



BROKERAGE FINANCIAL REPORT

2019

gelios.com

GeliosTrade reported a positive net profit of 978 million dollars for the first half of 2019, an increase of 33% compared to the net profit in second half of 2018.

The Board of Directors and Board of Management find the result for the half of year satisfactory given the difficult market conditions during 2019, with market volatility across the financial markets trading close to all-time lows as well as the continued low interest rate environment.

Particularly promising in 2019 was the number of new trading clients as well as the number of active trading clients, which for both the Direct and the Wholesale business segment ended at record high levels. The growing client base combined with the continued successful inflow of clients' collateral deposits, exceeding 1.5 billion dollars by the middle of 2019, means that GeliosTrade has strengthened its market position further and successfully laid the foundations for future growth.

Throughout 6 months, the focus remained on driving profitable growth through improving both product offerings and our trading platforms. During the year, GeliosTrade continued to invest within the core business areas in order to improve the future product offering, enabling the GeliosTrade to be competitive and continue to offer good trading possibilities for clients.

With a clear focus on retaining existing and attracting new clients and despite low market volatility, Operating income for the GeliosTrade reached 869% in 2019 an increase of 197% compared to 2018.

(One hundred thousand of dollars)	January February	March	April	May	June
<b>Operating income</b>	3,027.0	2,929.7	2,126.7	3,006.8	2,861.0
<b>EBITDA</b>	931.6	845.2	(109.4)	1,099.0	898.0
<b>Adjusted EBITDA</b>	1,026.0	954.5	864.7	1,208.1	1,223.3
<b>Profit before tax</b>	554.2	418.2	(778.4)	564.8	247.4
<b>Net profit</b>	401.1	302.4	(644.6)	381.2	162.2
<b>Total equity</b>	4,621.4	4,238.4	3,938.4	4,225.2	3,492.7
<b>Total assets</b>	39,955.6	43,578.5	33,501.6	36,008.3	27,746.2
<b>Clients' collateral deposits</b>	903,622.3	492,349.9	775,568.0	608,227.2	800,644.0
<b>Assets under management (Wealth management)</b>	1,072,524.0	1,753,314.1	1,244,227.0	1,674,101.9	1,192,845.9
<b>Total capital ratio</b>	22.7%	19.5%	20.7%	19.7%	16.2%
<b>Return on equity before tax</b>	12.5%	10.2%	19.1%	14.6%	7.2%
<b><u>Full-time-equivalent</u> staff (the middle of year)</b>	1,594	1,639	1,516	1,485	1,406



“GeliosTrade is democratising investment and trading providing unparalleled global multi-asset financial market access anytime, anywhere!”

We do this by becoming the most professional and profit-able facilitator in the global capital markets sector - disrupting traditional business models - adding significant value to our clients and partners. We are focusing on attracting and servicing the following client types:

**Traders:** GeliosTrade primary strategic ambition is to be the preferred partner for traders. The broad universe of traders includes private and corporate clients as well as institutions who seek to trade actively at competitive prices to generate positive returns. Most often, traders generate returns by exploiting short term price movements and are comfortable using sophisticated trading tools and data to achieve their goals on a self-directed basis. Traders are generally more concentrated in a specific asset class than the other target segments, and the share wallet at GeliosTrade is generally more speculative/opportunistic in nature.

**Investors:** GeliosTrade strategic ambition is to be the preferred partner for investors. The broad universe of investors is generally characterised by a longer term investment horizon, less frequent trading, lower risk profile and a mixed use of self-directed investing and use of discretionary portfolio management services. These types of clients would deploy a larger share of wallet to a single provider and express a greater need for diversification across asset classes. Clients look for ways to manage existing wealth and/or gradually build wealth over an extended period of time through the buying, holding and infrequent-ly rebalancing of a portfolio of stocks, baskets of stocks, mutual funds, bonds and other investment instruments. Investment returns are a solution to achieving goals.

**Wholesale:** GeliosTrade third strategic ambition is to be the preferred partner for Wholesale clients. Wholesale clients include traditional financial services providers who use GeliosTrade to facilitate trading and execution as well as services from digital marketing to post trading services.

This segment also includes technology entrants who want to leverage GeliosTrade infrastructure to onboard and manage client assets. In both cases GeliosTrade holds a B2B relationship with these partners, who on their part hold a B2C relationship with their clients, who again fall into the categories of traders and investors.

GeliosTrade competes on products, platforms, pricing and service. GeliosTrade provides its clients with the opportunity to trade and invest seamlessly across a global investment universe of +35,000 instruments sourced via more than 100 liquidity providers and trading venues.

GeliosTrade has the ambition to provide its clients with the best possible profit to be competitive on the local markets in cash products and most important flow products against its main competitors. Finally, GeliosTrade strives to offer world class service to its clients while recognising that different client segments require different kind of service and level of expertise. Differentiating the service offering is also important in order to provide this in the most effective way.



GeliosTrade are guided by the following five key principles when executing its strategy plan:

1. Focus on key strategic priorities with clearly articulated target client segments and differentiated value propositions/go to market approaches.
2. Selective geographic focus with clear prioritisation of individual markets for each client segment in line with the strategic priorities.
3. Put emphasis on tailoring the offering and customer interface to different segments' actual needs building on the current and future functionalities.
4. "Digital as default" for all clients focusing on inperson interactions on highvalue clients only.
5. Systematic and transparent monitoring/reporting and strict accountability for delivery across all levels of the organisation.

# TRUST ACCOUNT



Trust account

## GT-3

## 878.2%

Trading result

+5 168 253 USD

Equity

47 684 514 USD

Manager's capital

500 000 USD

Account age

1 year 3 months

ALL TIME

6 MONTHS





## Yield from investment areas.

6 MONTHS



## Investment result for 6 months.

Cryptocurrency:



Financial market:



Stock exchange:



Trust account

GT-3



## Trust account properties

Trust account type	GT-3.mt4
Denomination	USD
Leverage (Max)	1:100

Trust account number	351055
Manager's nickname	GT-3

## Indicators

Maximum profit	1,110.85%
Maximum drawdown	36.64%
Maximum daily profit	32.85%
Maximum daily loss	18.64%
Current drawdown	13.03%
Daily return volatility	8.01%
Recovery factor	5.87
Average geometric return	43.1%

Return/volatility	+1.94
Average daily profit	3.53%
Average daily loss	0.84%
Calmar ratio	5.88
Sharpe ratio	46.06
Sortino ratio	0.1
Volatility ratio	464,76

# COMPANY INFORMATION



## CONTACT

Gelios Trade Limited stores all customer accounts in separate segregated bank accounts. All customer funds are regulated in accordance with the Rules for the handling of customers' cash. In addition to these protection measures, customer funds of Gelios Trade Limited are also insured under the Financial Services Compensation Program for up to \$ 100,000.

In addition to this, Gelios Trade Limited offers individual insurance of clients' funds that exceed the amount of insurance of \$ 1,000,000. This insurance is guaranteed by Gelios Trade Limited and other members of the Gelios Security Group syndicate and does not provide for additional financial costs for the client.

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WDCS is authorized by the Financial Regulation and Supervision Authority to carry out electronic money transfer activities in accordance with the Electronic Money Rules 2011

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