Forex Capital Markets Limited

Annual Report and Financial Statements

For the year ended 31 December 2019

Registered number: 04072877



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# **COMPANY INFORMATION**

#### **Directors**

Brendan Callan Juan Cafe David King\* Lorenzo Naldini\* Edwin Philip Manning\*

## **Company Secretary**

Idowu Akanbi - Resigned on 13 February 2020 Michael Herron - Appointed 13 February 2020

## **Finance Officer**

Maryke Faulkner

## **Compliance Officer**

Michael Grant

## **Registered Office**

Fourth Floor 20 Gresham Street London UK EC2V 7JE

## **Auditors**

RSM UK AUDIT LLP Statutory Auditor 25 Farringdon Street London UK EC4A 4AB

<sup>\*</sup> Non-executive director

# STRATEGIC REPORT

The directors present their annual report and the audited financial statements of Forex Capital Markets Limited ("the Company") for the year ended 31 December 2019.

Registered No: 04072877

## General information

The Company is a wholly owned subsidiary of Forex Trading, LLC ("FXT"), its immediate parent undertaking. FXT is wholly owned by FXCM Group, LLC, a limited liability corporation incorporated in Delaware, in the United States of America. The Company is a member of the FXCM Group of Companies, being FXCM Group, LLC and its subsidiaries ("FXCM Group"). FXCM Group is owned by Global Brokerage Holdings, LLC ("Holdings") and LUK-FX Holdings, LLC ("Leucadia") (50.1% and 49.9%, respectively). In May 2018 Leucadia changed their name to Jefferies Financial Group Inc. ("Jefferies"). The ultimate parent of Holdings is Global Brokerage, Inc. ("Inc.").

The Company is a United Kingdom ("UK") Financial Conduct Authority ("FCA") regulated full-scope investment firm.

#### Principal activities

The principal activities of the Company in the year under review were those of providing online foreign exchange ("FX"), contract for differences ("CFDs") trading and related services to retail and professional clients globally.

The profit or loss for the Company is dependent on the trading volume of its clients.

#### **Business review**

The Company offers online FX and CFD trading to its retail and professional clients utilising the online trading platform of affiliated companies. The Company offsets all of its FX and the majority of its CFD trades with liquidity providers and affiliate entities. In this capacity, the Company is acting as a referring broker to these entities and is the principal counterparty to the client transaction.

The key performance indicators are as follows:

	2019	2018	Change
	\$	\$	%
Turnover	16,719,060	58,803,120	(71.6)
Loss on ordinary activities before taxation	(1,257,285)	(4,302,165)	70.8
Loss for the year	(1,037,294)	(5,044,222)	79.4
Client cash held	232,516,767	223,987,515	3.8
Retail trade volume (\$ billions)	542	1,104	(50.9)
Equity shareholder's funds	69,624,288	77,161,582	(9.8)
Loss over net assets	(1.5 %)	(6.5 %)	5.0
Capital resources	69,576,668	77,095,021	(9.8)
Capital requirement	21,721,731	21,329,480	1.8

#### **Business review (continued)**

In 2019, the Company's turnover decreased by 71.6%, year on year, to \$16.7 million. This significant movement was due to a reduced: number of clients, client activity and inter-group revenue in the same period. The reduced inter-group revenue was part of a change in inter-group trading agreements, which included a similar reduction in inter-group costs the Company bore. The aim of these changes was to reflect more accurately the FXCM Group trading model. A decrease in trading volumes in 2019, as with 2018, was evident across the entire FX and CFD trading industry; currency volatility continued to fall in 2019 compared with the prior year. The product intervention measures introduced by the European Securities and Markets Authority ("ESMA"), effective from 1 August 2018, continue to make a challenging trading environment for the Company. More on the influence of volatility on the Company's trading activity is described below.

Loss on ordinary activities before taxation was \$1.3 million (2018: \$4.3 million loss). Client cash held increased 3.8% to \$232.5 million in 2019, from \$224.0 million in 2018, mostly due to some higher value clients and the higher margin requirements on customers during the period. Capital resources decreased by 9.8%, year on year, from \$77.1 million in the previous year to \$69.6 million in 2019. This included a distribution of \$6.5m.

The Company receives compensation through a mark-up in the spread or trading commission. The Company also earns other forms of revenue such as fees from white label arrangements with third parties to provide platform, back office and trade execution services, FX market prices and various ancillary FX and CFD related services.

The Company's revenue and profitability rely on, among other things, high levels of volatility, which in the FX markets is partly contingent upon the expectation of how much interest rates will change in the future.

During 2019, volatility was low as central banks maintained clear and stable interest rate policies. FX volatility in the year ended 31 December 2019 continued to decrease when compared to the previous year. The daily JP Morgan Global FX Volatility Index fell approximately 14% on average in 2019 compared with 2018 (2018: 9% down versus 2017). Volatility has increased so far in 2020. Factors effecting volatility in early 2020 compared to 2019 include the status and uncertainty of current Brexit negotiations and the uncertainty around the economic and social impacts of the Coronavirus outbreak.

With respect to Brexit, on 31 January 2020 the UK entered the transitional period where passporting rights remain with the European Union ("EU") until 31 December 2020. The Company's management is closely monitoring the current state of Brexit negotiations between the UK government and the EU. The Company is evaluating and putting in place strategic options to minimise disruption to the Company at the end of the transitional period depending on whether the UK has a trade deal agreed with the EU or if the UK has a cliff-edge departure, that is a nodeal Brexit from the EU. The main strategic option is the pursuit of establishing a new European Economic Area ("EEA") regulated entity that would be able to passport into the rest of Europe. This is discussed in more detail within the Risk Management section of these financial statements.

Coronavirus has developed from an outbreak to a global pandemic in H1 2020. The pandemic has caused significant and potentially lasting damage to the global economy. Financial markets are experiencing heightened and sustained levels of volatility with an increased likelihood of sharp price movements and market gaps.

#### **Business review (continued)**

Prima facie increased volatility in the markets is favourable to FX and CFD trading and revenue and profitability due to the countercyclical nature of the Company's business model. The shorter the duration of the pandemic the more likely this will be positive for the Company. However the longer the pandemic there is the potential that trading activity may slow.

The principal risks and uncertainties of the pandemic faced by the Company as well as the management actions necessary to mitigate and address these risks include:

- the estimation of the length and severity of the pandemic capital and liquidity projections
  have been revised and updated, this includes extensive pandemic scenario analysis;
- the reliability of the Company's IT infrastructure increased investment in IT;
- staff resourcing and productivity risks increased deployment of remote working and productivity tools as well as an increase in team/company briefings and coordination meetings. Key tasks continue to be identified and monitored to ensure that procedures and cross training are adequate;
- the potential loss of key vendors or trading counterparties Company's policy of redundancy in this respect has been maintained;
- increased margin requirements imposed from either trading counterparties or regulators
  putting a strain on liquidity the Company's Management monitors this closely and can
  pass increased margin requirements onto clients or impose trading limits to manage
  liquidity;
- increased regulatory risk Management continuously monitors emerging regulatory risks and will modify plans accordingly; and
- the Company's Management can also accelerate planned strategic initiatives if the benefit of these is perceived to be needed sooner.

The directors consider it important to control administrative expenditure at all times and as a result, are continuously monitoring the cost structure of the Company, with particular emphasis in respect of overheads. Administrative expenses fell by \$59.2 million to \$22.9 million in 2019 compared to 2018 (\$82.1 million). Much of this was a reduction in inter-group expenses but there were also savings in staff costs, communication fees and bank charges.

#### Risk management

## Capital risk

Capital management

The Company's Internal Capital Adequacy Assessment Process ("ICAAP") involves an integrated approach to risk management and capital management, based around assessing the level of, and appetite for, risk in the Company and ensuring the level and quality of capital is appropriate to the risk profile.

The ICAAP process of risk identification and capital considerations have clear linkages and are consistent with one another within the business planning process. This process is embedded in the Company's operations and are key inputs into decision making.

Senior management involvement in the ICAAP process includes evaluating the impacts of the Coronavirus pandemic and Brexit. The Company's business model facilitates the decision making process and is stress tested for robustness.

## **Risk management (continued)**

## Capital risk (continued)

#### Current regulatory framework

The Company calculates capital resources and requirements on an unconsolidated basis using the Basel III framework, as implemented in the European Union (EU) through the Capital Requirements Directive IV (CRD IV).

In the UK, investment firms and banks are required to meet minimum capital requirements as prescribed by CRD IV. In addition, investment firms and banks must adhere to their individual capital guidance, as determined by the ICAAP and supervisory review and evaluation process (SREP).

In line with CRD IV, UK firms are required to meet a combined buffer requirement, which includes the capital conservation buffer (CCB) and the countercyclical capital buffer (CCyB) and must be met with common equity tier one (CET1) capital.

At 31 December 2019, the Company is holding an institution specific CCyB of 0.29% of Risk-weighted Assets ("RWA"). The institution specific CCyB requirement is calculated based on the relevant exposures held in jurisdictions in which a buffer rate has been set.

The Company continues to hold capital in excess of all the capital and buffer requirements and applies the standardised approach for its capital calculations.

#### Review of the existing rules

The prudential rules for investment firms are part of the wider EU prudential framework, which mainly applies to banks. The current requirements are set out in Directive 2013/36/EU and Regulation (EU) No 575/2013 on capital requirements for banks and investment firms (also known as "CRD IV/CRR").

## Regulatory framework developments

The European Commission has published a proposed directive and regulation introducing a new prudential framework for investment firms. The proposed rules are a major change likely to affect investment firm's prudential requirements. The proposals seek to ensure that investment firms are subject to capital, liquidity and other key prudential requirements and supervisory arrangements that are adapted to their business and are more risk sensitive.

The new regime introduces a three-tiered system for investment firms based on systemic importance, size and interconnectedness. The Company will fall into the non-systemic 'class 2' threshold and will be required to have initial capital of €750,000.

The new directive and regulation were formally approved by the EU Council in late 2019, with implementation for all investment firms expected by June 2021.

## Leverage ratio

The Company is subject to the Basel III minimum leverage ratio standard, which is set at 3% of Tier 1 capital (Common equity tier 1 plus Additional tier 1 capital) against total exposures. The Company calculates and reports its leverage ratio quarterly to the FCA. At 31 December 2019, the ratio was 25.3%.

## Capital regulatory disclosures

The composition of the Company's regulatory capital comprises entirely of tier one capital, i.e. equity share capital and reserves.

