Securities partners with Genghis Capital

Equiti Global Markets Ltd is established in Cyprus

2021

EGM Securities becomes Kenya's first online trading broker to offer NSE derivatives

Equiti adds cryptocurrencies

Equiti Securities Currencies Brokers LLC is established in the UAE

2022

Equiti Securities Currencies Brokers LLC obtained a license from the UAE Securities & Commodities Authority

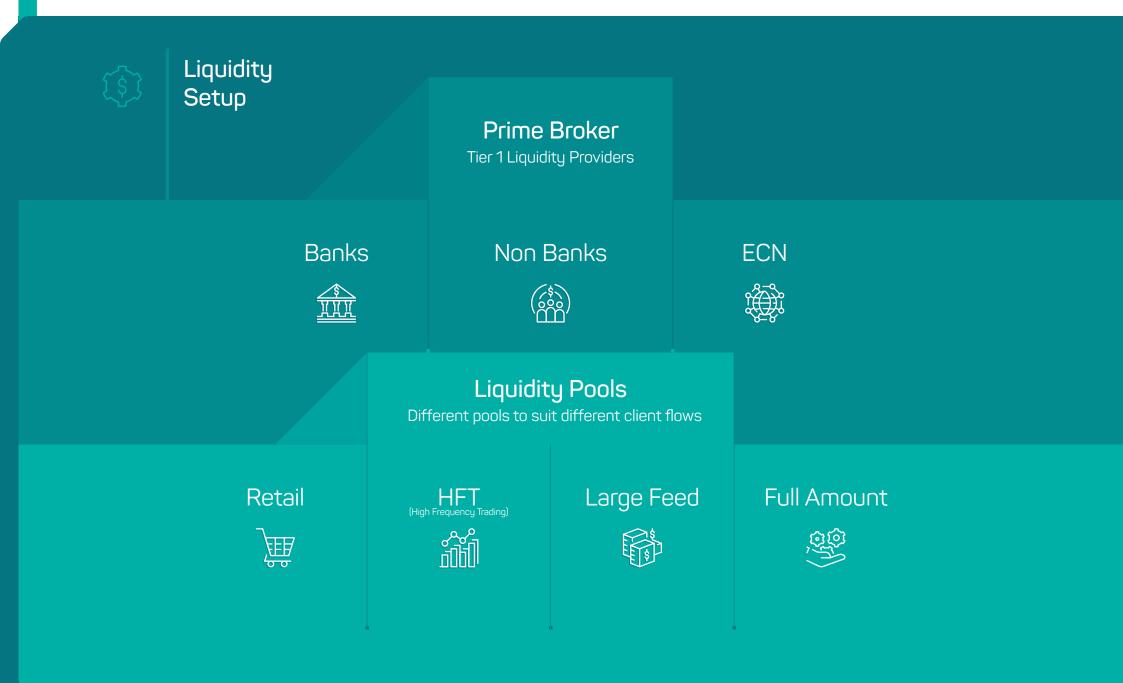
Equiti Global Markets Ltd obtained a license from the Cyprus Securities and Exchange Commission

2023

Equiti signed the Statement of Agreement to the FX Global Code of Conduct

😂 Brokerage Liquidity

Certain Equiti entities provide access to top-tier liquidity pools tailored to the needs of clients ranging from brokers, hedge funds, family offices to professional clients around the world, allowing them to pursue aggressive pricing strategies and benefit from low-latency execution.



Our Liquidity

Our unique back-end trading infrastructure enables clients to focus on delivery and fulfilling their growth potential.

Our end-to-end service allows our clients to access liquidity from LD4 (in London), NY4 (in New York) and TY3 (in Tokyo) independently, with a centralised clearing account and global Net Open Position (NOP) allocation.

We have built multi-level customised liquidity streams housed within one consolidated risk view that clients can access through a single GUI (graphical user interface). This allows seamless risk management and monitoring for our clients.

Equiti Capital carefully tailors each setup for the needs of our clients.

We deliver aggregated pricing from Tier 1 banks, non-bank market makers and ECN venues.



Our FX Desk

Equiti Capital's FX Desk is best known for its unique pricing.

This comes from access to specialist local market makers and our Central Limit Order Book (CLOB). The liquidity from our CLOB allows for a unique skew that will not be found elsewhere in the market, and the firm nature of this liquidity allows for greater certainty in execution.

