



TERRANOHA

INTELLIGENT FINANCIAL BRIDGE









Connect | Understand | Automate

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Can You Relate With These Situations?

-  Client can trade through App / Portal / FIX or API connectivity
-  Client keep sending us email/chat to get prices and trade
-  We need to manually process those messages
-  This is generating error risk
-  This is time consuming
-  Risk of missing some requests
-  Clients do not get answers in a timely manner
-  We have a P&L issue having people to manually process those orders

Customer Engagement app /
portal usage declining

Technology shift toward
messaging systems

**80% of Customer
Service Organizations
Will Abandon Native
Apps in favor of
Messaging by 2025**

Business apps/portals drives
poor adoption

Messaging unlocks new
distribution channels to capture
more volumes

Ability to capture business through
messaging systems becomes key

No real time answers

HR Constraints

Labor cost **Double entries error risk**

Jobs attractiveness

Poor capacity to scale

Missing request Multi-lingual teams

24/5

Distribution reach

Poor UX

Terranoha **value proposition**

100% Message based
RFQ/orders
automation

100% RFQ **Response time**
improvement



Down to 0 hours
in **manual tasks**

100% **Languages** covered



Infinite capacity
to **scale your business**

+

24/5 Service



Outperform
competition before
they do it



Secured
& audit trailed

**How about
meeting your
clients where
they are?**

Today

Your Portal & Mobile App



Automated



Your Liquidity & Trading Systems

Your Customers
Corporate, SME, HNWI,...

Manual

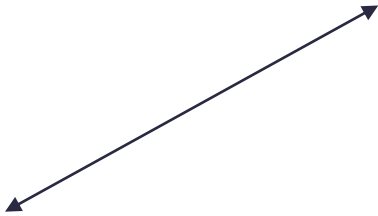
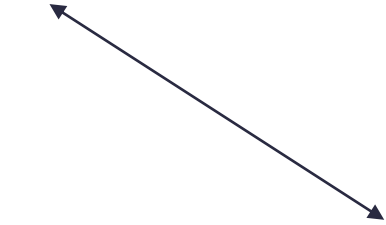
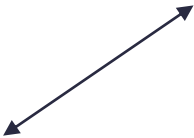