## Risk management (continued)

## Capital risk (continued)

The table below shows Company's regulatory own funds and capital requirements:

	31 December 2019	31 December 2018
Regulatory Capital	\$	\$
Tier 1 capital	69,576,668	77,095,021
Credit and counterparty risk	5,233,333	4,955,385
Operational risk	15,831,916	15,659,477
Market risk	656,483	714,619
Total Pillar 1 requirement	21,721,731	21,329,480
Capital surplus	47,854,937	55,765,540
Common equity Tier 1 ratio	25.62%	28.9%
Tier 1 ratio	25.62%	28.9%
Total capital adequacy ratio	25.62%	28.9%
RWA	271,521,636	266,618,504

The capital requirement for market risk exposures is set out in the table below:

Pillar 1 Market Risk	31 December 2019	31 December 2018
Capital Requirement	\$	\$
CFDs on Equity Indices, Commodities, Interest Rates and Gold	146,493	269,674
Foreign currency mismatch	509,990	444,945
Total Pillar 1 requirement	656,483	714,619

Other risks faced by the Company can be categorised as follows and are considered in Note 20 and 26.

- Business risk	- Liquidity risk
- Governance risk	- Country and other concentration risks
- Credit and counterparty risk	- Group risk
- Market risk	- Brexit risk
- Operational risk	- Pandemic risk - Coronavirus
- Regulatory risk	

## **Section 172 Statement**

The company proactively fosters its business relationships with clients and service providers to ensure a substantial amount of repeat business and uninterrupted and efficient service as needed. The company seeks to have a favourable impact on the community and the environment and desires to maintain its reputation for high standards of business conduct. With respect to the impact of the Coronavirus pandemic on the Company's employees and any impact to suppliers, please refer to the Business review section of the Strategic Report and Risk Management section for disclosures on this.

Approved by the Board and signed on its behalf by:

B. Callan - Director 22 April 2020

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## **DIRECTORS' REPORT**

The directors have pleasure in presenting their annual report and the audited financial statements of the Company for the year ended 31 December 2019.

#### Results and dividends

The results for the year are shown in the statement of comprehensive income on page 14. The loss for the year of \$1,037,294 (2018: \$5,044,222 loss) was transferred to retained earnings.

During the year, the directors recommended and approved a dividend payment in the amount of \$6.5 million to the Company's immediate parent undertaking, FXT (2018: \$5 million).

### **Future developments**

The Company will continue to reconsider all plans in light of the Coronavirus pandemic's effects and possible emerging effects; including updating capital and liquidity projections, extensive pandemic scenario analysis and estimates of how client account growth and associated trading volumes may be affected. The company will continue to follow the Government guidelines on COVID-19 and will continue to provide robust IT support to enable employees to continue to work from home for as long as is needed. Planning scenarios will be developed to address the future return of employees to the Company's various office locations.

The Company will pursue key initiatives to retain and grow its client base in 2020. The Company's objectives for 2020 are to optimise revenues from current and new business, while strengthening the FXCM Group brand. To optimise revenues, the Company aims to improve conversion rates of new account applicants and decrease the time it takes between applying for a new account and placing a first trade. The Company is re-evaluating how client trade flows are managed, relying less on a small number of metrics and more on technologies which provide a holistic view into client trading patterns.

The introduction of a significant number of new tradeable products and the launch of a new trading platform in 2020 are expected to generate renewed interest from the FX and CFD industry.

#### Events after the statement of financial position date

#### Brexit

The UK formally left the EU on 31 January 2020 and entered the transitional period. Please refer to the Strategic Report for disclosures on this topic.

## Coronavirus pandemic

The Coronavirus disease (COVID-19) was first identified in December 2019 in China. The World Health Organisation declared the outbreak a pandemic on 11 March 2020. The effects of the pandemic had no impact on the business at the statement of financial position date. Please refer to the Business review within the Strategic Report and Risk Management sections for further disclosures on this topic.

## Financial instruments

The Company's financial instruments at the statement of financial position date comprised cash and cash equivalents, debtors (excluding prepayments), trading derivatives and creditors (excluding tax liabilities and provisions). The Company has various other financial instruments such as client monies and customer liability balances arising from its operations. For financial risk management objectives and policies of the Company and the exposure to price risk, credit risk, liquidity risk and cash flow risk see Note 26 Risk Management.

## **DIRECTORS' REPORT (CONTINUED)**

#### Capital management

The Company's capital management objective is to ensure that it maintains a healthy capital ratio, maximising shareholder value and meeting regulatory standards.

The Company manages its capital structure and adjusts it in light of changes in economic conditions. To maintain or adjust the capital structure, the Company may adjust the dividend payment to the shareholder, return capital to the shareholder or issue new shares.

There were no changes made in the objectives, policies or processes during the years ended 31 December 2019 and 2018, respectively.

The Company's Pillar 3 statement and Country By Country Reporting ("CBCR") can be found at https://www.fxcm.com/uk/legal/general-business-terms/.

## Capital requirements country-by-country reporting

These disclosures are made in order to comply with the provisions of Statutory Instrument 2013 No.3118 Capital Requirements (Country-by-Country Reporting) Regulations 2013, which implements in the UK, the requirements set out in Article 89 of the Capital Requirements Directive (Directive 2013/36/EU). The Company's CBCR for the year ended 31 December 2019 is shown in Note 10(d).

#### Going concern

Having given due consideration to future developments and projected revenue forecasts of the Company, the directors consider that the Company is a going concern and the financial statements are prepared on that basis. This reflects the reasonable expectation that the Company has adequate resources to ensure that the Company will be able to meet its on-going obligations for at least 12 months from the date of signing the statutory accounts and will have enough capital to meet all of its regulatory requirements.

In determining that the Company is a going concern, the directors considered the impact of the regulatory changes in the UK and EU, more specifically, the product intervention measures on CFDs by ESMA, Brexit and the potential impacts of the Coronavirus. With respect to the Coronavirus potential impacts on the business, the Company included in its going concern assessment the modelling of the currently perceived likely impacts of the pandemic.

The directors believe that the Company will be able to manage its risks successfully, enabling it to continue to enhance its market position and grow its business.

## **Resignation and Appointment of auditor**

Deloitte LLP resigned as the Company auditors on 30 September 2019. RSM UK Audit LLP were appointed on 18 October 2019.

RSM have expressed their willingness to continue in office as auditor and appropriate arrangements are being made for them to be deemed reappointed as auditor in the absence of an Annual General Meeting.

## **DIRECTORS' REPORT (CONTINUED)**

## Disclosure of information to the auditor

So far as each person who was a director at the date of approving this report is aware, there is no relevant audit information, being information needed by the auditor in connection with preparing its report, of which the auditor is unaware. Having made enquiries of fellow directors and the Company's auditor, each director has taken all the steps that he or she is obliged to take as a director in order to make himself or herself aware of any relevant audit information and to establish that the auditor is aware of that information. This confirmation is given and should be interpreted in accordance with the provisions of the Companies Act 2006.

#### **Directors**

The directors who have held office during the period from 1 January 2019 to the date of are as follows:

Brendan Callan Juan Cafe David King\* Edwin Manning\* Lorenzo Naldini\*

None of the directors at year end hold, or have ever held, any beneficial interests in the shares of the Company. The directors had qualifying indemnity provisions during the year up to the date of approval. The UK entity has overseas branches, these are listed within Note 10(d) Country by country reporting.

#### Directors' regard to relationships with stakeholders

With respect to how the Directors have had regard to the need to foster the company's business relationships with suppliers, customers and other stakeholders, please refer to the Section 172 statement within the Strategic Report.

Approved by the Board and signed on its behalf by:

**B. Callan - Director** 

SCell

22 April 2020

<sup>\*</sup> Non-executive director

## STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Strategic Report and the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law, the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that year.

In preparing these financial statements, the directors are required to:

- · select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the UK governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Approved by the Board and signed on its behalf by:

**B.** Callan - Director

22 April 2020

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF FOREX CAPITAL MARKETS LIMITED

#### **Opinion**

We have audited the financial statements of Forex Capital Markets Limited (the 'company') for the year ended 31 December 2019 which comprise statement of comprehensive income, statement of financial position, statement of changes in equity, cash flow statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

Registered No: 04072877

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2019 and of its loss for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified materialuncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The directors are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

#### Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the strategic report and the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report have been prepared in accordance with applicable legal requirements.

### Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns;
- · certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

#### Responsibilities of directors

As explained more fully in the directors' responsibilities statement set out on page 10, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

## Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: <a href="http://www.frc.org.uk/auditorsresponsibilities">http://www.frc.org.uk/auditorsresponsibilities</a> This description forms part of our auditor's report.

#### Use of our report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

RSM UK Audut LLP

Malcolm Pirouet (Senior Statutory Auditor)
For and on behalf of RSM UK Audit LLP, Statutory Auditor
Chartered Accountants
25 Farringdon Street,
London, EC4A 4AB

24 April 2020

# **Statement of Comprehensive Income**For the year ended 31 December 2019

		2019	2018
	Note	\$	\$
Turnover	3	16,719,060	58,803,120
Administrative expenses	5	(22,863,239)	(82,094,151)
Other operating income	4	2,296,023	16,771,082
Operating loss	8	(3,848,156)	(6,519,949)
Interest receivable and similar income	6	2,646,440	2,227,471
Interest payable and similar charges	7	(55,569)	(9,687)
Loss on ordinary activities before taxation		(1,257,285)	(4,302,165)
Tax on loss on ordinary activities	10	219,991	(742,057)
Loss from ordinary activities after tax for the financial year		(1,037,294)	(5,044,222)
Other comprehensive income			_
Total comprehensive loss		(1,037,294)	(5,044,222)
Loss for the year attributable to:			
Owners of the parent		(1,037,294)	(5,044,222)

All of the Company's activities during the current year and the preceding year are classed as continuing.

The notes on pages 18 to 48 form an integral part of the financial statements.

# **Statement of Financial Position**As at 31 December 2019

		2019	2018
·	Note	\$	\$
FIXED ASSETS			
Tangible assets	11	534,866	727,460
		534,866	727,460
CURRENT ASSETS			
Debtors	14,15	32,247,557	66,774,341
Trading derivatives	18	30,728,247	31,751,822
Cash and cash equivalents	16	299,048,049	271,053,926
		362,023,853	369,580,089
CURRENT LIABILITIES			
Creditors: amounts falling due within one year	17	281,355,410	282,945,017
Trading derivatives	18	11,363,950	9,994,251
NET CURRENT ASSETS		69,304,493	76,640,821
Provisions for liabilities	19	215,071	206,699
NET ASSETS		69,624,288	77,161,582
CAPITAL AND RESERVES			
Called up share capital	22	69,891,237	69,891,237
Retained earnings		(266,949)	7,270,345
EQUITY SHAREHOLDER'S FUNDS		69,624,288	77,161,582

The notes on pages 18 to 48 form an integral part of the financial statements.

