



Connect | Understand | Automate

Automate Your Transactions & Processes

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Can You Relate With These Situations?



I am spending too much time in manual tasks



Dealing with price requests, execution process, post-trade & reconciliation takes too much of my time



I need to deal with too many communication channels



With the right automation level, I could scale my business further



Manual entries are creating too many error risks



Clients' requests and messages get delayed answers

If

I automate the answers in conversations

I automate my manual tasks

I aggregate my communication channels

Then

I focus on high value tasks

I reduce dispute and errors

I scale my business

What **We Offer**

Terranoha is a **Swiss Fintech** founded by financial systems experts with 20+ years of experience.

We deliver cloud based financial middleware. We leverage on **Artificial Intelligence** and **Machine Learning** to **automate** all kinds of **manual processes** within financial institutions.

We seamlessly **augment financial IT landscape** by adding a digitization and automation layer in order to:

- Generate **revenue growth**
- Create superior **customer experience**
- Improve **operational efficiency** and **compliance**.

ROI < 6 months

100%

SUCCESS RATE

In transaction automation

100%

TURNKEY

No effort on your side

100%

SECURE

Enabling double authentication

100%

AUDITABLE

End to end audit trail



What **We Offer**

100% Transaction lifecycle **automation**

0% Human error **mistakes**



Down to 0 hours invested in **manual tasks**



Enhanced UX for clients and employees



Infinite capacity to scale your **business**

0 **Zero** new applications on your desk

100% **Conversational** based request automation



Secured & audit trailed

Our Solution



Connect

Terranoha seamlessly connects your existing IT landscape with all kind of data sources (structured and unstructured).

We securely connect

- With any messaging systems (Teams, WA, Telegram, ...),
- With TMS, OMS, Trading Systems, Brokers, CTRM, ERP, etc.

Leveraging the standard financial markets protocols (Swift, FIX, Open Banking API, etc.).



Understand

Terranoha extracts, structures and normalizes different data sources.

We use a bot to capture data and send it to our AI engine called Emmie, that turns it into actionable data.

Emmie, as a virtual assistant, understands & interprets multiplatform & multilanguage inputs (mails, messages from Teams, Skype, Telegram, WhatsApp, transcripts, etc.).



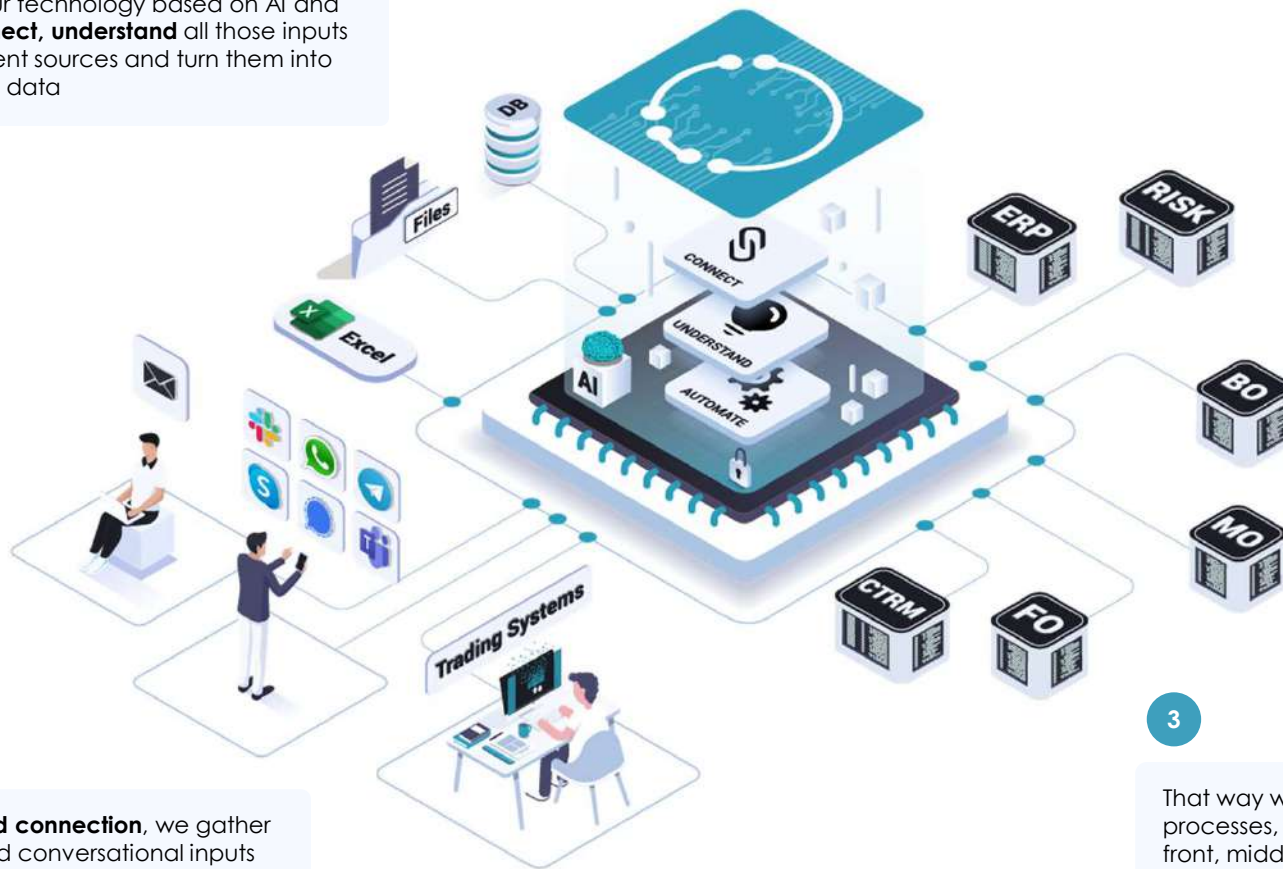
Automate

Terranoha automates any financial workflow.

