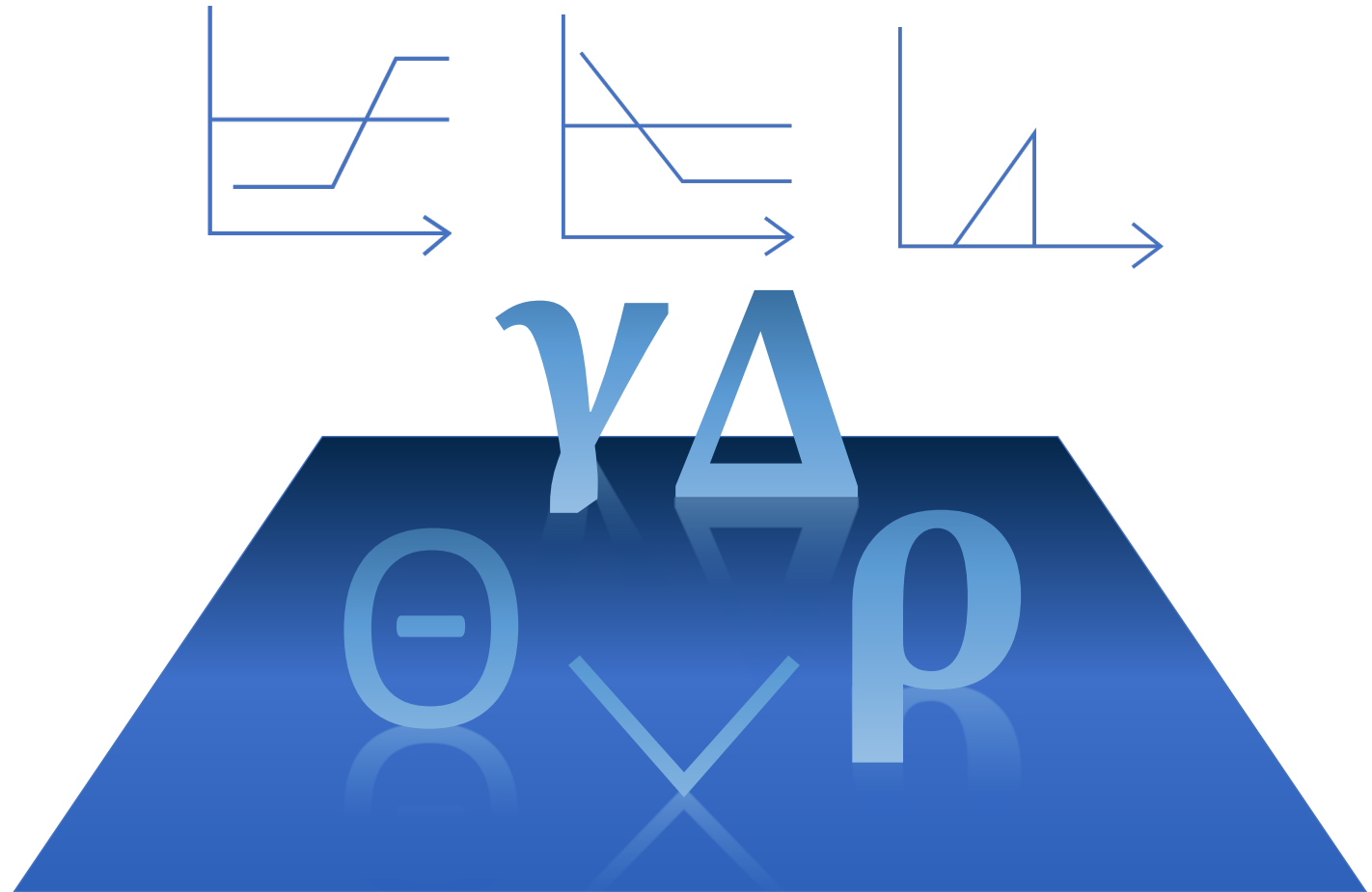


Reimagining derivative sales at banks

Enabling increased business flow for derivative sales teams with Finvisage® pricer

FX and IRS sales departments at banks typically have 15 - 25 sales desk members constantly seeking business from corporate clients. Sales desk members depend on traders to provide several indicative price quotes before a deal goes live. Our proposition is that each salesperson can be given an independent Finvisage pricer enabling them to quote consistent prices anytime, anywhere.



Do you wish that each member of your FX and IRS sales teams could independently price and react faster to client needs?

Do you wish that it was modern, works on portable devices, secure, intuitive, easy to learn, accurate, backed by a team of traders, extremely competitive on price?

