



Kantox

Antoni Rami

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ACC10
Competitivitat per l'empresa

Kantox Ltd is registered with the Financial Conduct Authority (FCA) under the PSR 2009 (reference 580343) for the provision of payment services.
HMRC Certificate of Registration for Money Laundering Regulation (MLR) is 12641987. UK Data Protection Act Registration (Nr. PZ2909796).

UK Headquarters
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1. Estructura del **mercat de divises**

2. Alternativa **Kantox**

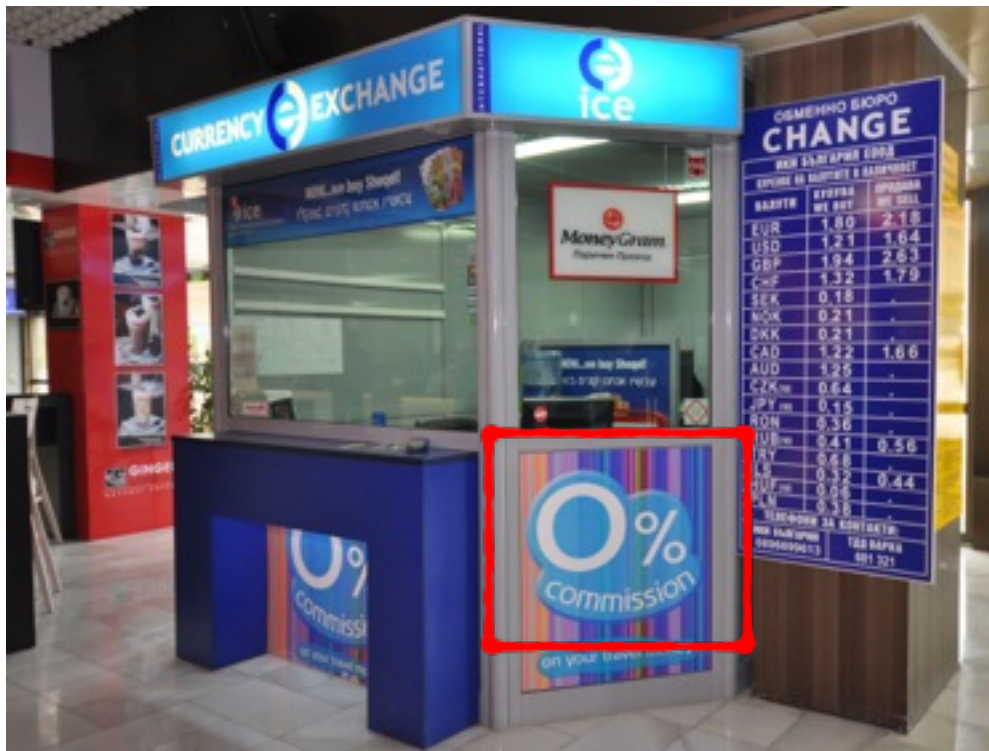
3. **DEMO** Kantox

4. Ronda de **preguntes**

5. **Networking**



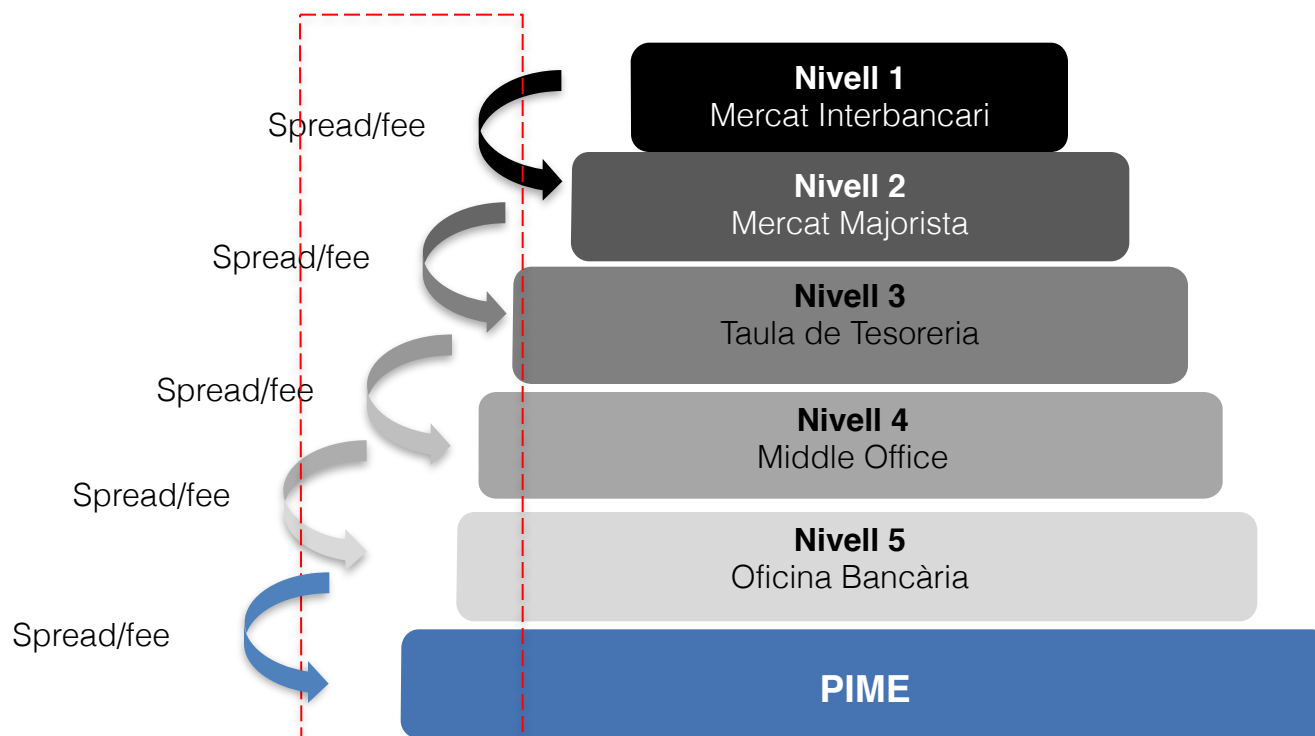
The airport Robbery!!



FOREIGN EXCHANGE SERVICES			
TODAY'S RATES			
		WE BUY	WE SELL
	United States	1.8363	1.4635
	Euro	1.4001	1.1090
	Australia	1.7560	1.3714
	Canada	1.8206	1.4196
	China	11.915	8.6789
	Denmark	10.352	8.211
	Hong Kong	14.241	11.163
	Japan	155.04	122.12
	Norway	10.347	8.091
	Singapore	2.2803	1.7516
	South Africa	16.104	12.182
	Sweden	12.061	9.800
	United Arab Emirates	6.8988	5.2857



- ¿Sense comissions?
- ¿Servei gratuït?
- ¿Condicions molt especials?



EXEMPLE REAL