Through automation, you can experience all the benefits of our proposal, like removal of manual processes and human risk error, enhancing the UX of your clients and employees.

2

And use our technology based on AI and ML to **connect, understand** all those inputs from different sources and turn them into actionable data



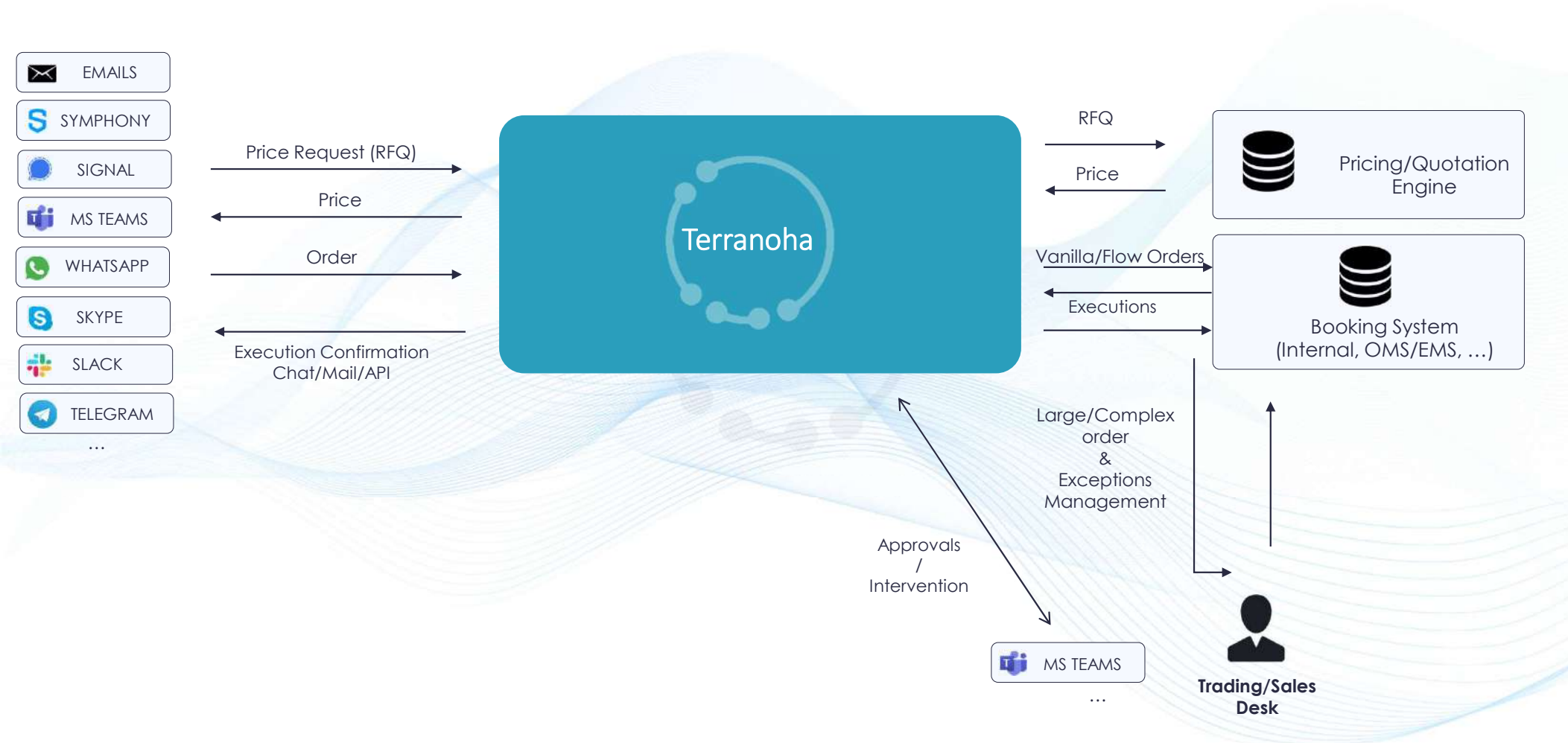
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Through a **secured connection**, we gather all the manual and conversational inputs done through and received by your organization: RFQs, messages, trades, post-trades, reporting requests etc.