EMAILS



Your Trading Team

100%
Manual Processing



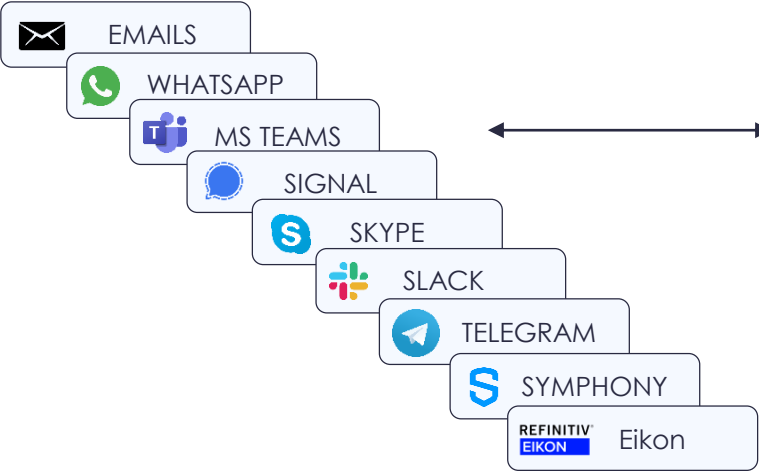
Tomorrow

Your Portal & Mobile App

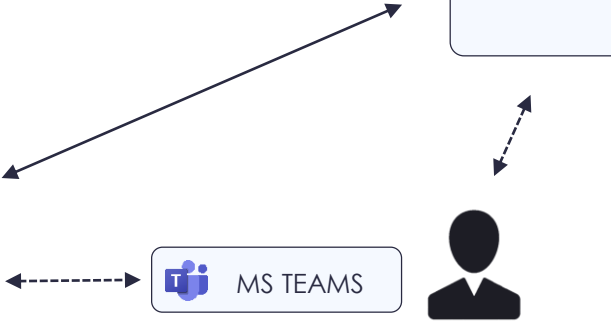


Your Customers

100% Automated



Authentication Audit-Trail



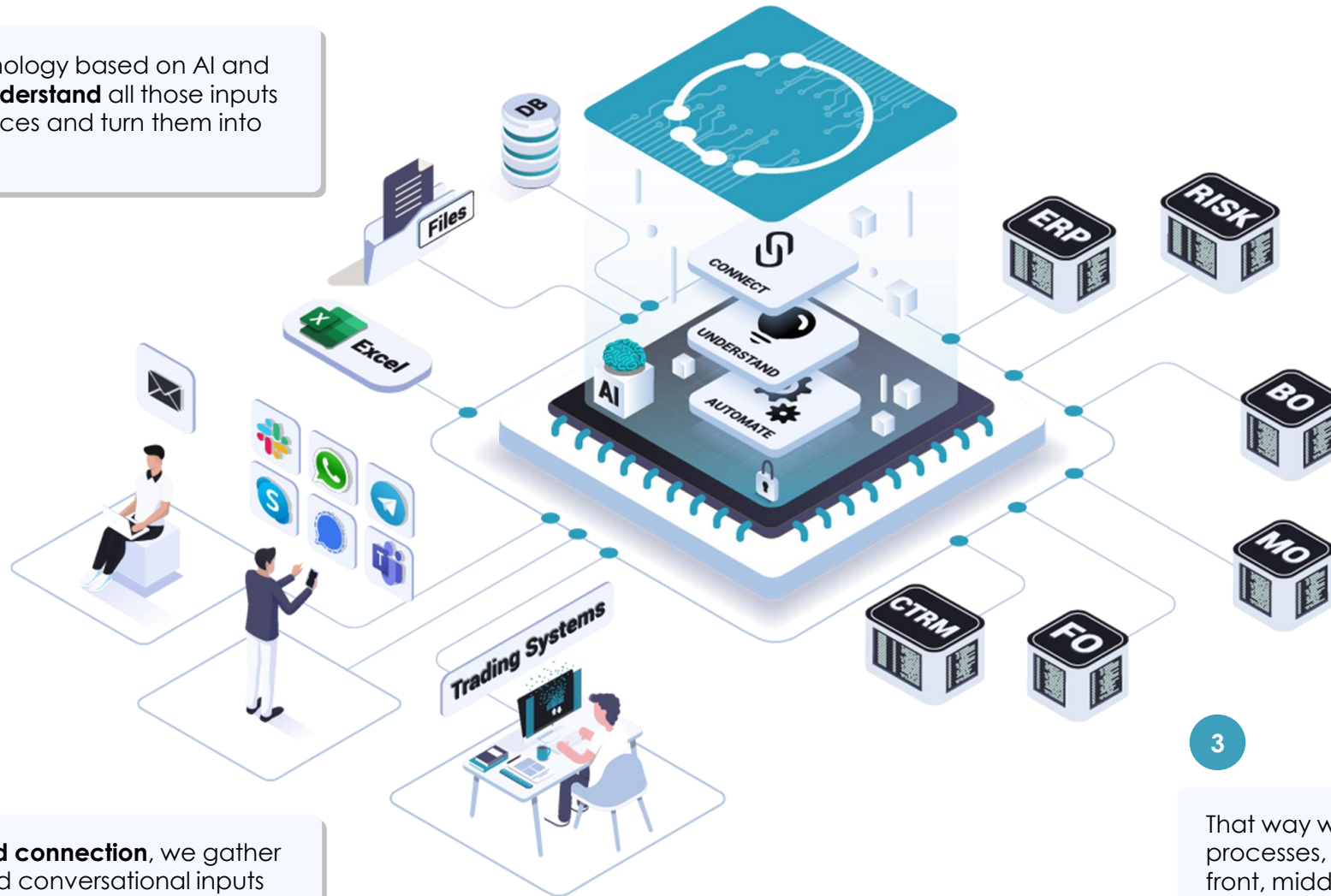
Your Trading Team

Exception & Large Order Management

Terranoha at a glance

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



1

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.