FX Desk

- Anonymity in execution
- Macroeconomic analysis and market colour alongside trade idea generation
- Aggregated market commentary
- Tight pricing including unique skews and axes for both electronic and voice execution

Liquidity

- Central Limit Order Book (CLOB) unique skew derived from resting client interest
- Pricing from Tier 1 banks, Tier 2 banks, and non-bank market makers
- Pricing from local market makers such as regional banks

Products

- Spot
- SwapsVanilla & Exotic Options
- Forwards
- NDFs

Types of Clients

- Asset managers
- Family offices
- Hedge funds
- Local banks

Credit

Clients either have:

- Prime Broker (BNP, BOA, Citi, DB, RBS, SC, etc)
- ISDA with our Prime Broker and be an asset manager
- ISDA with our Prime Broker and be a local bank

Our Platforms

Equiti provides trading support and services on the world's leading trading platforms.



MetaTrader 4 is an electronic trading platform widely used by online retail foreign exchange traders. The software is licensed to foreign exchange brokers who provide the software to their clients. MT4 offers wide technical analysis options, flexible trading system, algorithmic and mobile trading, Market, Virtual Hosting and Signals.

We offer a seamless cross-platform MT4 experience across Windows and Apple for desktop, and all iOS and Android mobile devices except Mac.



Successful traders from around the world have chosen the MetaTrader 5 platform for trading forex, exchange instruments and futures. The platform offers advanced financial trading functions, as well as superior tools for technical and fundamental analysis. MetaTrader 5 can also trade automatically by using artificially intelligent bots and trading signals.

MT5 can be accessed using Windows and Apple from a desktop, and all iOS and Android mobile devices except Mac.



Equiti's FX Desk runs its electronic trading on Lucera's LumeFX infrastructure.

LumeFX can be deployed in NY4, LD4, TY3, FR2 and SG1, providing best-in-class aggregation technology and connectivity. It is used by banks and non-banks alike around the world, with its state-of-the-art smart order router (SOR), and allows for flexible control over liquidity pools, price aggregation, distribution, and order routing, while responding to pre-set risk limits automatically

 ∞ One of our key strengths is collaboration.



Our Technology Partners

Equiti partners with the world's best trading solutions and technology providers to ensure our clients, whether institutions, brokerages, professionals or individuals have an unparalleled trading experience.

We are continually expanding our partner network to service an ever-wider global client base, further demonstrate our commitment to innovation, and deliver access to the very latest in trading technology.

These partnerships serve to complement our path of innovation and further enhance our access to the latest trading technology.



FLEXTRADE

😪 | Equiti Academy

Through Equiti Academy we provide our clients with extensive educational support and training, including but not limited to:

- Regular market insights and analysis
- Training events
- How-to videos
- Webinars
- Seminars



Our Market Research and Analysis

We believe in keeping our clients fully informed, empowered and supported with the very latest high-quality information.

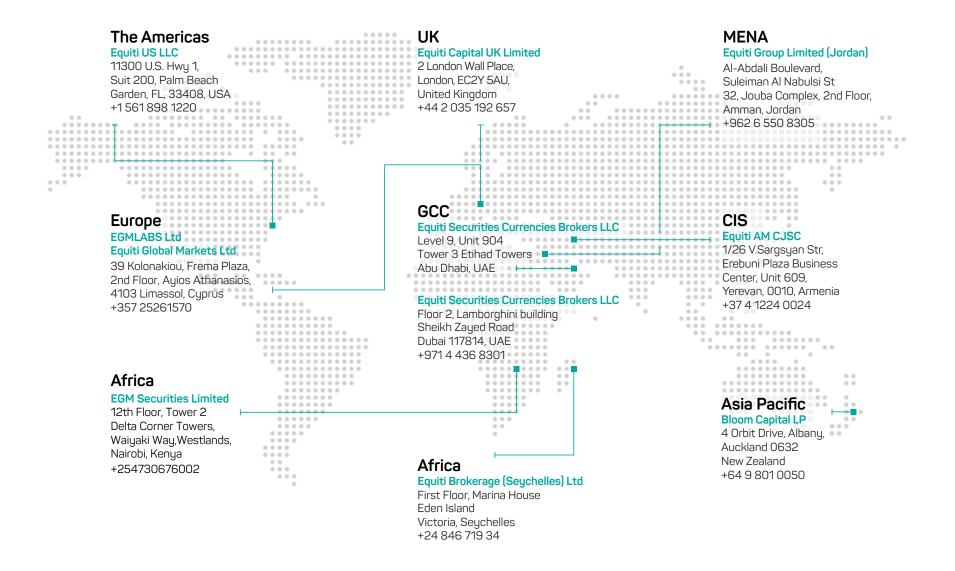
Equiti's global market research and analysis team provides in-depth market updates and analysis on global market movements, company shares, commodities and currencies on a daily, weekly and monthly basis.