The financial statements and associated notes were approved and authorised for issue by the Board of Directors on 22 April 2020.

For and on behalf of the Board

B. Callan - Director

22 April 2020

# Statement of Changes in Equity For the year ended 31 December 2019

	Note	Share capital \$	Retained earnings \$	Total Equity
At 1 January 2019		69,891,237	7,270,345	77,161,582
Total comprehensive loss for the year		_	(1,037,294)	(1,037,294)
Contributions by and distributions to owners				
Dividends paid	12	_	(6,500,000)	(6,500,000)
At 31 December 2019		69,891,237	(266,949)	69,624,288
		Share capital	Retained earnings	Total Equity
				Total Equity
At 1 January 2018		capital	earnings	
At 1 January 2018  Total comprehensive loss for the year		capital \$	earnings \$	\$
·		capital \$	earnings \$ 17,294,001	\$ 87,185,238
Total comprehensive loss for the year  Contributions by and distributions to		capital \$	earnings \$ 17,294,001	\$ 87,185,238
Total comprehensive loss for the year  Contributions by and distributions to owners	23	capital \$	earnings \$ 17,294,001 (5,044,222)	\$ 87,185,238 (5,044,222)

The notes on pages 18 to 48 form an integral part of the financial statements.

# Cash Flow Statement For the year ended 31 December 2019

	Note	2019 \$	2018 ·
Cash flows from operating activities			
Loss before tax		(1,257,285)	(4,302,165)
Adjustments for:			
Depreciation	11	205,147	158,382
Amortisation of intangible assets		_	583,333
(Gains)/ losses on foreign currency revaluations		(282,964)	3,486,445
Decrease/(increase) in receivables		32,185,200	(23,239,872)
Increase in payables		3,699,120	17,204,287
Share-based payments		_	20,566
Decrease in customer liabilities	17	(5,174,756)	(32,548,445)
Decrease in net trading derivatives	18	2,393,274	20,303,050
Increase/(decrease) in provisions	19	8,372	(49,624)
Cash from/(used in) operating activities		31,776,108	(18,384,043)
Taxation		(168,081)	(222,662)
Net cash flow from/(used in) operating activities		31,608,027	(18,606,705)
Cash flows from investing activities			
Purchase of tangible assets	11	(12,553)	(260,968)
Net cash flow used in investing activities		(12,553)	(260,968)
Cash flows from financing activities			
Interest received		2,671,254	1,855,018
Interest paid		(55,569)	(9,687)
Dividends paid	12	(6,500,000)	(5,000,000)
Net cash flow used in financing activities		(3,884,315)	(3,154,669)
Gains/ (losses) on foreign currency revaluations		282,964	(3,486,445)
Net increase/(decrease) in cash		27,994,123	(25,508,787)
Cash and cash equivalents at the start of the year		271,053,926	296,562,713
Cash and cash equivalents at the end of the year	16	299,048,049	271,053,926

The notes on pages 18 to 48 form an integral part of the financial statements.

Notes to the Financial Statements For the year ended 31 December 2019

#### 1. ACCOUNTING POLICIES

The principal accounting policies are summarised below. They have all been applied consistently throughout the year and the preceding year.

Registered No: 04072877

## **Statement of compliance**

The financial statements have been prepared in accordance with FRS 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland.

The Company is a private company limited by shares incorporated in the UK under the Companies Act 2006 and is registered in England and Wales. The registered office is 20 Gresham Street, 4th Floor, London, EC2V 7JE.

The principal activities of the Company are included within the Strategic Report on page 2.

#### **Basis of accounting**

The financial statements have been prepared on the going concern basis, under the historical cost convention and fair value model and in accordance with the Companies Act 2006 and applicable UK Accounting Standards.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires the Company's management to exercise judgment in applying the Company's accounting policies.

#### Functional and presentational currency

The Company's functional and presentational currency is US Dollars ("USD") and the accounts are presented in USD, rounded to the nearest dollar.

The financial information included in the Company's financial statements has been translated into USD using the procedures outlined below:

- monetary assets and liabilities denominated in non-USD currencies were translated into USD at the closing rates of exchange on the relevant statement of financial position date;
- non-USD income and expenditure were translated at the rates of exchange prevailing for the relevant period;
- share capital and the other reserves were translated at the historic rates prevailing at the date of each transaction; and
- all exchange rates were extracted from the Company's underlying financial records.

#### Revenue recognition

Revenue is recognised when it is probable that economic benefits associated with the transaction will flow to the Company and can be reliably measured. Revenue is measured at the fair value of the consideration received, excluding value added tax ("VAT") and other sales taxes or duties.

## **Turnover**

Turnover represents:

i) Commission revenue (net of commission, rebates, brokerage and clearing paid): commission revenue is generated through affiliates by acting as a referring broker, although the Company is still a principal on all foreign exchange transactions and excludes VAT. Commission revenue is recognised on a trade date basis; and

## 1. ACCOUNTING POLICIES (CONTINUED)

## Turnover (continued)

ii) Profit and losses on trading in contracts for difference (net of commissions/rebates/brokerage and clearing paid): all contracts are marked to market and the resulting profit or loss is recognised as incurred. Any profit or loss realised due to hedge transactions are netted against the profit or loss from the original transaction.

#### Other operating income

Revenue comprises mainly of inactivity fees and management fees received from affiliates.

Inactivity fees are recognised based on the trading inactivity on a client account. Clients are charged a dormancy account administrative fee every calendar year if there is no client-initiated activity in the twelve months preceding the charge date.

Management fee income is recognised in respect of services provided between affiliate companies within the FXCM Group.

## Interest receivable and similar income

Interest income is recognised in the statement of comprehensive (loss)/income when earned.

#### Foreign currencies

Transactions in foreign currencies are initially recorded at the rates ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rates ruling at the statement of financial position date. Income and expense items are translated at the rates of exchange prevailing for the relevant period. Non-monetary assets and liabilities denominated in foreign currencies are measured in terms of historical costs using the exchange rate at the date of the initial transaction. All exchange differences are taken to the statement of comprehensive income/(loss) and are shown in administrative expenses.

#### **Share-based compensation**

The Company recognises compensation expenses for awards of Inc. equity granted by the Company. The Company's stock-based compensation expense is measured at the date of grant, based on the estimated fair value of the award, and recognised over the requisite service period of the award, net of estimated forfeitures. The fair value of Inc.'s non-qualified stock options is estimated using the Black-Scholes option pricing model. The fair value of restricted stock units ("RSUs") is based on the fair market value of Inc.'s Class A common stock on the date of grant, adjusted for the present value of dividends expected to be paid on Inc.'s Class A common stock prior to vesting. See Note 23 for further details.

#### <u>Directors' and employees' remuneration</u>

The Company aims to offer directors and employees a competitive basic salary and employs various incentive schemes which are designed to attract, motivate, retain and fairly remunerate staff by recognising their contribution to the Company whilst ensuring that their interests are fully aligned with those of shareholders and clients. The structure of a director's and an employee's remuneration should promote effective risk management and not encourage any level of risk-taking that exceeds the Company's tolerated and stated risk limits. The Company has formulated a remuneration policy that aims to avoid incentivising staff on a short-term basis, and which promotes the Company's business strategy, objectives, values and long-term interests.

#### 1. ACCOUNTING POLICIES (CONTINUED)

#### **Taxation**

Current tax, including UK corporation tax and foreign tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the statement of financial position date.

A provision is recognised for those matters for which the tax determination is uncertain but it is considered probable that there will be a future outflow of funds to a tax authority. The provisions are measured at the best estimate of the amount expected to become payable. The assessment is based on the judgement of tax professionals within the FXCM Group supported by previous experience in respect of such activities and in certain cases based on specialist independent tax advice.

Current tax assets and liabilities are offset only when there is a legally enforceable right to set off the amounts and the Company intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the statement of financial position date where transactions or events that result in an obligation to pay more tax in the future or a right to pay less tax in the future have occurred at the statement of financial position date. Timing differences are differences between the Company's taxable profits and its results as stated in the financial statements that arise from the inclusion of gains and losses in tax assessments in periods different from those in which they are recognised in the financial statements.

Deferred tax is measured at the average tax rates that are expected to apply in the periods in which timing differences are expected to reverse, based on tax rates and laws that have been enacted or substantially enacted by the statement of financial position date. Deferred tax is measured on a non-discounted basis. Deferred tax assets are recognised only to the extent that the directors consider that it is more likely than not that there will be suitable taxable profits from which the future reversal of timing differences can be deducted.

## Tangible assets

Tangible assets are stated at cost less depreciation and impairment, if any. Depreciation is provided using the straight-line method to write off each asset over the following estimated useful lives:

Furniture, fixtures and fittings 3 years
Leasehold improvements 7 years
Communication and computer equipment 3 years

The carrying amount of an asset is written down immediately to its recoverable amount if the asset's carrying amount is assessed as greater than its estimated recoverable amount. The residual values and useful lives of tangible assets are reviewed, and adjusted if appropriate, when there are indicators of change.

#### Intangible assets

The identifiable and directly associated costs of acquiring customers are capitalised and recognised as intangible assets where the Company has control and where it is probable that future economic benefits will flow to the Company.

Capitalised intangible assets were amortised on a systematic basis, using a straight-line method in order to write off each asset over its estimated useful life. The asset was fully amortised in 2018. The amortisation rate used was:

Customer list 3 years

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## Notes to the Financial Statements For the year ended 31 December 2019 (continued)

## 1. ACCOUNTING POLICIES (CONTINUED)

#### **Intangible assets (continued)**

The carrying amount of an asset is written down immediately to its recoverable amount if the asset's carrying amount is assessed as greater than its estimated recoverable amount. The residual values and useful lives of intangible assets are reviewed, and adjusted if appropriate, when there are indicators of change.