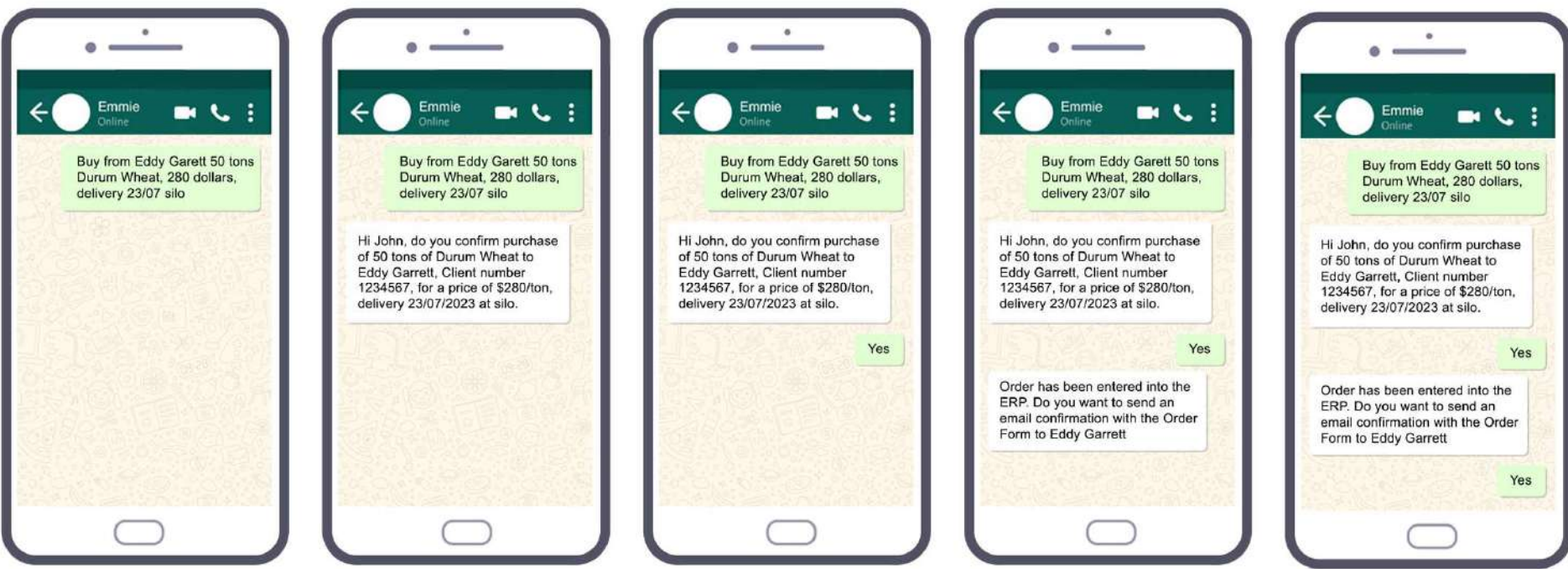
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That way we can **automate** those manual processes, helping different teams in the front, middle and back office, with real-time responses free of human-error risk, enhancing the UX of both employees and clients.

Client Use Case 1: RFQ Automation



Client Use Case 2: Deal Entry / Order intake Automation



Client Use Case 3: Digitizing E-Commerce

Merchant 1 Mexico

WHATSAPP

Merchant: Comprar 100kg de cacao en polvo regular

Emmie: Confirman compra de 5kg de CACAO EN POLVO REGULAR , Precio total 32'590 MXN, Número de comerciante: 123456