Our market analysts are regular guest presenters on global and regional TV channels like CNBC TV, Sky TV, Dubai TV, Bloomberg Ashraq TV and Al Arabiya TV.



Our Growing Global Footprint

Equiti Group's global team comprises over 500 specialists across the world





Our Executive Management Team

EQUITI GROUP



Iskandar Najjar

Co-Founder of Equiti Group CEO of Equiti Group

Iskandar is the CEO of the Equiti Group of entities. He has a strong track record leading and growing FX and CFD companies in the Middle East. Iskandar is the former MD of ADS Securities for the Middle East & Africa region, and CEO of Alpari ME. Under Iskandar's leadership, Alpari ME became the leading FX firm in the Middle East region.

Iskandar began his career as a financial advisor working for Barclays Bank in the UK before transitioning to work in the FX industry. Iskandar holds a MBA from the London Business School and a MSc in Finance from Leeds Beckett University.



Mohamed Al-Ahmad

Co-Founder of Equiti Group Chief Managing Director: Equiti Group

Mohamed is the Co-Founder of Equiti Group Ltd and Chief Managing Director of Equiti Group. His extensive career in the industry spans over fifteen years. He started his financial career with Thomas Cook, Travelex UK and Alpari UK in the City of London. Mohamed moved to the UAE to serve as the COO, and later the CEO of Alpari ME before becoming the CEO of Axitrader ME DMCC. He was instrumental in developing the business operations of both firms and establishing them as the leading pioneers in the FX industry in the region.

Mohamed is a successful business leader and results-driven senior executive manager with coherent business practices that maximise revenue growth and strengthen company operations across the group.

He holds a Bachelor of Arts degree in Financial Services from London Metropolitan University.



Our Executive Management Team

1981

Rick Fulton Chief Financial Officer, Equiti Group

Rick is the Chief Financial Officer of Equiti Group and has over 25 years of experience in the financial services industry. He has held senior finance positions at some of the world's largest financial institutions including Deutsche Bank, Royal Bank of Scotland and ABN AMRO. Rick has a breadth of international experience having occupied CFO roles in Switzerland, Japan and more recently as MD, Asia and Oceania CFO for Daiwa Securities in Hong Kong.

Rick is a member of the Chartered Institute of Management Accountants.



Christoffer Nielsen

Chief Technology Officer, Equiti Group

Christoffer has 15+ years of experience in senior technology roles at well-known financial and banking firms. Prior to joining Equiti Group, Christoffer was the Chief Information Officer at Euronext Securities Copenhagen, responsible for development, IT operations, security, IT compliance and infrastructure, as well as a member of the Senior Management team of the Euronext group.

He has also held senior positions at other financial companies, including Global Head of Open API for the global investment bank, Saxo Bank, and Head of Pensions and Investments IT for the pension fund ATP.

Christoffer holds a PhD and master's degree in Computer Science from the Technical University of Denmark (DTU), as well as an Executive Master's in Business Administration degree from the Copenhagen Business School, Denmark.



Gaurang Desai

Managing Director: Strategy, Equiti Group

Gaurang has over 25 years' experience working across financial exchanges, market infrastructures and regulators across the globe. Establishing and managing various regulated exchanges and Clearing Houses/CCPs has provided him with a deep understanding of the needs of today's financial markets and appropriate strategies to meet regulatory challenges. Gaurang was a Founding member and the CEO of the Dubai Gold & Commodities Exchange (DGCX) group until 2018. He was appointed as an Advisor for Financial Markets to the UAE's Federal markets regulator, the Securities and Commodities Authority (SCA), to help them develop and implement new products and services regulatory frameworks.