3

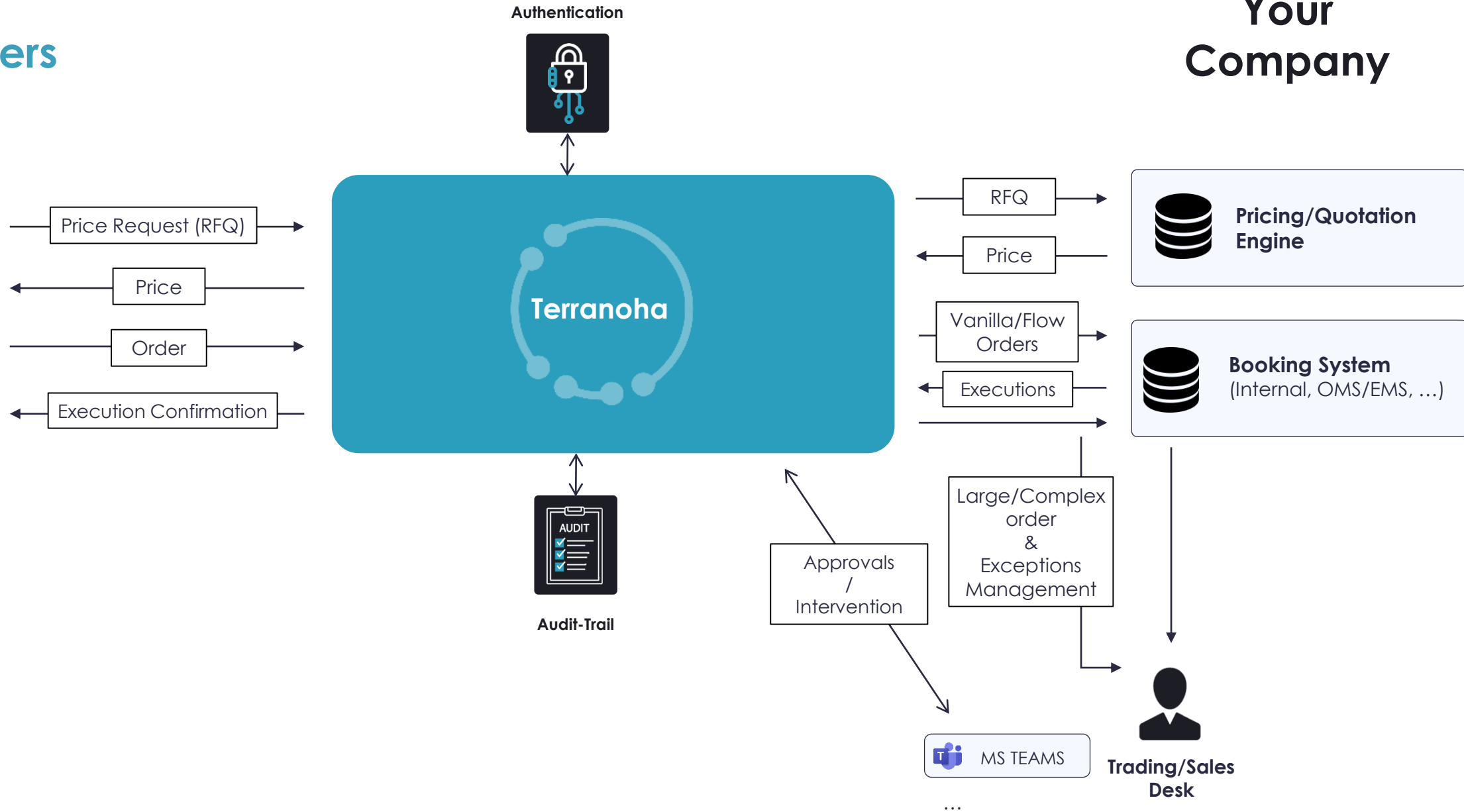
That way we can **automate** those manual processes, helping different teams in the front, middle and back office, with real-time responses free of human-error risk, enhancing the UX of both employees and clients.

Terranoha – RFQ Automation

Your Customers

Your Company

- EMAILS
- SYMPHONY
- REFINITIV EIKON
- SIGNAL
- MS TEAMS
- WHATSAPP
- SKYPE
- SLACK
- TELEGRAM
- ...