Merchant: Si

Emmie: Gracias, su pedido está confirmado

Merchant 2 Brazil

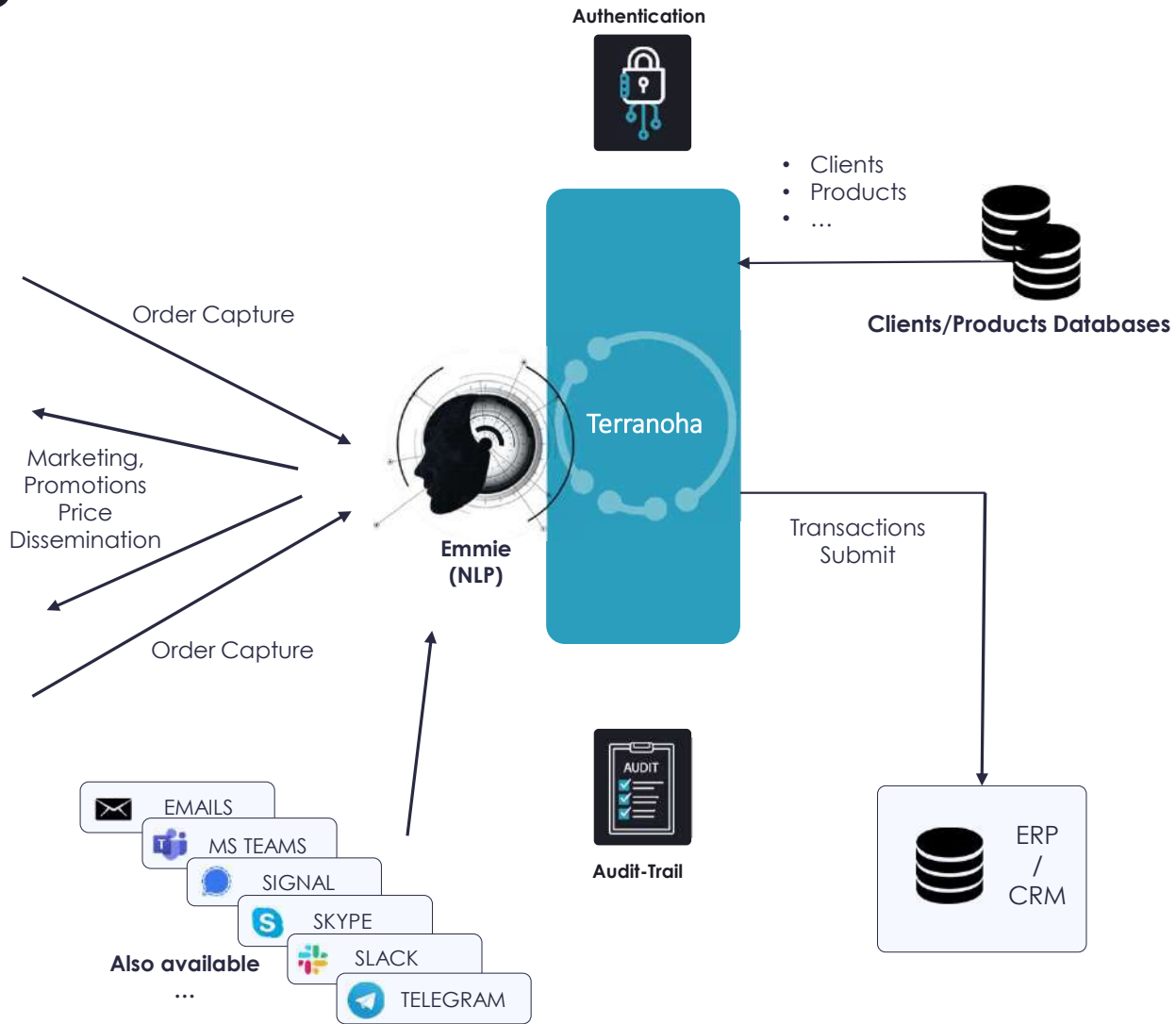
WHATSAPP

Merchant: Comprar 10kg de Robusta em grão verde

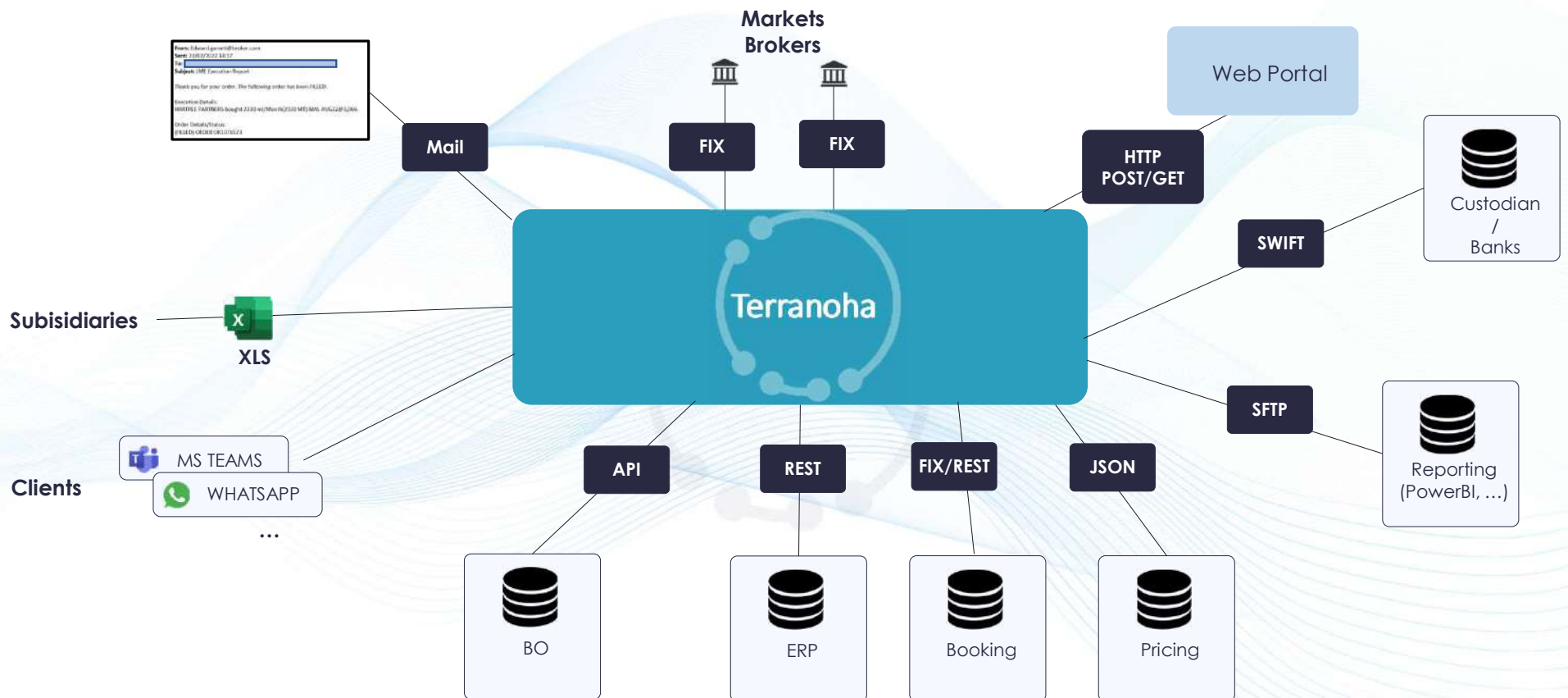
Emmie: Confirma a compra de 10k de GRAO VERDE ROBUSTA por um preço total de 15'150 BRL , Merchant 999999