We are a group of traders, mathematicians, and technology leaders who have come together to deliver a comprehensive derivatives pricer.

It is cloud based, secure with immediate deployment.

What all derivative types does it cover?

- FX - We cover Forwards, LTFX, Strips, Complex forwards, Call options, Put options, Call spreads, Put spreads, Collar, Seagull, European Knock-in, European Knock-out, extensive coverage of all major Target Accrual Redemption Forward structures, Barrier Options, KIKO style barrier options, Binary options. You also have the capability to create combinations and price them according to your structuring needs.
- Rates - We cover swaps, currency swaps, caps, floors, swaptions
- Oil - We cover Asian options, Asian swaps, differential swaps

Who do you think will use it and why?

Salespeople at banks on the financial markets desk will be users of Finvisage. They need to quote indicative prices multiple times to clients during their discussions to close a deal.

Finvisage will be used by them to structure a deal and arrive at an indicative price to be given to their client. They will only have to approach the trader once the deal is live. This will increase their engagement with their clients and increase traction and flow. Salespeople who are not at their desks will be able to fire up Finvisage on their tablets and give prices to their clients quickly.

Is it accurate? Is there third-party validation?

We are ex-traders from international banks with full knowledge of derivative pricing. We have also had our pricing independently verified by E&Y. If you have a Bloomberg terminal, we can run an independent test of our pricing comparing against that of Bloomberg on the same terms. We have successfully done this for clients who are currently using our system.

Do you offer a trial

Yes. We offer a free trial for 1 month

What about market data

- If you have a data subscription (e.g. Refinitiv, BBG) we can link to the same through APIs. This is at no extra cost.
- If you require us to provide market data, we have an arrangement with a leading market data provider. This is a popular option amongst our current clients as the overall package offers excellent value proposition for any banking client. Separate data licences are not required for each user.

Can you build customised structures

For clients with 25+ licences, we commit to building 5 new structures per year if we don't have them already in our library.

Is my data safe

Finvisage solution is cloud-hosted on Amazon Web Services, a highly secure and well-established environment. Many established SaaS companies (like Airbnb, Amplitude), financial firms (like Capital One), security firms (like Bitdefender) among others consider AWS cloud provider's security measures to be comprehensive enough to efficiently manage their core business. At Finvisage, we've taken further steps to keep our customers' data safe, by building an information security system in accordance with ISO 27001, an industry gold-standard, and by ensuring our internal practices are secure.

The data will be hosted in data centers located within your local region. Best practices including 256-bit encryption of data at rest and in transit will be followed.

Can you host onsite

If this is a requirement at your end, we can evaluate options of hosting the solution within your private cloud. We can understand your specific needs and find a mutually workable solution. Onsite hosting usually incurs extra charges.

Are you as good as Superderivatives

Finvisage solution offers pricing capabilities across a breadth of derivative structures from vanilla, options, exotics (TARF, barriers, KIKO etc.) These have been independently tested by various market experts. Over and above this, Finvisage stands out in terms of offering a very user friendly interface with easy to learn user flows.

Can we add pre-agreed margins to quotes

Yes

What are the benefits

- Sales team ability to make near real time quotes independently
- Better sales throughput
- Consistent price quotes based on bank market data
- Accessibility anytime, anywhere to make price quotes - salesperson can be at home, in their car, on their desk, they will always have the FINVISAGE system at their fingertips
- Reduced effort/ increased bandwidth for traders – sales desk to only approach the trader only when the trade is live.

What kind of support do you offer

We offer email, telephonic and online video support. You will have a contact person(s) assigned to connect directly for any issues. There are standard SLAs that we adhere to based on severity of the problem from critical to low.

Why should we rely on a startup

While our firm may be young, we are manned by very experienced industry professionals with 60+ years of combined experience in trading, technology and consulting in leading banks and Big 4 firms. Our product reflects that experience. It has been designed keeping in mind the end user and their ease of use.

Arshdeep, the CEO was an oil derivatives trader for Standard Chartered Bank in London managing the Global oil options book, which was the largest commodity trading book of the bank. He has traded over 100,000 oil option contracts in his career. After multiple quick promotions, he eventually became the lead trader for the Global Oil Options book.

What are the successful use cases you have today

- A leading Indian bank is using our solution for their sales team
- Experience advising a private UK airline on their hedging strategy
- A major Indian NBFC uses our systems for deal management and reporting
- A listed UK firm and well funded IoT startup are our clients managing their cash flows, hedges and connecting with brokers on our platform

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