Terranoha – Publish your axes and reporting

Your Company



Your Database

BO/Booking
Core
Banking
CRM



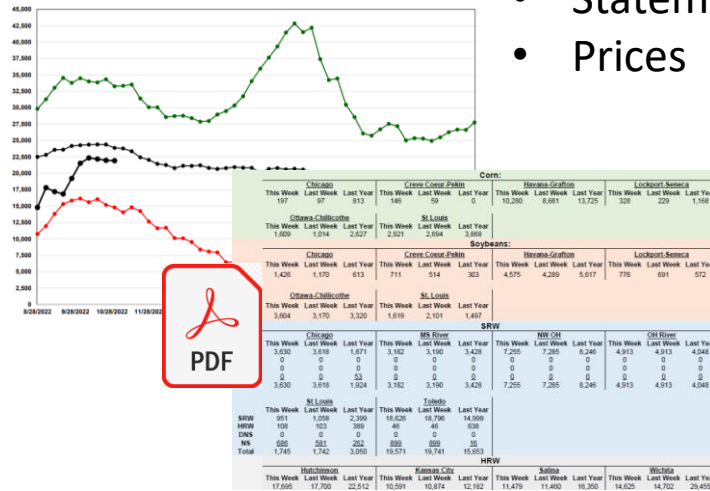
Your Desk

MS TEAMS

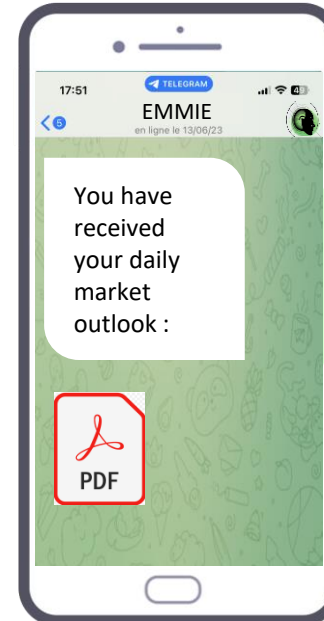
- Axis
- Analysis
- Statements
- Prices



- EMAILS
- SYMPHONY
- REFINITIV EIKON
- SIGNAL
- MS TEAMS
- WHATSAPP
- SKYPE
- SLACK
- TELEGRAM
- ...



Your Customers



Expand your Distribution Reach on any asset class: Listed, OTC,...