Merchant: Sim

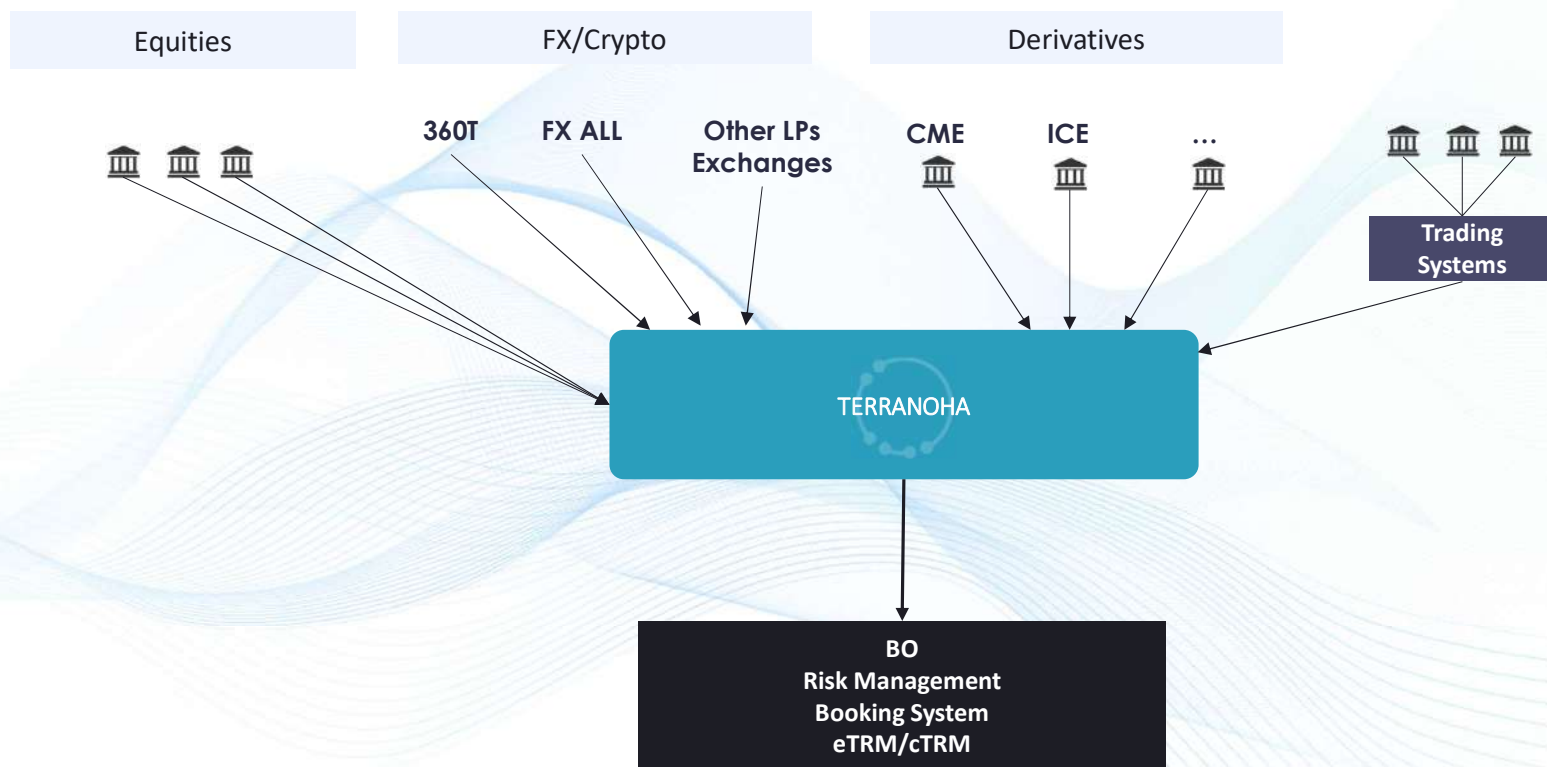
Emmie: Obrigado, a sua encomenda está confirmada