#### Financial instruments

## Financial assets and liabilities

Financial instruments are recognised on the statement of financial position when the Company becomes a party to the contractual provisions of the instrument. Financial instruments are initially measured at transaction price unless the arrangement constitutes a financing transaction which includes transaction costs for financial instruments not subsequently measured at fair value. Subsequent to initial recognition, they are measured as set out below. A financing transaction is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Financial assets and financial liabilities are offset and the net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

## Derecognition of Financial assets and liabilities

Financial assets are derecognised when and only when a) the contractual rights to the cash flows from the financial asset expire or are settled, b) the Company transfers to another party substantially all of the risks and rewards of ownership of the financial asset, and c) the Company, despite having retained some, but not all, significant risks and rewards of ownership, has transferred control of the asset to another party.

Financial liabilities are derecognised only when the obligation specified in the contract is discharged, cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, such that the difference in the respective carrying amounts together with any costs or fees incurred are recognised in profit or loss.

#### Derivative financial instruments

All derivatives are recognised on the statement of financial position at fair value through profit or loss and are classified as trading derivatives. The carrying value of a derivative is re-measured at fair value through profit or loss throughout the life of the contract. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

## Investments

Investments are shown at cost. If there is objective evidence of impairment, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the current market rate of return for a similar asset.

#### **Debtors**

Debtors are measured at fair value upon initial recognition. At each statement of financial position date debtors are reviewed to determine whether there is an indication of impairment. If such indication exists, the recoverable amount is estimated. Appropriate allowances for estimated irrecoverable amounts are recognised in profit or loss when there is objective evidence that the asset is impaired. The allowance is subject to management review.

## 1. ACCOUNTING POLICIES (CONTINUED)

## Financial instruments (continued)

#### Equity instruments

Equity instruments issued by the Company are recorded at the proceeds received, net of direct issue costs.

#### Cash and cash equivalents

Cash includes cash at banks and cash held by FX and CFD market makers related to hedging activities. Cash equivalents comprise short-term highly liquid investments with original maturities of three months or less that are readily convertible into known amounts of cash and are subject to an insignificant risk of changes in value. The Company holds money on behalf of clients in accordance with the Client Money and Asset Rules of the FCA and other regulatory bodies. Cash and cash equivalents also include amounts due from third-party financial institutions for credit card transactions that settle generally within seven business days or less.

Such monies and the corresponding liabilities to the clients are included on the Statement of Financial Position as disclosed in the notes.

#### Fair value measurement

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

#### Operating lease commitments

Rent payable under operating leases is charged to the profit or loss account on a straight line basis over the lease term unless either: a) another systematic basis is representative of the time pattern of the benefit, even if the payments are not on that basis; and b) the lease payments are structured to increase in line with expected general inflation. The lease term is considered to be the period up to which an operating lease is utilised. Operating lease charges can include dilapidation costs.

#### Provisions for liabilities

Provisions are recognised when the Company has a present legal or constructive obligation as a result of a past event, it is probable that the Company will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation. Where the effect of the time value of money is material, the amount expected to be required to settle the obligation is recognised at present value using a pre-tax discount rate. The unwinding of the discount is recognised as a finance cost in the statement of comprehensive income/(loss) in the period it arises.

#### Share capital

Ordinary shares, net of directly attributable issue costs, are classified as equity. Dividends paid on ordinary shares are recognised in equity in the period in which they are paid or, if earlier, approved by the shareholder.

#### **Employee benefits**

The Company provides a range of benefits to employees, including bonus arrangements, paid holiday arrangements and contributions to pension plans.

## Short term benefits

Short term benefits, including holiday pay and other similar non-monetary benefits, are recognised as an expense in the period in which the service is received.

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Notes to the Financial Statements
For the year ended 31 December 2019 (continued)

## 1. ACCOUNTING POLICIES (CONTINUED)

## **Employee benefits (continued)**

#### Pension Funding

The Company contributes to one pension scheme for staff whereby contributions are recognised as an expense as and when they become payable. This is a money purchase scheme. Contributions are made as a percentage of salary and are not subject to variation based on periodical actuarial valuations.

## Critical accounting estimates and judgements

The Company has to make estimates and judgments in its accounting policies that affect the amounts reported for assets and liabilities recognised in the financial statements. The nature of estimates means that actual outcomes could differ from those estimates. In the Directors' opinion, the accounting estimates or judgments that have the most significant impact on the presentation and measurement of items recorded in the financial statements are as follows:

#### Corporation tax

The Company is subject to corporation tax in numerous jurisdictions. The calculation of the Company's current corporation tax charge involves a degree of estimation and judgment with respect to certain items whose tax treatment cannot be finally determined until resolution has been reached with the relevant tax authority. Amounts to be paid/received may ultimately be materially different than the amounts already accounted for and could therefore impact the overall profitability and cash flows of the Company in future years. The Company's current tax credit of \$219,991 (2018: provision \$69,890) relates to management's assessment of the amount of net tax receivable or payable on open tax positions where the assets/liabilities remain to be agreed with HMRC and the foreign jurisdictions in which the Company operates. The Company has not included a provision for uncertain tax items as management are currently not aware of any.

#### Deferred taxes

Deferred tax assets are recognised in respect of tax losses to the extent that it is probable that future taxable profit will be available against which losses can be utilised. Judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits, together with future tax planning strategies. Management consider that it is more likely than not that the losses represented by the deferred tax asset will not be utilised, therefore no deferred tax asset has been recognized in current year (2018: \$nil). Details of deferred tax assets are disclosed in Note 10(c).

## 2. GOING CONCERN

The directors have a reasonable expectation that the Company has adequate resources to ensure that the Company will be able to meet its on-going obligations for at least 12 months from the date of signing the statutory accounts and will have enough capital to meet all of its regulatory requirements.

With respect to the uncertainty, risks and assumptions made by Management on the impact of Brexit and the Corona virus pandemic, detailed disclosures have been made in Strategic Report and Risk Management sections on these topics.

Thus, they continue to adopt the going concern basis of accounting in preparing the annual report and financial statements.

## 3. TURNOVER

The Company's turnover comprises a single segment and is sourced worldwide.

	2019	2018
	\$	\$
Commission revenue	1,030,547	15,061,953
Profit and losses on trading	15,688,513	43,741,167
	16,719,060	58,803,120

## 4. OTHER OPERATING INCOME

	2019	2018
	\$	\$
Inactivity fees	1,052,979	873,576
Management fees - income	706,032	15,023,042
Other	537,012	874,464
	2,296,023	16,771,082

## 5. ADMINISTRATIVE EXPENSES

	2019	2018
	\$	\$
Legal, management and professional fees	6,690,498	59,570,518
Staff costs (see below)	5,902,723	9,855,702
Bank charges and processing fees	1,736,134	3,376,163
Communications and technology fees	389,251	2,596,533
Bad and doubtful debts	16,387	_
Regulatory fees	1,328,286	1,281,200
Other administrative expenses	6,799,960	5,414,035
	22,863,239	82,094,151

## Staff costs

	2019	2018
	\$	\$
Wages and salaries	4,289,300	8,115,435
Social security costs	1,463,423	1,620,782
Other pension costs	150,000	119,485
	5,902,723	9,855,702

# 5. ADMINISTRATIVE EXPENSES (CONTINUED)

The average monthly number of employees during the year was as follows:

	2019	2018
Sales, marketing and support	6	8
IT	2	3
Trading	4	4
Management and administration	30	27
	42	42

Total pension costs incurred by the Company in 2019 was \$150,000 (2018: \$119,485).

## 6. INTEREST RECEIVABLE AND SIMILAR INCOME

	2019	2018
	\$	\$
Interest on cash and short-term deposits	2,438,084	2,019,115
Interest received from related entities	208,356	208,356
	2,646,440	2,227,471

## 7. INTEREST PAYABLE AND SIMILAR CHARGES

	2019	2018
	. \$	\$
Interest on cash and short-term deposits	55,569	9,687
	55,569	9,687

## 8. OPERATING LOSS

The operating loss is stated after charging:

	2019	2018
	\$	\$
Depreciation – owned assets	205,146	158,382
Amortisation of intangibles	_	583,333
Services provided by the Company's auditor		
- Fees paid for audit-related assurance services	96,313	401,644
- Fees paid for other assurance services	54,498	100,429
Foreign exchange (gains)/losses	(634,132)	53,570
Lease expense – land and building	610,728	765,578

## 9. DIRECTORS' REMUNERATION

	2019	2018
Directors' remuneration	\$	\$
Aggregate remuneration for qualifying services	728,862	1,603,516
Aggregate emolument of highest paid director	253,386	693,379

Of the directors who held office during the year, two (2018: two) were part remunerated by affiliates in respect of their services to those companies.

	2019	2018
Number of directors who received shares in respect		
of qualifying services	_	2

Directors' pension cost in the year was \$5,609 (2018: \$12,679).

## 10. TAXATION

## (a) Analysis of the tax charge

The tax charge on the loss on ordinary activities for the year was as follows:

	2019	2018
	\$	\$
Current tax charge:		
UK corporation tax at 19% (2018: 19%)		_
Foreign tax	30,434	(52,744)
Adjustments in respect of prior years	(250,425)	122,634
Total current tax charge	(219,991)	69,890
Deferred tax charge:		
Origination and reversal of temporary differences	_	672,167
Total deferred tax charge		672,167
Overall tax (benefit) charge	(219,991)	742,057

## (b) Factors affecting the tax charge for the year

The tax charge for the year is lower than the standard rate of corporation tax in the UK for the year ended 31 December 2019 of 19% (2018: 19%).

## 10. TAXATION (CONTINUED)

The difference is explained below:

	2019	2018
	\$	\$
Loss before tax	(1,257,285)	(4,302,165)
Tax credit at blended UK corporation tax rate of 19% (2018: 19%)	(238,884)	(817,411)
Effects of:		
Prior period adjustment	(250,426)	122,633
Expenses not deductible for tax purposes	154,375	5,876
Unrecognised deferred tax on losses	80,788	1,389,312
Adjustment due to change in tax rate	9,504	84,370
Tax from other jurisdictions	24,652	(42,723)
Overall tax charge	(219,991)	742,057
Movement on deferred tax is made up of:		
	2019	2018
	\$	\$
Provision at start of period	_	672,167
Deferred tax charge to income statement for the period	9,504	(587,797)
Effect of changes in tax rates	(9,504)	(84,370)
Provision at end of period		
Analysis of the deferred tax balance:		
Accelerated capital allowances	_	_
Carry forward loss		
Total		

A reduction in the UK corporation tax rate from 19% to 17% was enacted to be effective at 1 April 2020 and our deferred taxes to the extent recognized in these financial statements were at 17%. As of March 2020, the enacted rate reduction was reversed with the effect of the rate continuing to be 19% and any future deferred tax amounts recognized will therefore be recorded at 19%.