Play Video
Chat Futures Hedging



Play Video
Authentication & Audit Trail



Play Video
Ags OTC RFQ Automation



Play Video
Chat to RFQ



Play Video
Chat FX Hedging

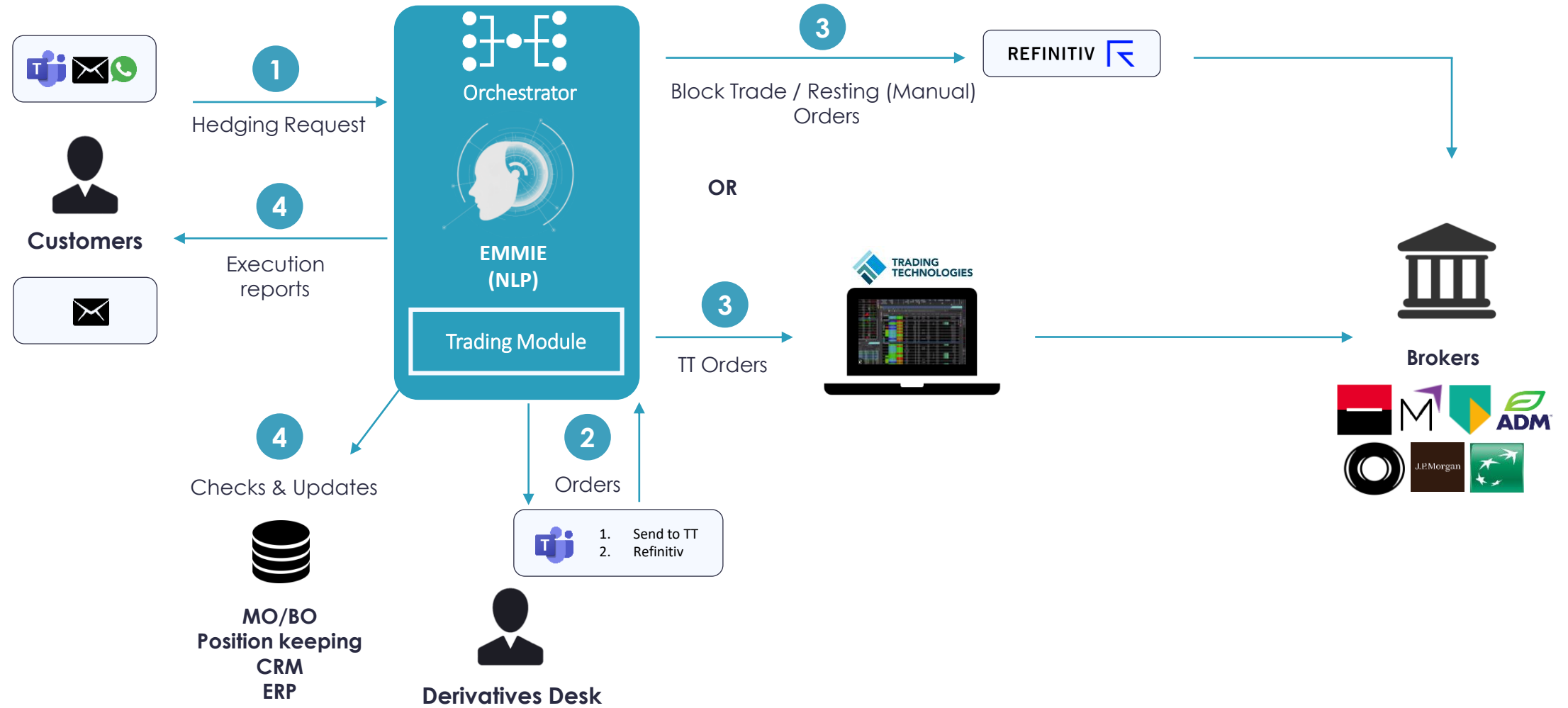