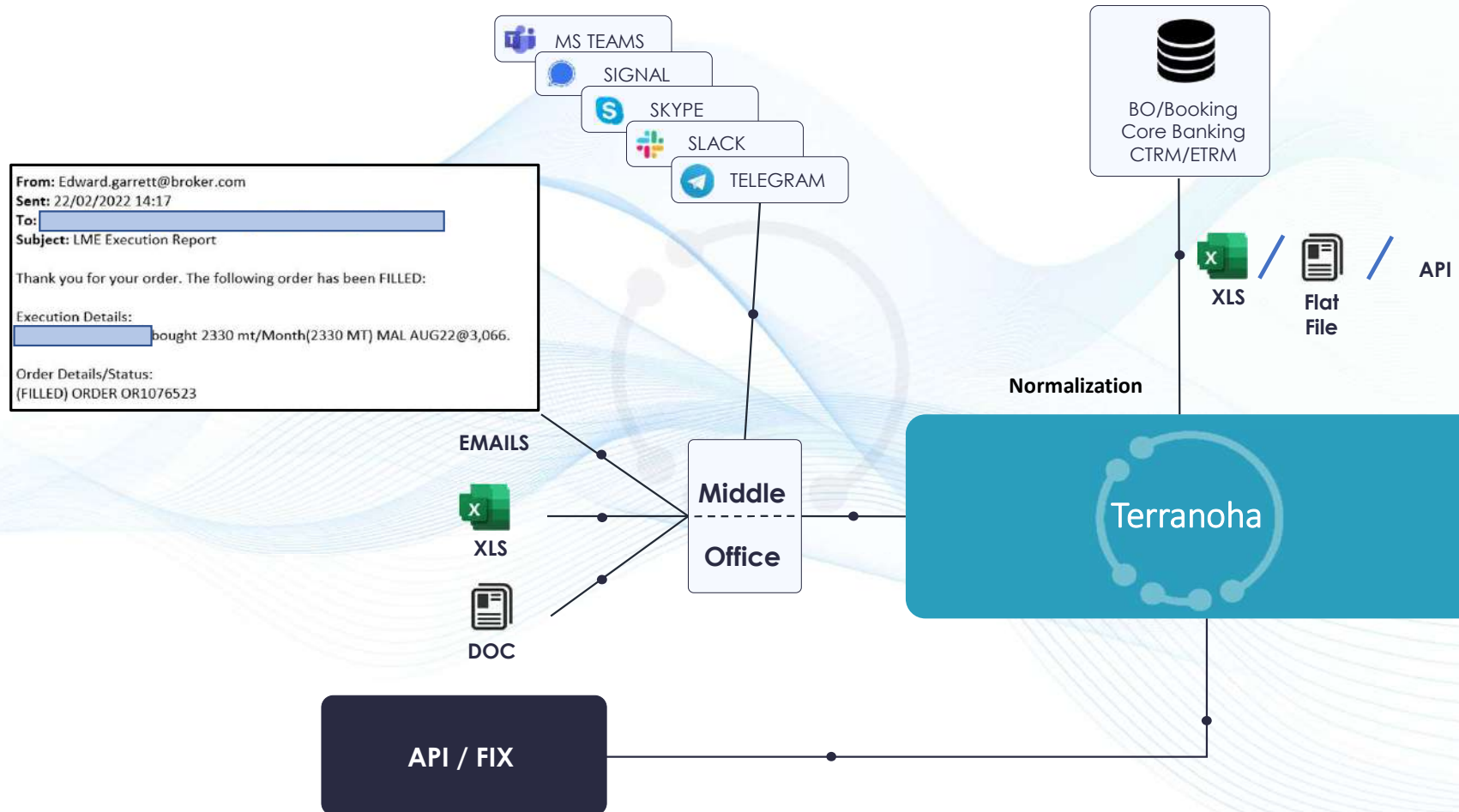
Client Use Case 4: Central Connectivity Hub



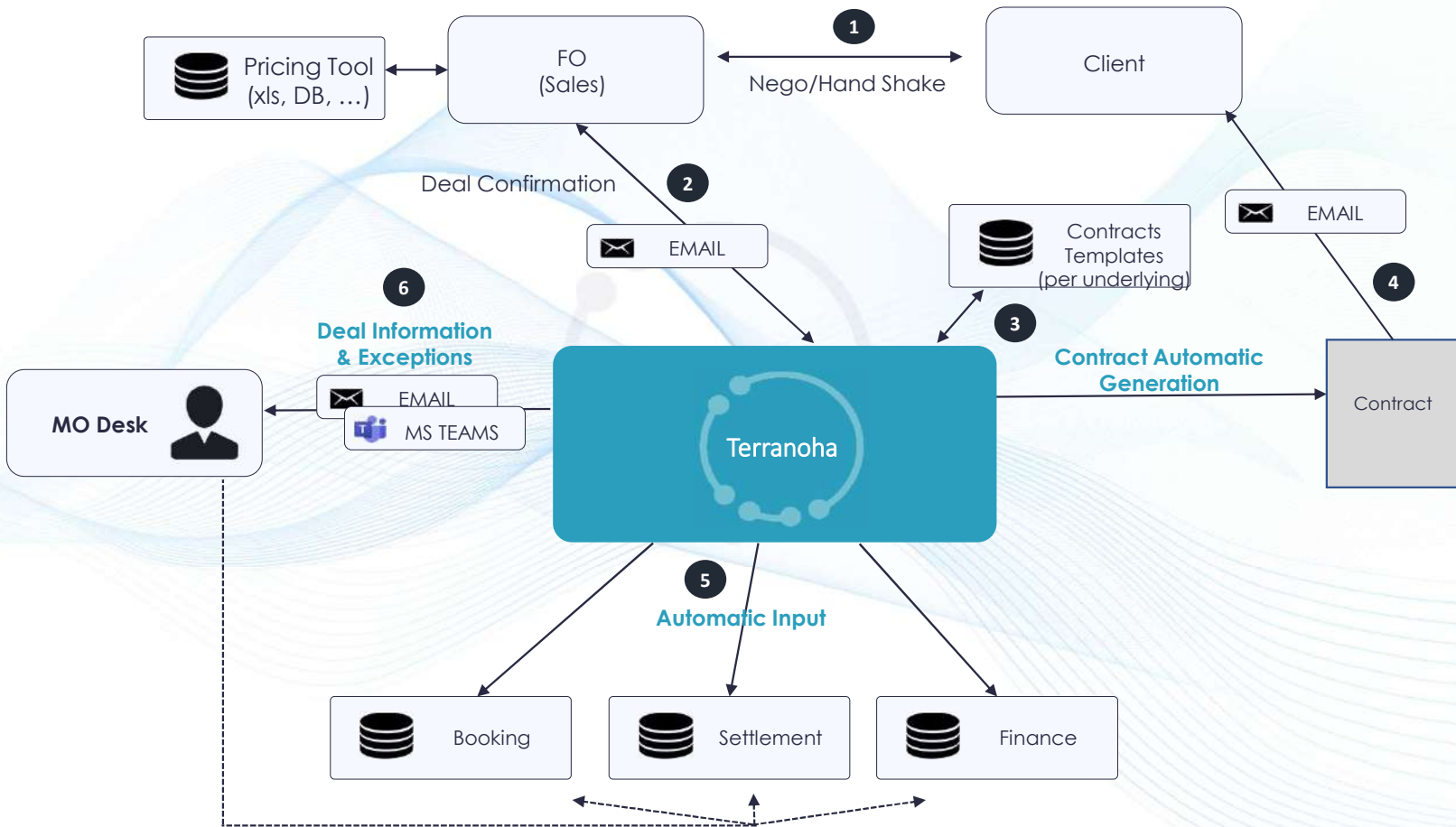
Client Use Case 5: **Electronic Trading post-trade hub**