The deferred tax assets are recognised to the extent the directors believe that the Company will have future profits against which the deferred tax can be recovered. As of 31 December 2019, the Company has a taxable temporary difference in relation to carried forward tax losses of \$204,641,662. No deferred tax asset has been recognised in the current period in relation to the carried forward tax losses which are considered recoverable. The deferred tax asset relating to the carried forward tax losses amounting to \$34,789,083 has not been recognised as at the statement of financial position date due to uncertainty over future taxable profits and due to a limitation on carry forward loss utilisation by banking entities. The carried forward tax losses are able to be carried forward indefinitely.

# 10. TAXATION (CONTINUED)

## (d) Country By Country Reporting

Location	Entity	Description of activities	No. of employees on a FTE basis	Turnover \$000's	(Loss)/ Profit before tax \$000's	Tax on (Loss)/ Profit \$000's	Tax paid/ (refunded) during the year \$000's
London, England	Forex Capital Markets Limited (FXCM Ltd.)	Foreign Exchange and CFD on-line trading.	42	16,719	(1,257)	220	129
Paris, France	FXCM France Registered in Paris as a branch of FXCM Ltd.	Operates as a sales office, solicits local clients and provides customer service.	8	2,267	106	(30)	32
Berlin, Germany	FXCM Germany Registered in Berlin as a branch of FXCM Ltd.	Operates as a sales office, solicits local clients and provides customer service.	6	284	(363)	_	40
Milan, Italy	FXCM Italy Registered in Milan as a branch of FXCM Ltd.	Operates as a sales office, solicits local clients and provides customer service.	4			_	· —
Athens, Greece	FXCM Greece Representative unregulated Branch Office under the trade name of FXCM Hellas.	Operates as a support office, carrying on exclusively non-regulated activities such as market research and promoting the Company's brand.	6			_	
*Tokyo, Japan	FXCM JAPAN Registered in Tokyo as a branch of FXCM Ltd.	Operates as a support office carrying on exclusively non-regulated activities.	2	259	6	_	

<sup>\*</sup>FXCM Japan was established on 1 February 2019.

No public subsidies were received at any location.

## 11. TANGIBLE ASSETS

	Furniture,		Communication	
	fixtures and	Leasehold	and computer	Total
	fittings \$	improvements \$	equipment \$	10tai
COST	•	•	•	•
At 1 January 2019	127,830	516,572	830,543	1,474,945
Additions	4,962	_	7,591	12,553
At 31 December 2019	132,792	516,572	838,134	1,487,498
ACCUMULATED DEPRECIATION				
At 1 January 2019	45,945	83,520	618,020	747,485
Charge for the year	43,299	73,796	88,052	205,147
At 31 December 2019	89,244	157,316	706,072	952,632
NET BOOK VALUE				
At 31 December 2019	43,548	359,256	132,062	534,866
At 31 December 2018	81,885	433,052	212,523	727,460
12. DIVIDENDS				
		2	019	2018
			\$	\$
Paid during the year		6,500,	000 5,0	00,000

## 13. OTHER INVESTMENTS

On 6 March, 2018, the Company entered into a definitive agreement to sell its investment in Salex Holding SRL to FinSalex SRL, for a purchase price of one euro. The sale transaction was completed in the second quarter of 2018. The value of the investment in Salex Holding SRL in 2018 was \$nil.

#### 14. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

2019	2018	
\$	\$	
27,653,242	64,369,543	
469,222	195,121	
468,785	329,148	
2,690,135	490,535	
31,281,384	65,384,347	
	\$ 27,653,242 469,222 468,785 2,690,135	

Amounts owed by group undertakings include various inter group recharges, profit sharing, margin for trading activities and are all repayable on demand.

#### 15. DEBTORS: AMOUNTS FALLING DUE AFTER ONE YEAR

	2019	2018
	\$	\$
Others debtors	966,173	1,389,994
	966,173	1,389,994
16. CASH AND CASH EQUIVALENTS		
	2019	2018
	<b>\$</b> `	\$
Own funds	66,531,282	47,066,411
Client funds	232,516,767	223,987,515
	299,048,049	271,053,926

Client funds includes client monies held in segregated client money bank accounts in accordance with the UK's FCA client money and assets ("CASS") rules, separate from the Company's own funds. The client funds included in the Company's statement of financial position is offset by customer liabilities as of both 31 December 2019 and 31 December 2018.

Own funds includes United States Treasury bills balance of \$2,493,918 (2018: \$2,299,588) held for regulatory liquidity purposes. Both own funds and client funds are short-term cash deposits with an original maturity of less than three months. At times, some of these balances which are held in U.S. bank accounts may exceed federally insured limits. This potentially subjects the Company to concentration of risk. The Company has not experienced losses in such accounts.

### 17. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

2019	2018	
\$	\$	
15,007,039	18,915,173	
_	113,971	
246,432	276,945	
12,646,493	2,026,249	
3,000,741	3,578,517	
247,955,089	253,129,845	
2,499,616	4,904,317	
281,355,410	282,945,017	
	\$ 15,007,039 — 246,432 12,646,493 3,000,741 247,955,089 2,499,616	

Amounts owed to group undertakings result from various inter group recharges, profit sharing and margin for trading activities. At 31 December 2019, the Company had been issued a loan note from an intermediary parent entity totalling \$4,969,971 (2018: \$5,761,615) being the amount of principal and accrued interest due. The loan accrues interest at an annual rate of 4%, 360/actual day basis, an open maturity and can be demanded at any time by the Company. Customer liabilities above are repayable on demand and do not include unrealised profit/(loss) on trading derivatives. Other creditors have an original maturity of less than three months.

## 18. TRADING DERIVATIVES AT FAIR VALUE THROUGH PROFIT OR LOSS

Derivatives positions held on behalf of clients across various currencies, generate exposure to currency rate movement. To offset this the Company utilises a number of counterparties, including affiliates.

	2019	2018
	\$	\$
Trading Derivatives - assets	30,728,247	31,751,822
Trading Derivatives - liabilities	(11,363,950)	(9,994,251)
	19,364,297	21,757,571

## 19. PROVISIONS FOR LIABILITIES

	Property related
	\$
At 1 January 2019	206,699
Additions	_
Utilised	_
Revaluation	8,372
At 31 December 2019	215,071

As part of the Company's operating leasing arrangements there is an obligation to repair damages such as wear and tear, which occur during the life of the lease. The Company has provided \$215,071 in respect of such costs, which are expected to be utilised at the end of the lease term in 2024.

#### 20. FINANCIAL INSTRUMENTS

The Company's financial instruments may be analysed as follows

	2019	2018
	\$	\$
Financial assets measured at amortised cost		
Cash and cash equivalents	299,048,049	271,053,926
Amounts owed by group undertakings	22,683,271	58,607,928
Other debtors	3,656,308	1,880,529
•	325,387,628	331,542,383
Derivative financial assets at fair value through profit or loss		
Trading derivatives	30,728,247	31,751,822
Financial assets that are debt instruments measured at amortised cost		
Amounts owed by group undertakings	4,969,971	5,761,615
Financial liabilities measured at amortised cost		
Customer liabilities	247,955,089	253,129,845
Amounts owed to group undertakings	15,007,039	18,915,173
Other creditors	15,647,234	5,604,766
Accruals	2,499,616	4,904,317
	281,108,978	282,554,101
Derivative financial liabilities at fair value through profit or loss		
Trading derivatives	11,363,950	9,994,251

The Company's financial instruments represent the core assets and liabilities significant to its trading activities. Amounts owed by group undertakings, customer liabilities and amounts owed to group undertakings have been adjusted by the impact of trading derivatives to reflect the gross position of the Company. Net customer liabilities as at 31 December 2019 amounted to \$232,516,767 (2018: \$223,987,515). Net cash and cash equivalents as at 31 December 2019 amounted to \$305,797,244 (2018: \$271,671,301).

Trading derivatives include positions held on behalf of clients and trades with liquidity providers and group undertakings, across various currencies. The fair value at recognition for trading derivatives was nil and the change in fair value booked to profit or loss for the year was a loss of \$2,393,274 (2018: \$20,303,050).

Interest income received from group undertakings was \$208,356 for year ended 31 December 2019 (2018: \$208,356).

There are no bad debts or any provision for impairment on other debtors measured at amortised cost.

#### Fair value estimation

Fair values are those amounts at which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. Fair values are determined by reference to quoted market prices at the statement of financial position date.

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# Notes to the Financial Statements For the year ended 31 December 2019 (continued)

## 20. FINANCIAL INSTRUMENTS (CONTINUED)

The Company uses the following hierarchy for determining and disclosing the fair value of financial instruments:

- (1) The best evidence of fair value is a quoted price for an identical asset in an active market. Quoted in an active market in this context means quoted prices are readily and regularly available and those prices represent actual and regularly occurring market transactions on an arm's length basis. The quoted price is usually the current bid price.
- (2) When quoted prices are unavailable, the price of a recent transaction for an identical asset provides evidence of fair value as long as there has not been a significant change in economic circumstances or a significant lapse of time since the transaction took place. If the entity can demonstrate that the last transaction price is not a good estimate of fair value (for example because it reflects the amount that an entity would receive or pay in a forced transaction, involuntary liquidation or distress sale), that price is adjusted.
- (3) If the market for the asset is not active and recent transactions of an identical asset on their own are not a good estimate of fair value, an entity estimates the fair value by using a valuation technique. The objective of using a valuation technique is to estimate what the transaction price would have been on the measurement date in an arm's length exchange motivated by normal business considerations.

The financial instruments of the Company are all classified under fair value hierarchy level (1).

Set out below is a comparison by class of the carrying amounts of the financial instruments of the Company with the fair value that can be determined for those financial instruments.