Play Video
Reporting on demand

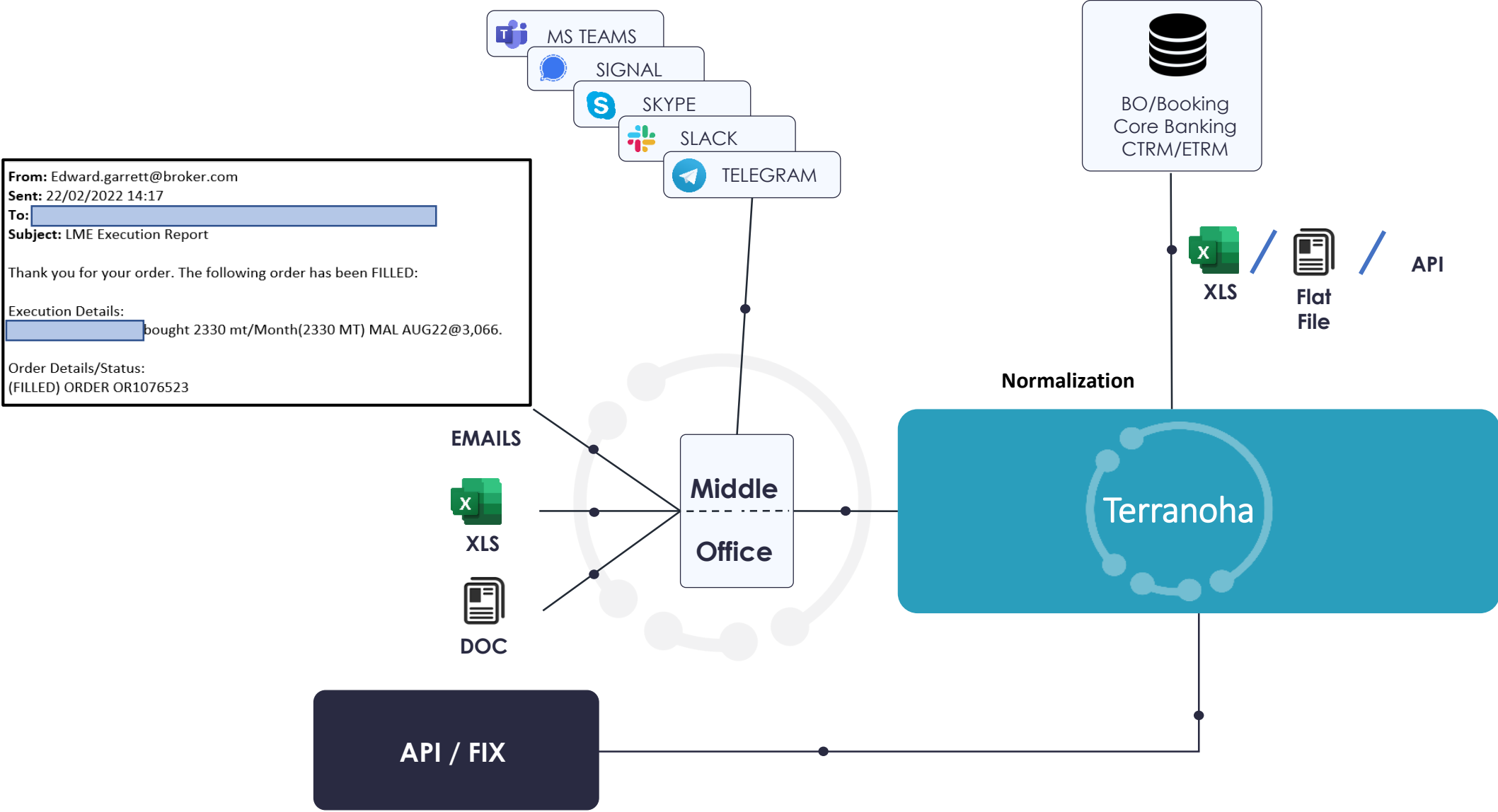


Client Uses Cases

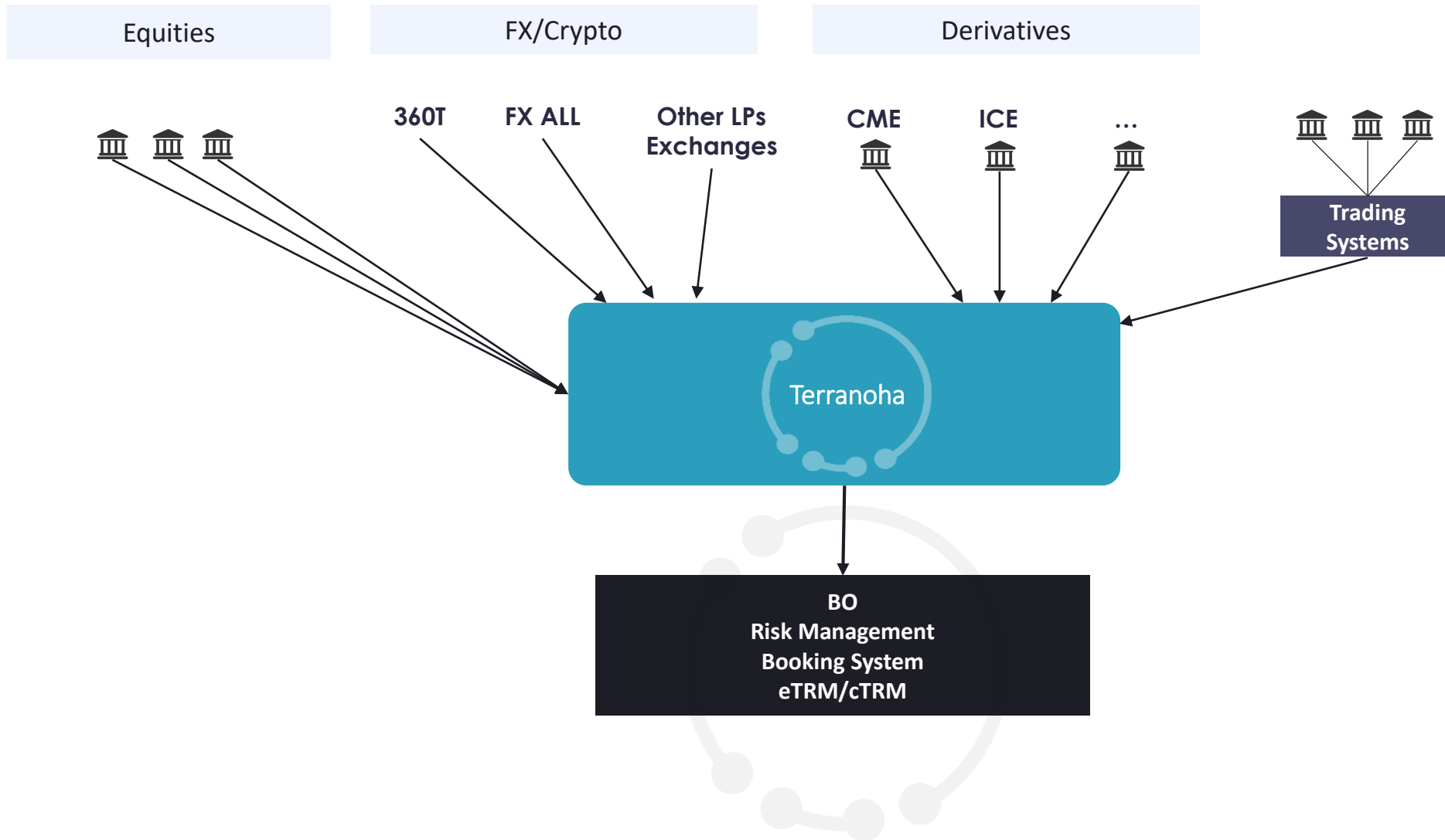
Client Use Case 1 : F&O Hedging Orchestration Workflow Automation



