



DJ International Consulting Ltd

**DISCLOSURES IN ACCORDANCE WITH THE
DIRECTIVE FOR THE CAPITAL REQUIREMENTS OF
INVESTMENT FIRMS FOR THE YEAR ENDED 31
DECEMBER 2013**

May 2014



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Independent Auditors' Report to the Cyprus Securities and Exchange Commission in respect of Teletrade DJ International Consulting Ltd for the year ended 31 December 2013 pursuant to paragraph 37(1) of Chapter 7 of Part C of the Directive DI144-2007-05 of 2012 of the Cyprus Securities and Exchange Commission for the Capital Requirements of Investment Firms

1. We report in relation to the fair presentation of the disclosures of Teletrade DJ International Consulting Ltd (the "Company") for the year ended 31 December 2013, required by paragraph 34(1) of Chapter 7 of Part C (the "Disclosures") of the Directive DI144-2007-05 of 2012 of the Cyprus Securities and Exchange Commission for the Capital Requirements of Investment Firms (the "Directive"). The Disclosures, which are set out on the Company's website, are attached as an Appendix and have been initialled for identification purposes.

Respective responsibilities

2. The Company's Board of Directors is responsible for the preparation and fair presentation of the Disclosures in accordance with the Directive. Our responsibility is to express an independent conclusion in relation to the fair presentation of the Disclosures, in all material respects, in accordance with the requirements of the Directive.

Scope of work performed

3. We conducted our work in accordance with International Standard on Assurance Engagements 3000 "Assurance Engagements Other Than Audits or Reviews of Historical Financial Information". This Standard requires that we plan and perform our work to obtain limited assurance whether any matters have come to our attention that cause us to believe that the Disclosures are not fairly presented, in all material respects, in accordance with the requirements of the Directive. Our procedures included verifying, on a sample basis, the compliance of the Disclosures with the requirements of paragraph 34(1) of Chapter 7 of Part C of the Directive, as well as obtaining evidence supporting certain of the amounts and notifications included in the Disclosures. Our procedures also included an assessment of any significant estimates made by the Company's Board of Directors in the preparation of the Disclosures. We believe that our procedures provide a reasonable basis for our conclusion.

4. The procedures performed do not constitute either an audit or a review made in accordance with International Standards on Auditing or International Standards on Review Engagements, and hence we do not express any assurance other than the statement made below. Had we performed an audit or review in accordance with International Standards on Auditing or International Standards on Review Engagements, other matters might have come to our attention that would have been reported to you.

Board Members:

N.G. Syrimis, A.K. Christofides, E.Z. Hadjizacharias, P.G. Loizou
A.M. Gregoriades, A.A. Demetriou, D.S. Vakis, A.A. Apostolou
S.A. Loizides, M.A. Loizides, S.G. Sofocleous, M.M. Antoniadis
C.V. Vasiliou, P.E. Antoniadis, M.J. Halios, M.P. Michael, P.A. Peleties
G.V. Markides, M.A. Papacosta, K.A. Papanicolaou, A.I. Shiammoutis
G.N. Tziortzis, H.S. Charalambous, C.P. Anayiotos, I.P. Ghalanos
M.G. Gregoriades, H.A. Kakoullis, G.P. Savva, C.A. Kalias, C.N. Kallias
M.H. Zavrou, P.S. Elia, M.G. Lazarou, Z.E. Hadjizacharias
P.S. Theophanous, M.A. Karantoni, C.A. Markides

KPMG Limited, a private company limited by shares, registered in Cyprus under registration number HE 132822 with its registered office at 14, Esperidon Street, 1087, Nicosia, Cyprus.

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Conclusion

5. Based on our work described in this report, nothing has come to our attention that causes us to believe that the Disclosures for the year ended 31 December 2013 are not fairly presented, in all material respects, in accordance with the requirements of the Directive.

6. Our report is solely for the purpose as set out above and is not to be used for any other purpose or to be distributed to any other parties without our prior consent in writing. This report relates only to the Disclosures required pursuant to paragraph 34(1) of Chapter 7 of Part C of the Directive and does not extend to any financial statements or other financial information of the Company.