## **20. FINANCIAL INSTRUMENTS**

	31 December 2019		31 December 2018	
	Net carrying value	Net fair value	Net carrying value	Net fair value
	\$	\$	\$	\$
Financial assets measured at amortised cost				
Cash and cash equivalents	299,048,049	299,048,049	271,053,926	271,053,926
Amounts owed by group undertakings	22,683,271	22,683,271	58,607,928	58,607,928
Other debtors	3,656,308	3,656,308	1,880,529	1,880,529
	325,387,628	325,387,628	331,542,383	331,542,383
Derivative financial assets at fair value through profit or loss				
Trading derivatives	30,728,247	30,728,247	31,751,822	31,751,822
Financial assets that are debt instruments measured at amortised cost				
Amounts owed by group undertakings	4,969,971	4,969,971	5,761,615	5,761,615
Financial liabilities measured at amortised cost				
Customer liabilities	247,955,089	247,955,089	253,129,845	253,129,845
Amounts owed to group undertakings	15,007,039	15,007,039	18,915,173	18,915,173
Other creditors	15,647,234	15,647,234	5,604,766	5,604,766
Accruals	2,499,616	2,499,616	4,904,317	4,904,317
	281,108,978	281,108,978	282,554,101	282,554,101
Derivative financial liabilities at fair value through profit or loss				
Derivative financial liabilities at fair value through profit or loss	11,363,950	11,363,950	9,994,251	9,994,251

## Financial risk management

The main risks the Company is exposed to through its financial instruments are credit risk, liquidity risk and market risk.

## Credit risk

Credit risk is the risk that a borrower or counterparty will fail to meet their financial obligations. The Company has potential credit risk exposure to clients, affiliates and liquidity providers. The Company has a defined risk appetite and management policy for each such counterparty.

The Company's overall approach to credit risk management is outlined in Note 26.

## 20. FINANCIAL INSTRUMENTS (CONTINUED)

## Credit risk (continued)

The Company makes use of the three credit rating agencies to ascertain credit quality of exposures. The agencies are specifically, Moody's, Fitch and S&P. The credit assessments of counterparties and their mapping to the credit quality steps ("CQS") may be seen from the table below:

External Credit Assessment	Institution (ECAI's)	S&P	Moody's	Fitch
	1	AAA to AA-	Aaa to Aa3	AAA to AA-
	2	A+ to A-	A1 to A3	A+ to A-
Mapping to credit quality	3	BBB+ to BBB-	Baa1 to Baa3	BBB+ to BBB-
steps - Long term credit	4	BB+ to BB-	Ba1 to Ba3	BB+ to BB-
assessment	5	B+ to B-	B1 to B3	B+ to B-
	6	CCC+ and	Caa1 and	CCC+ and
	O	below	below	below

The Company's financial instrument exposure to credit risk as at 31 December 2019 and 31 December 2018 respectively, may be found below. The Company does not make use of credit derivatives, or other similar instruments to mitigate credit risk exposures and therefore these instruments do not form part of these disclosures.

The Company's exposure to credit risk at the end of the reporting period is represented as the carrying amount. Derivatives are recorded at fair value, whilst the remaining exposures to credit risk are measured at amortised cost.

The Company has no financial assets that are either past due or impaired.

Financial asset	CQS 1	CQS 2	CQS 3	CQS 4 - 6	Unrated	Total
	\$	\$	\$	\$	\$	\$
31 December 2019						
Cash and cash equivalents	_	235,935,900	25,438,709	12,292,818	25,380,622	299,048,049
Amounts owed by group undertakings	_	_	_	_	22,683,271	22,683,271
Other debtors	_	_	_	_	3,656,308	3,656,308
Trading derivatives	_	_	_	_	30,728,247	30,728,247
Amounts owed by group undertakings	_	_	_		4,969,971	4,969,971
Total exposure	_	235,935,900	25,438,709	12,292,818	87,418,419	361,085,846

## 20. FINANCIAL INSTRUMENTS (CONTINUED)

### Credit risk (continued)

CQS 1	CQS 2	CQS 3	CQS 4 - 6 \$	Unrated \$	Total \$
2,299,588	218,699,918	509,926	9,229,952	40,314,542	271,053,926
_	_	_		58,607,928	58,607,928
_	_	_		1,880,529	1,880,529
_	198,764	_		31,553,058	31,751,822
_	_	_	_	5,761,615	5,761,615
2,299,588	218,898,682	509,926	9,229,952	138,117,672	369,055,820
	\$ 2,299,588 — — — — —	\$ 2,299,588 218,699,918	\$ \$ \$ \$ 2,299,588 218,699,918 509,926	\$ \$ \$ \$ \$ \$ \$ 2,299,588 218,699,918 509,926 9,229,952	\$       \$       \$       \$         2,299,588       218,699,918       509,926       9,229,952       40,314,542         —       —       —       58,607,928         —       —       —       1,880,529         —       198,764       —       31,553,058         —       —       5,761,615

#### Market risk

Market risk is defined as the risk that exposures to market price fluctuations inherent in the positions held by the Company could give rise to a material loss given adverse price movements.

The Company's overall approach to market risk management is outlined in Note 26.

### (i) Interest rate risk

Exposure to interest rate risk arises where there is a maturity discrepancy between financial assets and liabilities attracting either fixed or floating rates of interest.

The Company's financial asset and liability balances are on-demand and subject primarily to floating rates of interest. Because the Company does not have a maturity discrepancy of financial assets to financial liabilities, any increase or decrease in interest rates would have an immaterial impact on the Company.

The Company's financial assets and liabilities attracting interest are primarily in respect of cash and cash equivalents.

## (ii) Foreign currency risk

Currency mismatch risk arises if obligations (i.e. money obligations) owed in one currency are secured by deposits in a different currency and the rates between these currencies change.

A sensitivity analysis showing the impact of a change in foreign currency exchange rates as at 31 December 2019 and 31 December 2018 on the foreign currency risk exposures in existence is shown in Note 26.

## Liquidity risk

Liquidity risk arises from the possibility that the Company might encounter difficulty in settling its debts or otherwise meeting its obligations related to financial instrument liabilities.

The Company's overall approach to liquidity risk management is outlined in Note 26.

## 20. FINANCIAL INSTRUMENTS (CONTINUED)

Liquidity risk (continued)

## **Maturity profile of financial liabilities**

	On demand	0-3 months	3-12 months	> 1 year	Total
	\$	\$	\$	\$	\$
31 December 2019					
Customer liabilities	247,955,089	. <del></del>	_		247,955,089
Amounts owed to group undertakings	15,007,039	_	_	_	15,007,039
Other creditors	15,647,234	_	_	_	15,647,234
Accruals	2,499,616	_	_	_	2,499,616
Derivative financial liabilities at fair value through profit or loss	11,363,950	_		_	11,363,950
	292,472,928			_	292,472,928

	On demand	0-3 months	3-12 months	> 1 year	Total
	\$	\$	\$	\$	\$
31 December 2018					
Customer liabilities	253,129,845	_	_	_	253,129,845
Amounts owed to group undertakings	18,915,173	_	_	_	18,915,173
Other creditors	5,604,766	_		_	5,604,766
Accruals	4,904,317				4,904,317
Derivative financial liabilities at fair value through profit or loss	9,994,251	_		_	9,994,251
	292,548,352		_	_	292,548,352

## 21. OPERATING LEASE PAYMENTS DUE

	2019	2018
	\$	\$
Amounts due within one year	431,807	388,014
Amounts due within two to five years	1,837,008	1,906,344
Amounts due after five years		231,578

The aggregate rental expense for operating leases for the year ended 31 December 2019 was \$610,728 (2018: \$765,578).

### 22. CALLED UP SHARE CAPITAL

Allotted, issued and fully paid:

Ordinary shares of £1 each	2019	2018
	\$	\$
At 1 January and 31 December	69,891,237	69,891,237

There were no shares issued but not yet fully paid in 2019 and 2018.

#### 23. SHARE- BASED COMPENSATION

Inc.'s Amended and Restated 2010 Long-Term Incentive Plan (the "LTIP") permits the grant of various equity-based awards to employees, directors or other service providers of the Company. Under the LTIP, the Company has granted non-qualified stock options and other equity awards, including shares of Inc.'s Class A common stock ("Shares") and Restricted Stock Units ("RSUs"). The Shares issued may consist, in whole or in part, of unissued Shares or treasury Shares.

In arriving at stock-based compensation expense, the Company estimates the number of equity-based awards that will forfeit due to employee turnover. The Company's forfeiture assumption is based primarily on its turnover historical experience. If the actual forfeiture rate is higher than the estimated forfeiture rate, then an adjustment will be made to increase the estimated forfeiture rate, which will result in a decrease to the expense recognised in the Company's financial statements. If the actual forfeiture rate is lower than the estimated forfeiture rate, then an adjustment will be made to lower the estimated forfeiture rate, which will result in an increase to expense recognised in the Company's financial statements. The expense the Company recognises in future periods will be affected by changes in the estimated forfeiture rate and may differ significantly from amounts recognised in the current period.

## **Stock Options**

Stock options to purchase Shares are granted to employees ("Employee Stock Options"). The Employee Stock Options have a four-year graded vesting schedule and a contractual term of seven years from the date of grant. Under the terms of the LTIP, Inc. may issue new Shares or treasury Shares upon share option exercise.

During the year ended 31 December 2019, no shares were granted (2018: no shares were granted). Stock options are granted to employees with exercise prices at least equal to the fair market value of a Share on the date the option is granted.

The following table summarises the Company's stock option activity as of 31 December 2019 and changes to the year then ended:

	Shares	Weighted- Average Exercise Price \$	Weighted- Average Remaining Contractual Term
Outstanding at 1 January 2019	12,400	129.05	
Forfeited	(2,300)	125.93	
Outstanding at 31 December 2019	10,100	155.44	0.78
Vested or expected to vest at 31 December 2019	10,100	155.44	0.78
Exercisable at 31 December 2019	10,100	155.44	0.78

### 23. SHARE- BASED COMPENSATION (CONTINUED)

#### Stock Options (continued)

There were no options granted in the years ended 31 December 2019 and 2018, respectively.

There were no options exercised in the years ended 31 December 2019 and 2018, respectively.

The total grant-date fair value of options vested in the year ended 31 December 2019 was immaterial (2018: immaterial).

## **Valuation Assumptions**

The fair value of each option awarded to employees is estimated on the date of grant using the Black-Scholes option pricing model.

The expected term of 4.75 years is based on the assumption that the options will be exercised halfway between the average vesting date and the contractual term of each option grant. Inc.'s stock has been publicly traded for approximately eight years, however there is a lack of sufficient exercise history for Employee Stock Options during this period, including the most recent two years. Inc. believes that the simplified method is an applicable methodology to estimate the expected term of the options as of the grant date. The risk free interest rate for the Employee Stock Options is based on U.S. Treasury instruments whose terms are consistent with the expected lives of the Employee Stock Options.

Expected volatility is based on a weighing of the historical and implied volatilities of Inc. and for a set of public guideline companies deemed comparable to it. The guideline companies selected operate in a similar industry, pursue similar market opportunities, and are subject to similar risks of Inc. Changes in the subjective assumptions required in the valuation models may significantly affect the estimated value of the Company's Employee Stock Options, the related stock-based compensation expense and, consequently, it's Statement of Comprehensive Income/(Loss). The dividend yield is determined based on Inc.'s expected dividend payouts.