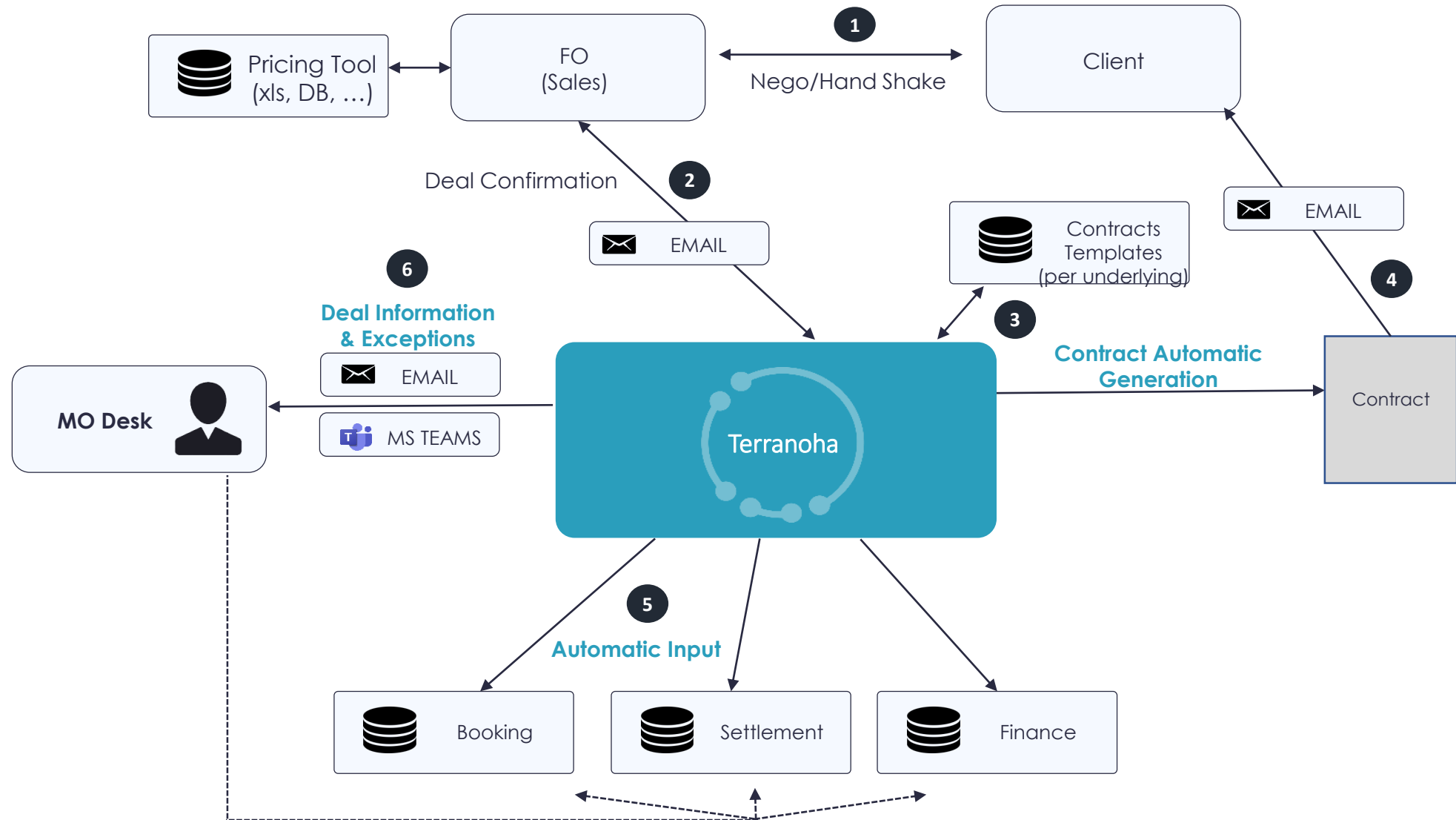
Client Use Case 2 : OTC Trade Entries / Post Trade Automation



