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# Expanding Opportunities for OTC trading

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# Challenges



Searching for counter partner by phone or messengers



Signing purchase agreement by both sides



The submission of orders by the back officers



The settlement of a deal takes several hours

# Background

- Speed & Simplification

*Reducing the role of the back office in the OTC market*

- Restricted list of Instruments

*In the OTC market, the pool of instruments is much wider and larger*

- Social Duty

*All types of clients have access to trading on the OTC market, not only professional participants of the securities market of the Republic of Kazakhstan, but also KCSD depositors and individuals*

- Agility & Independence

*Independence and flexibility in in-house software development allows us to bring changes and releases more quickly*

# Present state

Creating a new order INTL\_b ⓘ

Buy Sell

\* Order type  
Limit order

\* Trading account  
1026200000

\* Price \* Quantity  
10 123123

Volume  
1231230.00 USD

\* Order validity time  
Good till date  
2024-09-19

Cancel Add

AZAKHSTAN ELECTRICITY

Beginning of trading day: 14:20

01

## List of Instruments

Whole list of KCSD are available for OTC trades

02

## Counter Partners

Indicative quotes and direct orders simplify searching for counter partners

03

## Order Book

Providing functions for order book matching without direct contact between parties

04

## DvP

All deals made are sent to settlement immediately

05


## Without Back Officers

Back officers do not play role in deal making process

# Present state

## Confirmation


Providing certificate as a confirmation of successful deal settlement

 Бағалы қағаздар орталық депозитарий  
Центральный депозитарий ценных бумаг  
Central Securities Depository

**CERTIFICATE OF BUY/SELL DEAL**

**Registration No:** 62  
**Date of compilation:** 07.08.2024  
**Trades member:** "ЕВРАЗИЙСКИЙ КАПИТАЛ"  
**Deals date:** 07.08.2024

Date No	Deal time	ISIN	Operation	Trades type	Trade account	Currency	Price	Instrument quantity	Deal volume	Settlement date	Deal status*
1	14:24	KZ000A0Q31Q7	Buy	Open	1026200000	KZT	1 515,00	1 515	2 295 225,00		01
<b>TOTAL:</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>2 295 225,00</b>	<b>X</b>	<b>X</b>

 ПИНЧУК ГРИГОРИЙ ГРИГОРИЙ  
(lastname, initials)

## Reporting

Certificates:  
» per deal  
» as a result of trade day

*Note:* certificates are reports and signed documents. Those documents can be sent to regulatory agencies and can be loaded to internal accounting systems

# Benefits

## Indicative quotes

Direction	Date and time	Price	Quantity	Volume	Member	Comment
Sell	2024-09-09 12:11:33	1.00	20000	20000.00	EVRAZ	I want to sell at least 20 t
Buy	2024-09-09 12:10:33	60.00	-	-	EVRAZ	I intend to buy at a price

## ➤ Order book

*Our clients do not need to know their counter partner to make a deal.*

## ➤ Indicative quotes

*As member of OTC market you can place your intention without a commitment to make a deal.*

# Future development

## Market Makers

Attracting members to play role of MM



## All Type of Clients

Adding direct holders as a members of OTC trade system



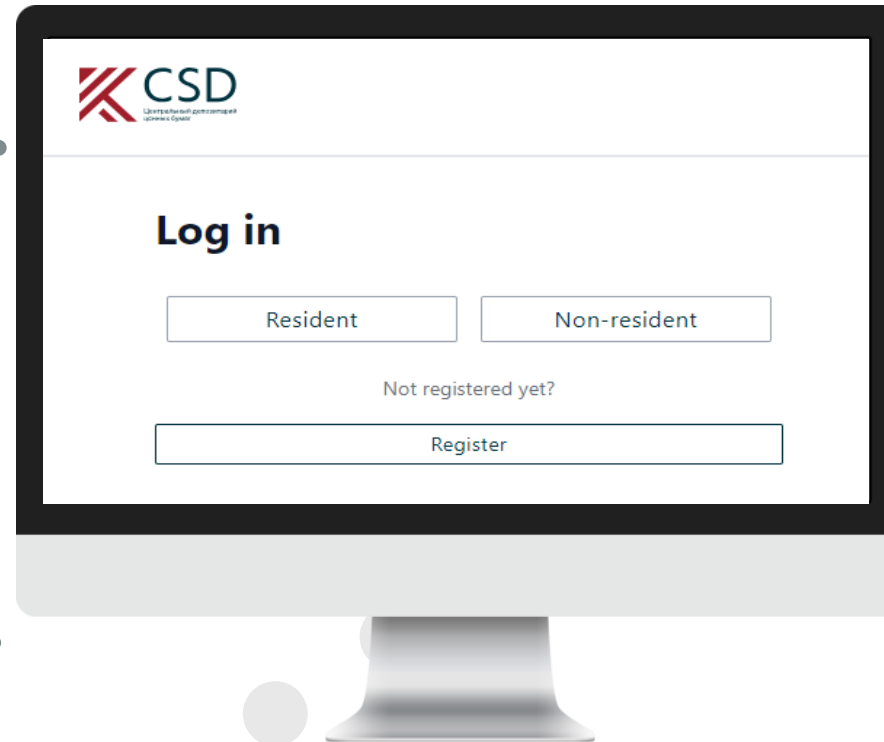
## SLB

Adding features of lending securities



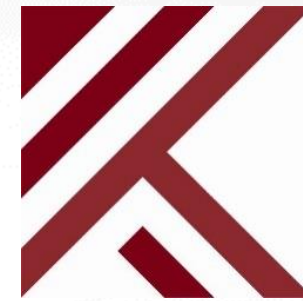
## DPO

Allowing issuers to place their securities on OTC without listing procedures





Thank You  
for  
Attention



**CSD**  
Central Securities Depository

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