Stock-based compensation expense before income taxes included in administrative expense in the statement of comprehensive income/(loss) for the year ended 31 December 2019 was nil (2018: immaterial).

As of 31 December 2019 and 2018, there were no unvested Employee Stock Options and no related unrecognized compensation cost.

## **Other Equity Awards**

The LTIP provides for the grant of other stock-based awards ("Other Equity Awards") which may include Shares and other awards that are valued in whole or in part by reference to, or are otherwise based on the fair value of Shares.

## **RSUs**

During December 2014, the Company granted service-based RSUs to employees. The RSUs vested in equal annual instalments over a four-year period following the date of grant, subject to the employees' continuing employment. RSUs that vest are settled by issuance of one Share for each RSU. If the employee terminates for any reason, any RSUs which have not vested as of the date of termination are forfeited and returned to the Company.

### 23. SHARE- BASED COMPENSATION (CONTINUED)

#### **RSUs** (continued)

Holders of RSUs do not have dividend, voting or any other rights of a shareholder with respect to the Shares underlying the RSUs unless and until the RSUs vest and are settled by the issuance of such Shares. The fair value of RSUs is based on the fair market value of Shares on the date of grant, adjusted for the present value of dividends expected to be paid on Shares prior to vesting. Such value is recognised as an expense over the requisite service period, net of estimated forfeitures.

In the first quarter of 2018, management made the decision to settle the final tranche of RSUs scheduled to vest at the end of the year in cash equal to the fair value of each RSU on the vesting date instead of in Shares. It was determined that the cash settlement represents a modification that changes the classification of the award from equity to liability. As the trading price of the Shares has significantly declined since the date of grant, there was no incremental value conveyed to the holders of the RSUs and no additional compensation cost was recorded over the remaining requisite service period. The amount of cash used to settle the RSUs in December 2018 was not material.

Stock-based compensation expense before income taxes for RSUs, which is included in administrative expense in the statement of comprehensive income/(loss) was nil for the year ended 31 December 2019 (2018: immaterial).

As of 31 December 2019 and 2018, there were no unvested RSUs and no related unrecognised compensation cost.

The Company did not grant Shares as Other Equity Awards during the years ended 31 December 2019 and 2018, respectively.

#### 24. RELATED PARTY TRANSACTIONS AND BALANCES

During the year, the Company received \$706,032 (2018: \$14,653,920) and paid \$6,798,534 (2018: \$56,172,823) in respect of services provided between affiliate companies in the group.

Interest income received from group undertakings was \$208,356 for year ended 31 December 2019 (2018: \$208,356).

Turnover with related parties were as follows:

	2019	2018
	\$	\$
Turnover with related parties	3,968,855	35,443,417

The Company recorded an expense of \$70,120 (2018: \$355,953) in respect of audit fees allocated from group undertakings.

Notes to the Financial Statements
For the year ended 31 December 2019 (continued)

## 24. RELATED PARTY TRANSACTIONS AND BALANCES (CONTINUED)

The total compensation for key management personnel were as follows:

	2019	2018
	\$	\$
Short-term employee benefits	2,246,578	2,047,926
Post-employment benefits	79,389	26,771

The Company had the following amounts outstanding with group companies at the year-end:

	2019	2018	
	\$	\$	
Amounts owed by group undertakings	27,653,242	64,369,543	
Amounts owed to group undertakings	15,007,039	18,915,173	
Trading Derivatives - assets	648,448	1,474	
Trading Derivatives - liabilities	3,471,664	8,003,608	

Amounts owed by/to group undertakings include various inter group recharges, profit sharing, margin for trading activities and are all repayable on demand.

As 31 December 2019, Customer liabilities include balances relating to employees in the amount of \$2,685 (2018: \$662).

During the year ended 31 December 2019 the Company recharged \$4,593,470 (2018: \$1,530,170) to a jointly controlled entity, which represented a fair expense allocation for shared services between the two companies.

At 31 December 2019, the Company had been issued a loan note from an intermediary parent entity totalling \$4,969,971 (2018: \$5,761,615) being the amount of principal and accrued interest due. The loan accrues interest at an annual rate of 4%, 360/actual day basis, an open maturity and can be demanded at any time by the Company.

### 25. ULTIMATE CONTROLLING PARTY AND PARENT UNDERTAKING

The immediate parent undertaking of the Company is Forex Trading LLC, a limited liability corporation incorporated in Delaware, in the United States of America.

Forex Trading LLC is 100% owned by FXCM Group LLC which is in turn owned by Global Brokerage Holdings LLC and Leucadia FX Holdings LLC, who control the businesses and affairs of the FXCM Group of companies. All of the aforementioned are limited liability corporations incorporated in Delaware, in the United States of America. Jefferies Financial Group Inc. is the ultimate controlling party of the Company and is incorporated in New York, in the United States of America, its principal executive office is 520 Madison Avenue, New York, NY 10022, in the Unites States of America.

#### 26. RISK MANAGEMENT

The Company's risk management objectives seek to ensure adherence to our risk management culture to support the long-term sustainability of the Company by providing an established, independent framework for identifying, evaluating, monitoring and mitigating risk with good customer outcomes.

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Risk management is integral to all aspects of the Company's activities and is the responsibility of all staff. Managers have a particular responsibility to evaluate their risk environment, establish appropriate controls and to monitor the effectiveness of those controls. The risk management culture emphasises careful analysis and management of risk in all business processes.

Risk management further ensures the Board is provided with reasonable assurance that the risks the Company is exposed to are appropriately managed and controlled and that the business operates within the board-approved risk appetite.

A number of committees, mandated by the Board, identify and manage risk at the Company. There are two Board Committees comprising the 'Audit Committee' and the 'Nomination and Remuneration Committee'. There are three Management Committees comprising the Executive Committee, Risk Management Committee and Client Money and Asset Committee. The Risk Management Committee is responsible for overseeing the Asset and Liability Committee, Credit Committee, Market Risk Committee, Best Execution Committee and the Financial Crime Committee.

Three new Management Committees were set up during 2019:

- The Data Protection Working Group, which oversees and monitors the Firm's compliance with data privacy laws including subject access requests.
- The Transaction Reporting Committee, which oversees transaction reporting processes and systems and controls requirements for entities within the group.
- The Product Governance Committee, which oversees the launch of new products to clients ensuring completion of appropriate processes and approvals prior to the launch of new products.

The risk appetite statement sets broad parameters relating to the Board's expectations around performance, business stability and risk management. The Board ensures there are appropriate resources available to manage the risks arising from running our business.

### **Business risk**

Business risk represents any risk arising from changes in the business, including the risk that the Company may not be able to carry out its business plan and desired strategy. These risks can be sub-categorised as performance risk and reputational risk, and include:

- Decrease in the number of new and active customers;
- Increase in the general cost of business; and,
- Loss of reputation leading to a desertion of clients and monies, including any potential reputational damage suffered by an affiliate.

The Company places the highest importance on risk management at all levels of the organisation. To mitigate this risk, the Company seeks to operate at the highest level of integrity and ethical standards in all of its activities.

## Governance risk

The Company is committed to having corporate governance, risk management and a control framework appropriate to the size of the business and level of risk within the business. The governance structure oversees all of the Company's operations. The execution of these promotes overall effective corporate governance.

# Notes to the Financial Statements For the year ended 31 December 2019 (continued)

## 26. RISK MANAGEMENT (CONTINUED)

#### Credit and Counterparty risk

The board has set a risk appetite limit framework which regulates the maximum exposures we would be comfortable to tolerate and mitigate credit risk. This limit framework is monitored on an ongoing basis and reported to management daily and the board on a regular basis. Should there be any breaches to limits, or where exposures are nearing limits, these exceptions are specifically highlighted for attention with remedial actions agreed.

The Company accepts credit risk arising from:

- Exposures to banks and trading partners;
- Exposures to affiliated companies
- Credit extended to a limited number of clients meeting specified credit criteria;
- · Counterparty risk arising on OTC derivatives; and
- · Defaulted client losses.

There are strict controls around these risks.

The Credit Committee reviews the third party banking and trading counterparties, including those counterparties where the Company is willing to extend credit. Credit reviews are performed at least annually with credit ratings and other metrics regularly monitored.

Diversification is a critical part of risk mitigation; therefore, to protect client money and comply with regulatory rules, the Company manages the risk of default or failure of a third party by limiting the amount of cash at any single third party. Client funds nominated for segregation are held in segregated accounts, completely separate from the Company's operating funds.

The Company is the counterparty to each of its clients' trades. To offset market risk it may hedge these trades with multiple counterparties, including FXCM Group affiliates, leading to credit exposures arising both on and off balance sheet. The FXCM Group seeks to consolidate the hedging and clearing functions across its entities to internalise the trading flow; thus saving on hedging costs and maximising revenues from overnight financing. This translates to potentially lower costs for both the Company and its clients.

#### Credit and Counterparty risk (continued)

With the majority of the Company's clients, exposures arising from counterparty risk on OTC derivative trading is mitigated by a client's equity position. However, under exceptional circumstances, owing to the short amount of time taken for a significant market event to change market prices, clients may fall into negative balances exposing the Company to credit risk from defaulted client losses.

### Market risk

Market risk is the risk that exposures to market price fluctuations inherent in the positions held by the Company could give rise to a loss given adverse price movements.

The Company offers leveraged trading in FX and CFD products and acts as the counterparty to client trades. FX and CFD trades are managed based on the principles of the Company's established risk appetite.

Market risk arising from CFD exposure is monitored in real time, allowing the dealing desk to identify open market risk positions for hedging purposes. The Company runs limited exposure positions so that portfolio hedges can be aggregated, rather than hedging its entire exposure on a trade-by-trade basis. Market risk limits are therefore set for individual products.

## 26. RISK MANAGEMENT (CONTINUED)

## Market risk (continued)

Sensitivity analysis on open CFD trades:

At 31 December 2019, if the market prices in respect of the open CFD trades the Company had exposure to had weakened or strengthened, using the shock values in the table below, the profit or loss and equity of the Company for the financial year would have been \$66,455 (2018: \$nil) higher or lower. There is no correlation between the capital requirement for open CFD trading positions and the resulting potential profit or loss from a price shock.