Marios Lazarou

Certified Public Accountant and Registered Auditor
for and on behalf of

KPMG Limited

Certified Public Accountants and Registered Auditors

Nicosia, 29 May 2014

APPENDIX A



DJ International Consulting Ltd

**DISCLOSURES IN ACCORDANCE WITH THE
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INVESTMENT FIRMS FOR THE YEAR ENDED 31
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May 2014

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1. GENERAL INFORMATION AND SCOPE OF APPLICATION

Requirements of the Directive

The information below is disclosed in accordance with Directive DI144-2007-05 of 2012 of the Cyprus Securities and Exchange Commission (“CySEC”) for the Capital Requirements of Investment Firms.

The information that Teletrade DJ International Consulting Ltd (“the Company”) discloses herein relates to the year ended 31 December 2013.

Principal Activities

The Company is licensed by CySEC as a financial services firm, under license number 158/11, which entitles the Company to operate locally and outside Cyprus.

According to its CIF license, the Company is authorized to provide the following investment and ancillary services:

- Reception and transmission of orders in relation to one or more financial instruments
- Execution of orders on behalf of clients
- Dealing on own account
- Portfolio management
- Investment advice
- Safekeeping and administration of financial instruments, including custodianship and related services
- Granting credits or loans to one or more financial instruments, where the firm granting the credit or loan is involved in the transaction
- Foreign exchange services where these are connected to the provision of investment services
- Investment research and financial analysis or other forms

Disclosure Policy

The Company discloses information in relation to its capital requirements on an annual basis. The disclosures are published on the website of the Company five months after the financial year end.

Scope of the Disclosures

As at 31 December 2013, the Company owned 100% of Teletrade DJ International Consulting (Australia) PTY Ltd. However, the Company is not required by the Cyprus Companies Law, Cap. 113, to prepare consolidated financial statements because the Company and its subsidiaries constitute a small sized group as defined by the Law. As a result, the Pillar 3 disclosures relate solely to information of the Company.

2. RISK MANAGEMENT AND GOVERNANCE OF THE COMPANY

The Board of Directors is responsible for overlooking the operations of the Company. With respect to the management of risk, it has overall responsibility for the establishment and oversight of the Company's risk management framework.

The major duties of the Board of Directors of Teletrade DJ International Consulting Ltd are:

- To carry the overall responsibility for proper implementation of the relevant laws and regulations
- To formulate the Company's business strategy in terms of the development of existing and new services and the Company's presence in the local and international financial markets
- To govern the Company by broad policies and objectives, formulated and agreed upon by the chief executive and employees
- To ensure that sufficient resources are available to the Company to carry out its operations
- To be responsible for the overall duties and responsibilities of the Anti-Money Laundering / Compliance Officer (MLCO)
- To define, record and approve the general policy principles of the Company in relation to the prevention of money laundering and terrorist financing
- To notify the Company's policy for the prevention of money laundering and terrorist financing to the MLCO
- To approve the Company's risk management and procedures
- To establish a clear and quick reporting chain for transmission of information to the MLCO
- To assess the Money Laundering function
- To assess and approve the annual report of the MLCO
- To assess the Internal Audit Department's members and the efficiency of the mechanisms of internal control
- To assess the Compliance Function
- To evaluate and adopt strategies to improve the operation of the internal audit mechanism
- To review written reports regarding Compliance, Risk Management and Internal Audit
- To approve the Company's financial statements
- To review the suitability report prepared by the Company's external auditors
- To take decisions on important matters of the Company during Board meetings

Also responsible for the Company's internal control system and the management of its risks are the following:

- Risk Management Officer
- Anti-Money Laundering / Compliance Officer
- Internal Audit Function (outsourced)

Risk Management Officer

The Risk Management Officer is responsible for the compliance and monitoring of all transactions in the context of legality, avoidance of conflict of interest, insider dealing and preservation of confidential information. The Risk Management Officer is also responsible for the determination, evaluation and efficient management of the risks inherent in the provision of the investment services.

The scope of the Risk Management Officer concerning risk management is to provide their services in accordance with the provisions of the applicable laws and the directives issued by CySEC, as well as the internal regulations of the Company.