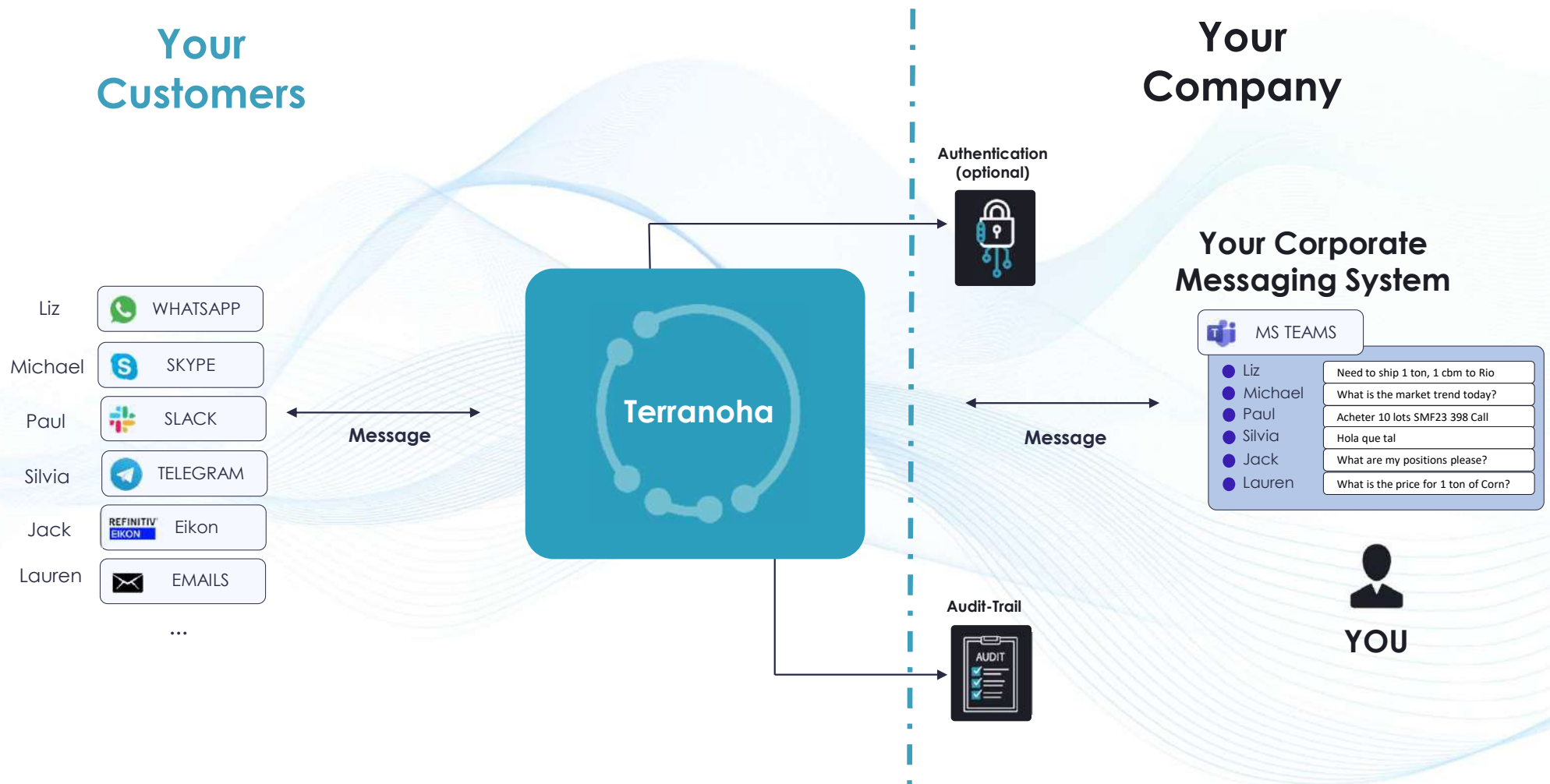
Client Use Case 6: Trade entries / Post Trade Automation



Client Use Case 7: Middle-Office Automation



Client Use Case 8: Federation of chats



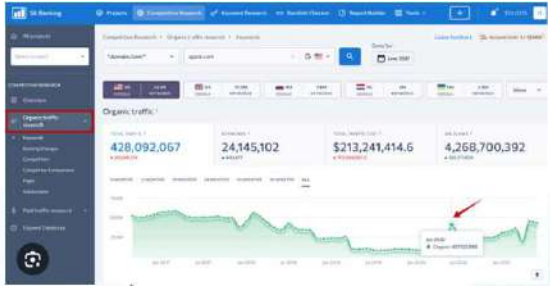
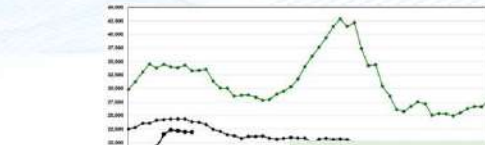
Client Use Case 8: Data Normalization