Underlying CFD Price movement/ sensitivity	2019 Shock %	2018 Shock %
UK100	10%	15%
GER30, HKG33, JPN225, SPX500, US30	15%	15%
BTC/USD	25%	—%
XRP/USD	30%	· —%
NGAS	20%	20%

Data source: Bloomberg 1-day move over past 30-years (judgement used where data gaps exist).

	31 December 2019	31 December 2018
Market risk exposure category	Potential profit or loss from price movement USD	Potential profit or loss from price movement USD
Equity	65,702	_
Commodity	573	<del>-</del>
Cryptocurrency	180	_
Total	66,455	

## Currency mismatch risk

The Company has exposures to currency mismatch risk through its normal course of business. This risk arises if obligations (i.e. money obligations) owed in one currency are secured by deposits in a different currency and the exchange rate between these two currencies changes.

## Sensitivity analysis on currency mismatch risk

At 31 December 2019, if the exchange rates in respect of the FX currency mismatch risk positions the Company had exposure to had weakened or strengthened, using the shock percentages in the table below, the profit or loss and equity of the Company would have been \$853,979 (2018: \$532,057) higher or lower.

FX currency pair	Max shock % value 2019	Max shock % value 2018
GBP/USD	5%	5%
EUR/USD, USD/CAD, USD/HKD and USD/SGD	5%	5%
AUD/USD, NZD/USD, USD/JPY and USD/ILS	10%	10%
USD/CHF	20%	20%

Data source: Bloomberg 1-day move over past 30-years (judgement used where data gaps exist).

## Notes to the Financial Statements For the year ended 31 December 2019 (continued)

### 26. RISK MANAGEMENT (CONTINUED)

#### Market risk (continued)

For both the currency and CFD sensitivity analysis above where, in some cases, a currency (in relation to USD), Commodity, or Index price moved by a value greater than the shock values used for the stress, we reviewed the frequency of such moves and made an assessment for those products with infrequent market moves

#### Operational risk

Operational risk refers to any instance where there is potential or actual impact to the Company resulting from inadequate or failed internal processes, people and systems or from external events. The impacts can be financial as well as non-financial such as customer detriment, reputational or regulatory consequences. The Company seeks to mitigate operational risk to acceptable residual levels.

### Regulatory risk

Regulatory risk arises where changes in regulation will materially affect the business of the Company or the markets in which it operates. The Company's business is subject to many regulations in different jurisdictions and currently the pace of change is significant and may affect the business of the Company either directly or indirectly, by reducing customer appetite for products or increasing capital requirements.

Regulatory developments are continuously monitored and where there is a likely impact, internal groups are formed to assess, formulate and implement any required changes. The Compliance team in particular monitors on-going regulatory obligations, provides internal training and advice to the business.

Externally, the Compliance team engages in dialogue with the Company's main regulator and with industry bodies in order to inform the judgments and decisions made to ensure continued compliance with global regulations.

## Liquidity risk

Liquidity risk refers to the possibility that, despite being solvent, the Company does not have sufficient financial resources at any one point to meet its obligations as they fall due.

The Company complies with the regulatory principles for sound liquidity risk management and supervision. Accordingly, each year, or more frequently if necessary, the Company undertakes an internal liquidity adequacy assessment to determine the Company's liquidity adequacy. The Company's liquidity risk appetite is clearly defined by the Board together with Board-approved policies with respect to liquidity risk management. A liquidity buffer is maintained in the form of unencumbered cash and highly liquid government securities.

The Company's most significant liquidity risk can arise from a mismatch between asset and liability flows. Specifically, the Company may be exposed to risk in the event that the Company would have to meet its obligations to counterparties before it had received settlement from its counterparties.

The Company's liquidity needs are not a result of using short-term instruments to fund longer-term outflows. Rather, the Company's liquidity needs mainly arise from funding initial and variation margin at trading counterparties for the hedging of client positions.

## Country and other concentration risk

Concentration risk arises from large concentrations of exposure from the geographical distribution of revenues, product type, counterparty or event.

## 26. RISK MANAGEMENT (CONTINUED)

#### Country and other concentration risk (continued)

The Company is exposed to single name concentration risk arising from client exposures in terms of cash placed and open trading positions. The Company's clients are both individuals and institutions/ professionals residing in numerous countries around the globe.

It is the policy of the Company to ensure that exposures to counterparties do not exceed the limits in respect of the EU Capital Requirements Regulation, and a sufficient headroom is maintained at all times.

#### Group risk

The Company relies on FXCM Group affiliates for OTC derivative hedging, clearing, margin, support infrastructure, and IT systems.

The FXCM Group seeks to consolidate the hedging and clearing functions across its entities to optimise non-agency flow and save on hedging costs. Derivative hedging gives rise to counterparty risk exposures whilst margin and collateral is held between FXCM Group companies to satisfy trading positions, exposing the Company to credit risk.

Certain operational, administrative, technology functions and services are centralised and outsourced to FXCM Group affiliates. This reduces costs and enhances efficiency and effectiveness of the FXCM Group's business practices, increases management focus, reallocates internal resources towards core business functions, and accelerates the delivery of services to clients. Service Level Agreements ("SLA's") are in place governing shared services between FXCM Group entities. The Company reviews outsourcing arrangements on an annual basis, or more frequently if required.

A global Business Continuity Plan sets out guidelines for preparation, response and recovery from significant business disruptions with minimal impact to clients and other stakeholders. Individual FXCM Group affiliate offices maintain emergency response plans in the event of disruptions to service. The Global Compliance Monitoring department performs annual risk-based testing, to ensure all business continuity and emergency plans are adequate and effective.

The Company ensures relevant staff undergo centralised training, to maintain compliance with regulatory requirements and ensure such staff comply with competence standards. The Company maintains oversight over all outsourced functions, through Management information, generated by the Risk, Compliance and Internal Audit functions, which provides Board related information quarterly.

To control the various relationships with FXCM Group entities, SLA's and trading agreements are in place.

## **Brexit risk**

With respect to Brexit, on 31 January 2020 the UK entered the transitional period where passporting rights remain with the EU until 31 December 2020. The Company's management is closely monitoring the current state of Brexit negotiations between the UK government and the EU. The Company is evaluating and putting in place strategic options to minimise disruption to the Company at the end of the transitional period depending on whether the UK has a trade deal agreed with the EU or if the UK has a cliff-edge departure, that is a nodeal Brexit from the EU. The main strategic option is the pursuit of establishment of a new EEA regulated entity that would be able to passport into the rest of Europe.

# Notes to the Financial Statements For the year ended 31 December 2019 (continued)

## 26. RISK MANAGEMENT (CONTINUED)

#### Pandemic Risk - Coronavirus

The Coronavirus developed from an outbreak to a global pandemic in half one of 2020. The pandemic has caused significant and potentially lasting damage to the global economy. Governments worldwide are mandating people to "self-isolate" as a preventative measure to curb the spread of the virus with a vaccine currently not expected to be widely available until early Q4. Consumer spending has plummeted and international and domestic travel has all but stopped. Companies are laying off staff, and government schemes are being implemented to mitigate the effect of mass unemployment and financial hardship on those most affected. Financial markets are experiencing heightened and sustained levels of volatility with an increased likelihood of sharp price movements and market gaps.

Prima facie increased volatility in the markets is favourable to FX and CFD trading and revenue and profitability due to the countercyclical nature of the Company's business model. However, the length and extent of the economic downturn caused, is difficult to estimate. The shorter the duration of the pandemic the more likely this will be positive for the Company. However the longer the pandemic there is the potential that trading activity may slow.

The principal risks and uncertainties faced by the Company due to the pandemic include:

- · the estimation of the length and severity of the pandemic;
- the stability and robustness of the Company's IT infrastructure in allowing the Company to operate effectively in the current crisis;
- threat to the level and productivity of staff resource to allow the Company to operate effectively;
- the potential loss of key vendors or trading counterparties;
- increased margin requirements imposed from either trading counterparties or regulators putting a strain on liquidity; and
- · increased regulatory risk.

## Estimation of the length and severity of the pandemic

The Company has revised its capital and liquidity projections in light of the current most likely outcome of the duration and severity of the pandemic as well as conducting extensive scenario analysis over different time horizons and assumptions as to the severity of the pandemic.

### Stability and robustness of the Company's IT infrastructure

The Company and the wider FXCM Group has invested heavily in IT infrastructure and projects to maintain and increase this investment should more severe pandemic scenarios become more likely.

### Level and productivity of staff resource

The investment, scaling up and deployment of remote working and communication tools has facilitated the Company's staff to be able to work effectively from home thus allowing staff to observe stay at home and social distancing guidelines. Regular team conferencing meetings and regular updates from the Company's Management keep staff informed. Prior to the crisis and ongoing, the Company as a part of its risk management identified key tasks and cross training and procedures that are in place to cover staff who cannot work.

## Potential loss of key vendors or trading counterparties

The loss of a key vendor or counterparty is harder for the Company to manage, but even before the crisis began, the FXCM Group always had a policy, which it maintains, of having more than one key vendor and trading counterparty for redundancy, should some become unable to operate. The Company's Management has regular updates with key vendors and trading counterparties and monitors these relationships continuously.

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## 26. RISK MANAGEMENT (CONTINUED)

### Pandemic Risk - Coronavirus (continued)

### Increased margin requirements

Liquidity and regulatory liquidity adequacy are monitored continuously. Operational cash may be reduced by trading counterparties raising margin requirements. Margin requirements are monitored continuously and the Company can manage these demands by in turn increasing margin requirements or placing trading restrictions on customers.

### Regulatory Risk

Management continuously monitors emerging regulatory risks and will modify plans accordingly.

#### Strategic initiatives

The Company already has planned strategic initiatives that would be of benefit to the Company. If more severe pandemic scenarios were becoming a reality, options to the Company include accelerating the implementation of these initiatives.

### 27. SUBSEQUENT EVENTS

#### Brexit

The UK formally left the EU on 31 January 2020 and entered the transitional period. Please refer to the Strategic Report for disclosures on this topic.

## Coronavirus pandemic

The Coronavirus disease was first identified in December 2019 in China. The World Health Organisation declared the outbreak a pandemic on 11 March 2020. The effects of the pandemic had no impact on the business at the statement of financial position date. Please refer to the Business review within the Strategic Report and the Risk Management sections for further disclosures on this topic.

The Company's Management have made assessments of the risks and uncertainties posed by Brexit and the Coronavirus pandemic on the business. Details of these risks and uncertainties and Management actions necessary to mitigate and address these risks are also disclosed within the Business review section of the Strategic Report and Risk Management sections.