Gaurang is an experienced industry leader in regulated financial markets and infrastructures across asset classes and technologies. He is also a seasoned entrepreneur helping build organizations and projects from the ground-up.

He holds a Post Graduate Diploma in Business Administration in Finance and a Bachelor's degree in Commerce from the University of Mumbai, India.

Ê

Our Executive Management Team

Hamad Haider

Chief Legal Officer, Equiti Group

Hamad has over 15 years of legal experience across multiple jurisdictions. Prior to joining Equiti Hamad was a Partner and the Middle East Head of International Business Reorganisations in the corporate practice of PwC Legal, based in London. Hamad worked on global corporate and debt reorganisations.

Prior to PwC Legal London, Hamad was a Partner and the Middle East Head of International Business Reorganisations in PwC Legal Dubai, where he worked on corporate legal transactions across the Middle East, with notable experience in the United Arab Emirates, the Kingdom of Saudi Arabia, Oman and Lebanon. Hamad specialised in complex cross-border reorganisations and corporate advisory, advising regional conglomerates and ultra-high net-worth family businesses. At PwC Legal Dubai Hamad led the corporate team.

Hamad also worked at Al Tamimi & Co., where he was engaged in a range of complex corporate work with a focus on local law. Hamad was also a free zone specialist and drafted free zone legislation.



Paul Webb

Chief Operating Officer, Equiti Group Chief Executive Officer (interim), Equiti Capital

Paul has over 20 years of experience within the FX and CFD sector having worked in both London and Abu Dhabi. He has held various senior roles within the Front Office at CMC Markets and ADS Securities, between which he has amassed significant knowledge across trading and technology.

Paul has previously held the CEO role of ADS Securities London for 5 years which held an FCA regulated IFPRU EUR730k licence, while also holding a directorship for ADS Technology, where he was responsible for all UK and European business. He was also part of the Group Executive Committee.

Paul has a BA (Hons) in Business and Law from Hertfordshire University, UK.



Brian Myers

Chief Commercial Officer, Equiti Group Director: EGM Securities CEO, Equiti Brokerage (Seychelles)

Brian has industry-leading experience in the Wealth and Trading sector. Having held executive positions in some of the world's largest brokerages such as OANDA, FXCM and Alpari [UK], Brian also previously led GKFX Financial Services as Chief Executive Officer. He has a strong focus on corporate governance, compliance and driving the commercial areas of the firm.

Brian holds a degree in Economics and a CFA Level 3 Certificate.



Our Executive Management Team

Mohammad Isbeer Global Head of Brokerage Sales

Mohammad Isbeer has over 15 years of experience in the FX industry spanning across six countries. He is an industry veteran and entrepreneur who has been involved in setting up brokerages in Cyprus, Switzerland, the UAE and London.

Isbeer has a great understanding of the needs and issues brokers are facing having been involved with different regulatory requirements and various market demands. He has been with Equiti Group since its inception, successfully expanding the brokerage business for the group in global markets and placing Equiti at the top of the liquidity providers, globally. He has been a panelist and speaker for industry expos in MENA, Europe and Asia.

Mohammad has a Bachelor of Accounting degree from the University of Jordan.



Roxane Chehade

Global Head of Retail Operations

Roxane Chehade is a senior leader with exceptional execution and delivery capability, particularly in the areas of relationship management, customer service and team management, while delivering cost-effective business solutions and services.

Over the years, Roxane has held various senior Operations roles in some of the Middle East's more prominent brokerage companies including Alpari Middle East and AxiTrader.

She has been instrumental in setting up the global operations for Equiti Group and its subsidiaries in various parts of the world, including Kenya, Jordan, and the Seychelles.

Roxane manages all Equiti's Retail Operations and Client Services and is responsible for implementing processes and solutions to ensure global best practices.

Roxane holds a Bachelor of Business Administration degree from Saint Joseph University of Beirut.



Yamen Makansi

Chief Growth Officer

Yamen Makansi has held the role of Global Head of Retail Sales at Equiti since early 2017 where he is responsible for driving global growth through retail sales.

He has been instrumental in Equiti's fast-paced growth by maintaining a tailored sales strategy that delivers high volumes, and in conjunction with the company's Market Research team, by tracking changing trends and economic indicators, and managing a motivated global team of retail sales professionals.

Yamen has over 15 years of experience in senior sales roles including Sales Director at ADS Securities, one of the Middle East's largest FX brokers, Sales Manager at Alpari Middle East and extensive experience in physical gold trading in the MENA region.