Anti-Money Laundering/Compliance Officer

The Anti-Money Laundering / Compliance Officer reports directly to the Board of Directors and is responsible for:

- Ensuring compliance with laws, regulations and directives issued by CySEC
- Ensuring implementation of the procedures described in the Company's Procedures Manual
- Monitoring and assessing that adequate policies and procedures to detect any risk of failure by the Company to comply with its obligations under the applicable legislation, as well as the associated risks, have been established, implemented and are maintained, and that for these purposes, the Company takes into account the nature, scale and complexity of its business and the nature and range of investment services and activities undertaken in the course of that business
- Ensuring that Company employees attend training sessions on compliance with applicable laws, rules and regulations, as well as anti-money laundering and terrorist financing procedures
- Providing advice and guidance to Company employees
- Ensuring that the Company complies with its continuous obligations to CySEC (e.g. submission of Capital Adequacy Return, annual reports, notifications to CySEC regarding changes in the Company's structure, services, personnel, procedures, etc)
- Ensuring the implementation of the "know your client" procedures of the Company
- Communicating with regulatory bodies
- Assisting regulatory bodies in performing inspections of the Company's activities
- Gathering information with regards to the new customers of the Company
- Analyzing the customers' transactions
- Continuous improvement of the existing control procedures
- Reviewing the Company's marketing communications and checking if they have been prepared in accordance with legal requirements
- Advising and assisting employees to comply with the Company's obligations under the applicable laws and directives
- Recommending specific remedial measures in case of detection of any weakness or failure by the Company to comply with its regulatory obligations
- Providing an annual written report to the Board of Directors on the matters of his/her responsibility, indicating in particular whether the appropriate remedial measures have been taken in the event of any deficiencies

Internal Audit

The Internal Audit function is outsourced and is an element of the internal control framework established by management to examine, evaluate and report on financial and other controls on operations. Internal audit assists management in the effective discharge of its responsibilities and functions by examining and evaluating controls.

It is an independent unit reporting directly to the Board of Directors through a written internal audit report prepared on an annual basis.

3. OWN FUNDS

The Own Funds of the Company as at 31 December 2013 consisted solely of Tier 1 capital and are analyzed in Table 1 below:

Table 1: Capital Base (€000)	
Original Own Funds (Tier 1)	31 December 2013
Share Capital	301
Share Premium	2.700
Accumulated income/(losses)	(459)
Audited income / (loss) for the year	(628)
Total Eligible Own Funds before deductions	1.914
<i>Deductions from Own Funds</i>	
Holdings in other investment firms and financial institutions amounting to more than 10% of their capital	(1)
Total Eligible Own Funds after deductions	1.913

Share capital

Authorised capital

On 5 June 2013, the authorised share capital of the Company was increased from €191.200 divided into 191.200 ordinary shares of nominal value of €1.00 each to 241.200 ordinary shares of a nominal value of €1.00 each, by the creation of 50.000 ordinary shares of a nominal value of €1.00 each under the same terms and with the same rights in all respects as the existing shares.

On 23 July 2013, the authorised share capital of the Company was further increased from €241.200 divided into 241.200 ordinary shares of nominal value of €1.00 each to 301.200 ordinary shares of a nominal value of €1.00 each, by the creation of 60.000 ordinary shares of a nominal value of €1.00 each under the same terms and with the same rights in all respects as the existing shares.

Issued capital

On 5 July 2013, the Company issued and allotted to the existing shareholders an additional 50.000 ordinary shares with nominal value of €1.00 and at a premium of €9.00 each.

On 23 July 2013, the Company issued and allotted to the existing shareholders an additional 60.000 ordinary shares with nominal value of €1.00 and at a premium of €9.00 each.

Capital Adequacy Ratio

As at 31 December 2013, the Company's capital adequacy ratio was 29,33%.