Client Use Case 3 : Electronic Trading Post Trade Hub



Client Use Case 4 : Middle-Office Automation

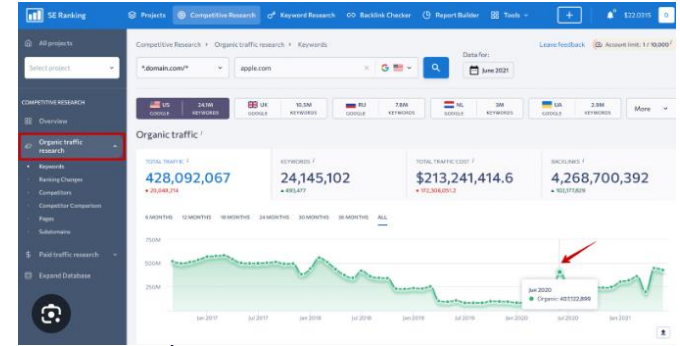


Client Use Case 5 : Data Capture & Normalization

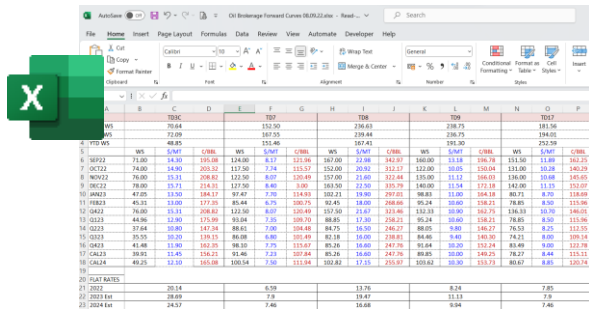
EMAILS

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

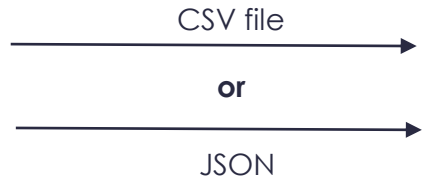
Oct: 210Z (NC) at 240Z (NC)
 Nov: 178Z (NC) at 200Z (NC)
 Dec: 155Z (-4) at 170Z (NC)
 Jan: 125H (NC) at 140H
 Feb: 120H (NC) at 140H
 Mar: 120H (NC) at 140H
 Apr: 93K (NC) at 95K (NC)
 May: 93K (NC) at 95K (NC)
 Jun: 87N (NC) at 92N (NC)
 Jul: 87N (NC) at 92N (NC)



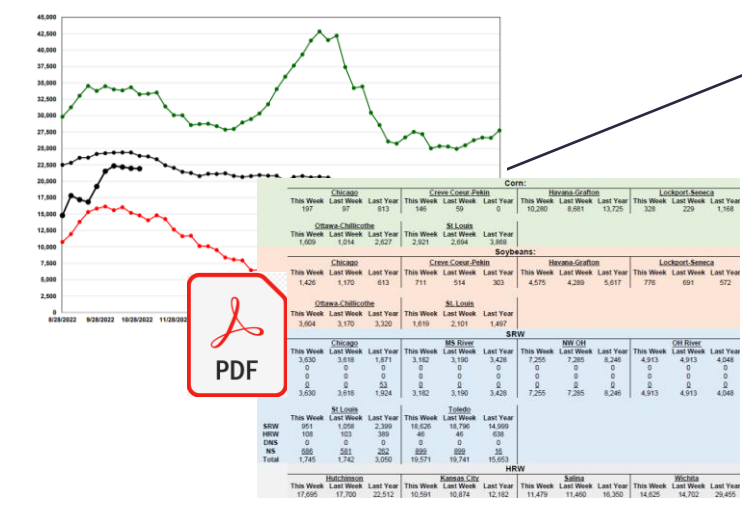
Website



Normalized Output









Database
BO
ERP
DataLake



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

Client Use Case 6 : Federation of Chats

Your Customers


- Liz  WHATSAPP
- Michael  SKYPE
- Paul  SLACK
- Silvia  TELEGRAM
- Jack  Eikon
- Lauren  EMAILS
- ...

Message



Your Company

Your Corporate Messaging System

 MS TEAMS

- Liz
- Michael
- Paul
- Silvia
- Jack
- Lauren

Authentication (optional)



Message

Audit-Trail



YOU

- **Improved user experience**
- **Improved efficiency**
- **Scale your business**
- **Messaging system, Language and Asset Class agnostic**

- **No more mistrade**
- **No more double entries**
- **No more error risks**
- **No more financial risk**
- **Full authentication**
- **Full Audit Trail**

- **Turnkey solution**
- **No IT footprint, fully Cloud Based**



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