Yamen holds a Master's degree in Marketing from Preston University, UAE.

Ê

Our Executive Management Team

	-		
	1		
	2	-	
6	K	2	
1	10	à,	
	Sec.	7	

Gary Dennison

CEO, Americas region President, Equiti US LLC Director, Bloom Management Ltd

Gary has over twenty years of experience in the financial services industry. Prior to joining Equiti, Gary was a floor broker and exchange member of the Chicago Board of Trade [CME Futures Exchange] with EDF Man Financial and the top producing sales executive with Global Forex Trading. He was the founder of one of the fastest growing on-line FX firms in the US.

Gary's extensive and diverse experience in the financial industry has helped develop a wide range of business strategies and key relationships for the Equiti Group. His proven history of success in the industry will help Equiti with global growth, product development and maintaining key corporate values



Lutfi Shahin

CEO, Equiti Jordan

Lutfi has over 20 years of experience within different industry sectors, including the financial services sector, having worked across various markets in the Middle East region in managerial and new business development roles. He has been with Equiti Group since its inception as Head of Business Development for the MENA region. Prior to joining Equiti, Lufti worked with global financial services company, Morgan Stanley & Co. International, in their private wealth division, and Lama Holding Group as Business Development Director overseeing the project development of new business ventures.

Lufti has a Bachelor's degree in Finance from the University of New Orleans, USA



Hesham Moh'd Hasanin

CEO, Equiti Global Markets Ltd Executive Director, EGMLabs Ltd

Hesham is the CEO of Equiti Global Markets Ltd, a CySEC regulated entity of Equiti Group, located in Limassol, Cyprus. He has over 15 years of industry experience in trading technology and operations working across various markets including London, Switzerland, Jordan, and Cyprus.

After joining Equiti Group in May 2018 as the Head of Trade Operations, Hesham took on the role of Global Head of Trading Solutions for the Trade Operations Centre, and in June 2020, he was appointed the Executive Director of EGMLabs, Equiti Group's specialized technology entity in Limassol, Cyprus. EGMLabs provides support for Equiti Group's global Trading, Networking, and Security Operations teams. The entity was established to improve the level of efficiency and trading support for Equiti's clients. In July 2022, Hesham has appointed as the CEO of Equiti Global Markets Ltd.

Hesham holds a Bachelor of Computer Science degree from Al-Isra Private University, Jordan and a global MBA from the University of Bedfordshire, United Kingdom.



Our Executive Management Team



Artak Nahapetyan CEO, Equiti AM

Artak is the CEO of Equiti AM in Armenia. He established Finlab CJSC Investment Company in 2012 and headed the company until it became part of the Equiti Group.

Artak spent 10 years of his career at the Central Bank of the Republic of Armenia - over six years as a senior specialist in the FX and Securities Markets Operations Division of the Financial Operations Department, and 3 and half years in the Internal Audit group. From 2005 to 2012, Artak held senior and chief executive roles within the Ameria Group, a group of financial services companies.

Artak holds a Masters degree in Applied Mathematics from Yerevan State University, in addition to a 'Certificate of a CEO of an Investment Company' and a 'Certificate of a Chief Accountant of an Investment Company' issued by the Central Bank of Armenia. Artak is also a professional member of the Institute of Internal Auditors.



Samwel Kiraka

CEO, EGM Securities

Samwel is the CEO of EGM Securities in Kenya. He has over 20 years of experience in finance, investments, property management, Islamic finance and corporate banking.

Previously, as the CEO of Salaam Investment Bank in Kenya, he established the first Sharia Compliant Investment Bank that was licensed by the Capital Markets Authority in Kenya in 2018.

He has also held the position of Managing Director of Old Mutual Securities in Kenya, and senior managerial roles at Britam Insurance, Britam Asset Managers, Equity Bank, Gulf African Bank and ABC Capital Ltd, a stockbroking arm of the African Banking Corporation Group in Kenya.

Samwel is a Certified Public Accountant by profession, a Certified Professional Mediator from The Mediation Training Institute (USA) and a graduate of the United States International University in International Business Administration (Finance). He has served as a trustee in several retirement benefit schemes and is passionate about advancing social investments and wealth creation initiatives among young entrepreneurs.