Website

EMAILS

From: Edward.garrett@broker.com
 Sent: 22/02/2022 14:17
 To: john.compute@quant.com
 Subject: Data

Oct: 210Z (NC) at 240Z (NC)
 Nov: 178Z (NC) at 209Z (NC)
 Dec: 155Z (-4) at 170Z (NC)
 Jan: 123H (NC) at 140H
 Feb: 120H (NC) at 140H
 Mar: 120H (NC) at 140H
 Apr: 93K (NC) at 95K (NC)
 May: 93K (NC) at 95K (NC)
 Jun: 87N (NC) at 92N (NC)
 Jul: 87N (NC) at 92N (NC)

Category	Value	Unit
Oct	210Z	(NC) at 240Z (NC)
Nov	178Z	(NC) at 209Z (NC)
Dec	155Z	(-4) at 170Z (NC)
Jan	123H	(NC) at 140H
Feb	120H	(NC) at 140H
Mar	120H	(NC) at 140H
Apr	93K	(NC) at 95K (NC)
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Jun	87N	(NC) at 92N (NC)
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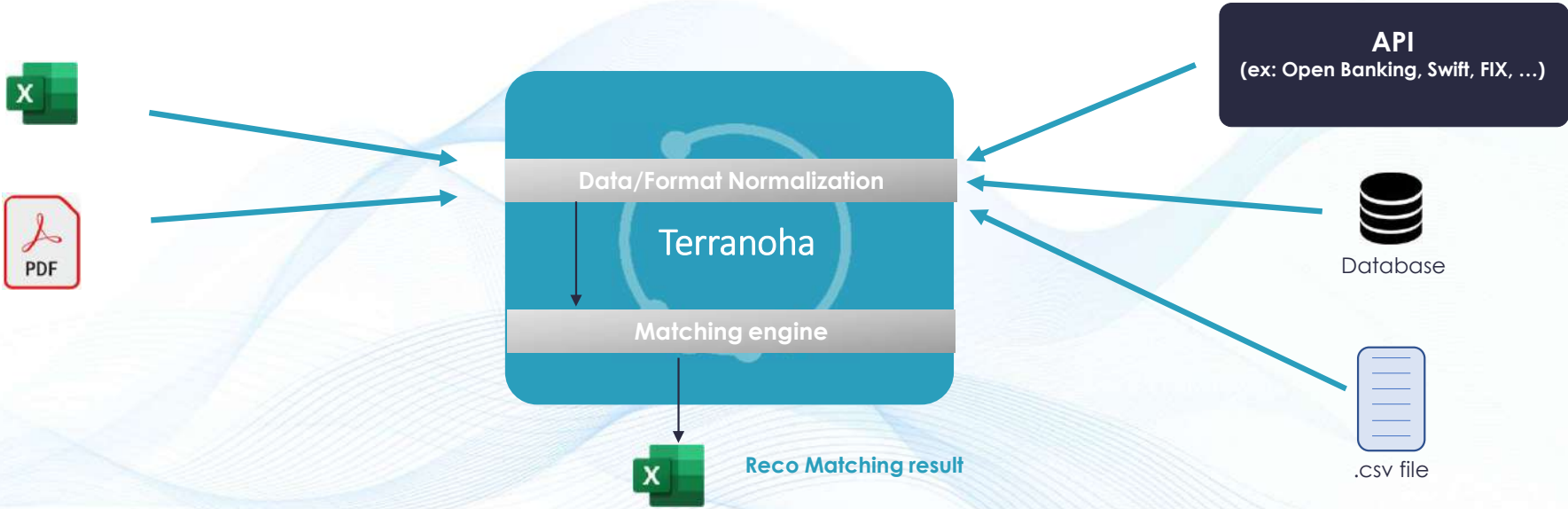
Normalized Output

CSV file
 or
 JSON



flat file (csv, .dat, ...)

Client Use Case 9: Matching & Reconciliation



	A	B	C	D	E	F	G
1			Field 1	Field 2	Field 3	...	Field N
2	Record 1	OK					
3	Record 2	KO					
4	Record 3	OK					
5	Record 4	KO					
6	Record 5	KO					
7	Record 6	OK					
8	Record 7	OK					
9	Record 8	KO					

Our Technology



Python Kafka REST
Artificial Intelligence Java
Azure Docker AWS Swift Kubernetes
Json Elasticsearch
Postgres Machine Learning
FIX Data Base Rabbit MQ

Who We Are

- Established in **2019**
- 3 partners, **60+ years of cumulative Financial Market Expertise**



Eric Languille | Chief Revenue Officer

- Former Finastra MD Central & Eastern Europe
- Former MD Europe at Calypso Technology (acquired \$3.7bn)
- Joined Terranoha in July 2021

20+ years of experience in the Fintech industry as a Sales MD



Olivier Virzi | Founder and CEO

- ACM former head of software development
- Co-founder of Olfa Trade, an FX market making platform sold to Finastra
- Co-founder of Terranoha

20+ years of experience in the software capital markets industry as a serial entrepreneur



Kiryll Pavlovich | Founder and CTO

- Designed Advanced Currency Market (ACM) entire platform
- Former Shareholder and CTO of Olfa Trade
- Co-founder of Terranoha

20+ years of experience in the Fintech industry