4. CAPITAL REQUIREMENTS

Minimum regulatory capital requirements

The total capital requirements of the Company as at 31 December 2013 amounted to €522 thousand and are analyzed in Table 2 below:

Table 2: Minimum Capital Requirements (€000)	
Risk Category	Minimum Capital Requirements
Credit Risk	95
Market Risk (FX risk)	307
Operational Risk	120
Total	522

4.1. Credit Risk

General

Credit risk arises when a failure by counterparties to discharge their obligations could reduce the amount of future cash inflows from financial assets on hand at the reporting date. The Company has no significant concentration of credit risk. The Company has policies in place to ensure that sales of products and services are made to customers with an appropriate credit history and monitors on a continuous basis the ageing profile of its receivables. In addition, the Company has policies to limit the amount of credit exposure to any financial institution.

On 29 March 2013, the Central Bank of Cyprus took the decision to issue a decree concerning the Cyprus Popular Bank and Bank of Cyprus by implementing measures pursuant to the Resolution of Credit and Other Institution Law 2013. As at that date the Company's total amount of uninsured deposits in Cyprus Popular Bank (formerly "Laiki Bank") that were impaired was €857.943.

The Company's management has assessed whether any impairment provisions are deemed necessary for the Company's financial assets carried at amortised cost by considering the economic situation and outlook at the end of the reporting period. Provisions for trade receivables are determined using the incurred loss model required by the applicable accounting standards. These standards require recognition of impairment losses that could arise from future events, no matter how likely those future events are.

Furthermore, the Company's management is unable to predict all developments which could have an impact on the Cyprus economy and consequently, what effect, if any, they could have on the future financial performance, cash flows and financial position of the Company.

The Company's management believes that it is taking all the necessary measures to maintain the viability of the Company and the development of its business in the current business and economic environment.

Capital Requirements

The Company follows the Standardised Approach for the calculation of the minimum capital requirements for credit risk.

Table 3 below presents the allocation of credit risk in accordance with the Standardised Approach exposure classes:

Table 3: Exposure Classes and Minimum Capital Requirements (€000)		
Exposures at 31 December 2013	Total Exposure Value	Minimum Capital Requirements
<u>Exposure Class</u>		
Institutions	1.099	18
Corporates	1.040	69
Other Items	117	8
Total	2.256	95

The following Table presents the exposures of the Company per risk weight:

Table 4: Exposure amount per risk weight (€'000)	
Risk Weight	Exposure Amount
0%	17
20%	1.099
100%	1.140
Total	2.256

Risk Weighted Assets and Credit Quality Steps

Institutions

As at 31 December 2013, the Company's exposures to Institutions resulted from its deposits with credit institutions. The Company used the credit ratings of Fitch, Moody's and Standard & Poor's to rate its exposures to Institutions, based on the Central Government Risk Weight based method. A breakdown of these exposures by Credit Quality Step ("CQS") is given in the following Table:

Table 5: Breakdown by CQS(€'000)					
Exposure Class	CQS 1	CQS2	CQS3	CQS 5	Total
Institutions	1.074	1	5	19	1.099

We note that, due to the fact the original maturity of all but one of the exposures to institutions was less than 3 months, they were assigned a risk weight of 20%. The one exposure that did not have original maturity less than three months received 20% risk weight due to the fact that it was rated with CQS 1.

Average Exposure

The average exposure of the Company in 2013, broken down by asset class, is shown in Table 6 below:

Table 6: Average Exposure in 2013 (€'0 00)	
Exposure Class	Average Exposure
Institutions	1.269
Corporates	571
Other Items	86
Total	1.926

Residual Maturity of Credit Risk Exposures

Table 7: Exposure Classes and Residual Maturity (€'000)			
Exposures at 31 December 2013	Maturity ≤ 3 months	Maturity > 3 months	Total
<u>Exposure Class</u>			
Institutions	764	335	1.099
Corporates	513	527	1.040
Other Items	16	101	117
Total	1.293	963	2.256

Geographic Distribution

Table 8: Exposure Classes by Country (€'000)						
Exposures at 31 December 2013	Cyprus	Germany	Australia	UK	Other	Total
<u>Exposure Class</u>						
Institutions	19	100	335	622	23	1.099
Corporates	100	-	-	-	940	1.040
Other Items	46	-	-	-	71	117
Total	165	100	335	622	1.034	2.256

Credit Risk Mitigation and Counterparty Credit Risk

As at 31 December 2013, the Company was exposed to Counterparty Credit Risk through FX and Gold CFD positions with clients. The capital requirement for this risk was calculated using the Mark-to-Market approach. The positions were also secured by cash collaterals (i.e. the margins deposited by the clients in order to be able to conduct the trades), which were used to mitigate the final exposures based on the Simple Method for Credit Risk Mitigation.

