



Marco Polo New World
Redefining Global Trading

Marco Polo's Chaperone Services Provides Non-US Brokers Access to US Buy-sides

US regulatory umbrella enables clients to focus on investment strategies and stronger returns

New York, NY – August 20, 2015 – A leader in frontier and emerging markets since 2000, Marco Polo Securities (MPS), a wholly-owned subsidiary of Marco Polo New World, continues to pioneer opportunities for clients with its Chaperone Services, a US regulatory umbrella enabling non-US brokers access to US Institutions. With these services, clients can be confident that they are in compliance with Rule 15-a-6 of the Securities and Exchange (SEC) Act of 1934, which provides an exemption from registration as a broker-dealer when dealing with US institutions. By partnering with MPS, clients can better focus on revenue and the strategic growth of their businesses.

US regulations had prohibited foreign brokers from making investment transactions with US investors; however, Rule 15-a-6 does allow an exemption from registering in the US if a chaperoning relationship is established and certain procedures are followed. Marco Polo's Chaperone Services allow foreign brokers to take full advantage of the exemption.

"In the past three years, the SEC has been aggressive about fining non-US brokers who are doing business in the US without proper registration or a chaperone partner," said Robert E. Masi, Managing Partner of Accordo Compliance Solutions LLC, a compliance consultancy to the financial services industry in the US. "It just wasn't worth taking this type of risk by doing it on our own," adds R Sreesankar, Head of Institutional Equities, Prabhudas Lilladher Private Limited, India. "So when we researched the chaperoning option, our research showed there were only a handful of firms that could help us. It wasn't a difficult decision to choose Marco Polo as our vendor partner, because they have a lot of experience with SEC regulations. In fact, its executives have been involved with Rule 15-a-6 since its initiation."

Phil Ciantro, Chief Compliance Officer, a recent Marco Polo hire, adds, "Marco Polo Securities has an in-depth understanding of the needs of the international broker and the hurdles they face when accessing US Institutional clients – both from a compliance and business perspective. To maximize efficiencies, the Marco Polo Securities team works with its clients to ensure the regulatory obligations are met, allowing them to focus on their business strengths and value propositions."

The Chaperone Services also provide clients with a single point of access to Marco Polo's long-standing relationships with US institutions and high frequency trading firms, saving brokers from the expense and investment of going through each institution's lengthy approval and reporting processes. "We're a growing shop, and time is money. We'd prefer to spend our resources on catering to clients' needs rather than responding to the long list of requirements for approval with each US firm," said Egemen Erden, Executive Vice President of Institutional Sales and Trading at Finans [Invest] Yatırım Menkul Değerler A.Ş., Turkey. "When we joined the Marco Polo community, we could not only leverage the existing relationships, but also take advantage of the routine reporting that was required by the SEC. It helped us focus on the higher priority company objectives."

Daniel Ibarra, Vice President of MPS, a recent hire from Enclave Capital, summarizes, "I'm excited to join the Marco Polo team, especially in this growth period. Marco Polo is a one-stop shop for foreign brokers who want to quickly access investments in the US markets. It offers a unique combination of regulatory expertise, international experience, cost-effectiveness, and US institutional knowledge, to help foreign brokers enter the US market with confidence and ease."

Marco Polo provides a suite of product and service offerings to its clients, making it convenient for them to accomplish most of their goals with one provider. The Chaperone Services reinforce Marco Polo's solutions and also demonstrates the firm's proactive commitment to its clients to be a pioneer at the forefront of emerging opportunities.

About Marco Polo New World

Marco Polo New World (www.MarcoPoloNewWorld.com) provides global brokers, high frequency trading firms, and other financial institutions with a host of services enabling our clients to trade multi-asset classes throughout the world via a single network connection. Currently providing connections to over 100 countries across the globe, this unique trading platform provides our clients with access to the largest international network of broker dealers and asset managers in the world. Clients benefit from neutrality and flexibility, backed by an experienced and knowledgeable service team at work around-the-clock to ensure the highest level of service and support at any time and in any market.

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