Impairment of assets

Assets that have an indefinite useful life are not subject to amortization and are tested annually for impairment. Assets that are subject to depreciation or amortization are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

As at the end of December 2013, the Company recognized impairment losses of €857.943 for cash and cash equivalent. This amount represents the uninsured deposits in Cyprus Popular Bank as at 29 March 2013.

4.2.Operational Risk

General

Operational risk is the risk of direct or indirect loss arising from a wide variety of causes associated with the Company's processes, personnel, technology and infrastructure, and from external factors other than credit, market and liquidity risks outlined above. The directors of the Company are responsible for managing operational risk.

Capital Requirements

The Company applies the Basic Indicator Approach for calculating the amount of capital required under the minimum regulatory capital requirements for Operational Risk. As at 31 December 2013, the minimum capital requirements under this approach, using actual income figures for 2011, 2012 and 2013, amounted to €120 thousand.

4.3. Market and Liquidity Risk

General

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Company's income or the value of its holdings of financial instruments.

4.3.1 Market Risk

Currency risk

Currency risk results from adverse movements in the rate of exchange on transactions in foreign currencies. As at year end, the Company was exposed to currency risk deriving from its balance sheet exposures and open FX and Gold CFD positions denominated in currencies other than the reporting currency (EUR). The capital requirement deriving from currency risk is €307 thousand.

Interest rate risk

Interest rate risk reflects the Company's exposure to adverse movements in interest rates. It arises as a result of timing differences on the reprising of assets and liabilities.

4.3.2 Liquidity Risk

Liquidity risk

Liquidity risk is the risk that arises when the maturity of assets and liabilities does not match. An unmatched position potentially enhances profitability, but can also increase the risk of losses. The Company has procedures with the object of minimizing such losses such as maintaining sufficient cash and other highly liquid current assets and by having available an adequate amount of committed credit facilities.

Capital Requirements

As at 31 December 2013, the Company had exposures to interest rate risk arising from its trading book positions in FX CFDs. However, due to the very short-term nature of these positions, the capital requirement for Interest rate risk was zero.

5. REMUNERATION

The remuneration policy of Teletrade DJ International Consulting Ltd is set by the Senior Management and the Board of Directors. Decisions with regards to remuneration levels and salary increases of employees are taken by the CEO in consultation with the Board.

Performance is assessed using a set of criteria that differ according to the position and responsibilities of the employee concerned. In 2013, remuneration consisted of fixed monthly salaries.

Table 8 below presents a breakdown of gross annual remuneration by business area, for those categories of staff whose professional activities have a material impact on the risk profile of the Company:

Table 9: Aggregate Remuneration by Business Area (€'000)	
Business Area	Aggregate Remuneration
Control Functions	65
Reception, Transmission & Execution of orders	92
Dealing on Own Account, Portfolio Management & Investment Advice	80
Back Office, Marketing and Credit & Loans	132
Total	369

Control functions include the persons employed in the Risk Management and AML & Compliance Department.

The aggregate remuneration for 2013, broken down by Senior Management & Executive Directors and members of staff whose actions have a material impact on the risk profile of the Company, is as follows:

Table 9: Aggregate Remuneration by Senior Management & Executive Directors and other staff (€'000)				
Personnel	No. of people	Fixed (Cash)	Variable (Cash) Non-Cash	Total
Senior Management & Executive Directors	9	238	0	238
Other Staff	7	131	0	131
Total	16	369	0	369

The above members of staff did not receive any non-cash remuneration.

“Senior Management & Executive Directors” consists of the heads of the departments presented in Table 6 above and the executive directors of the Company. “Other Staff” includes the personnel employed in the departments mentioned above.