Tipus de canvi EUR/USD ofert el 10/05/2013 a les 13h42

- **1.2923** ofereix el banc
- 1.3209 obtingut amb Kantox, el mid-market

$1.3209 - 1.2923 = 272$ pips de diferència =
comissió implícita del 2,1%

Exemple Real Operació Client



TRADE CLIENT DATA CLIENT

Operation Date	27/12/2012
Client buys	USD 200.000,00
Client sells	EUR 154.703,00
Rate Applied by BANK	EUR / USD 1,290000
Rate Applied by BANK (inverse)	USD / EUR 0,778927
Bank Commission disclosed	EUR 56,00
Bank Commission implicit	EUR 2.982,32
KANTOX RATE	EUR / USD 1,32009
KANTOX RATE (inverse)	USD / EUR 0,757709
Commission KANTOX (%)	0,19%
Commission KANTOX	USD 360,00
Commission KANTOX	EUR 287,86
AMOUNT PADI WITH BANK	EUR 154.703,00
AMOUNT PAID WITH KANTO	EUR 151.792,68
SAVING KANTOX	EUR 2.966,32
	USD 3.915,81



En el cas d'un pagament a proveïdor de 200.000 USD l'estalvi va ser de quasi 3.000€



- Aportem llum i 'justicia' en un món deliberadament obscur.
- Anàlisis d'estalvi. Commissions ocultes fins a 2,5%!
- Kantox: mid-market rate + fee transparent (0.09 - 0.29%).





¿Qui té **pagaments en USD**?

Aixequen la mà si us plau





¿Qui té **cobraments en USD?**

Aixequeu la mà si us plau





I... Voilà!

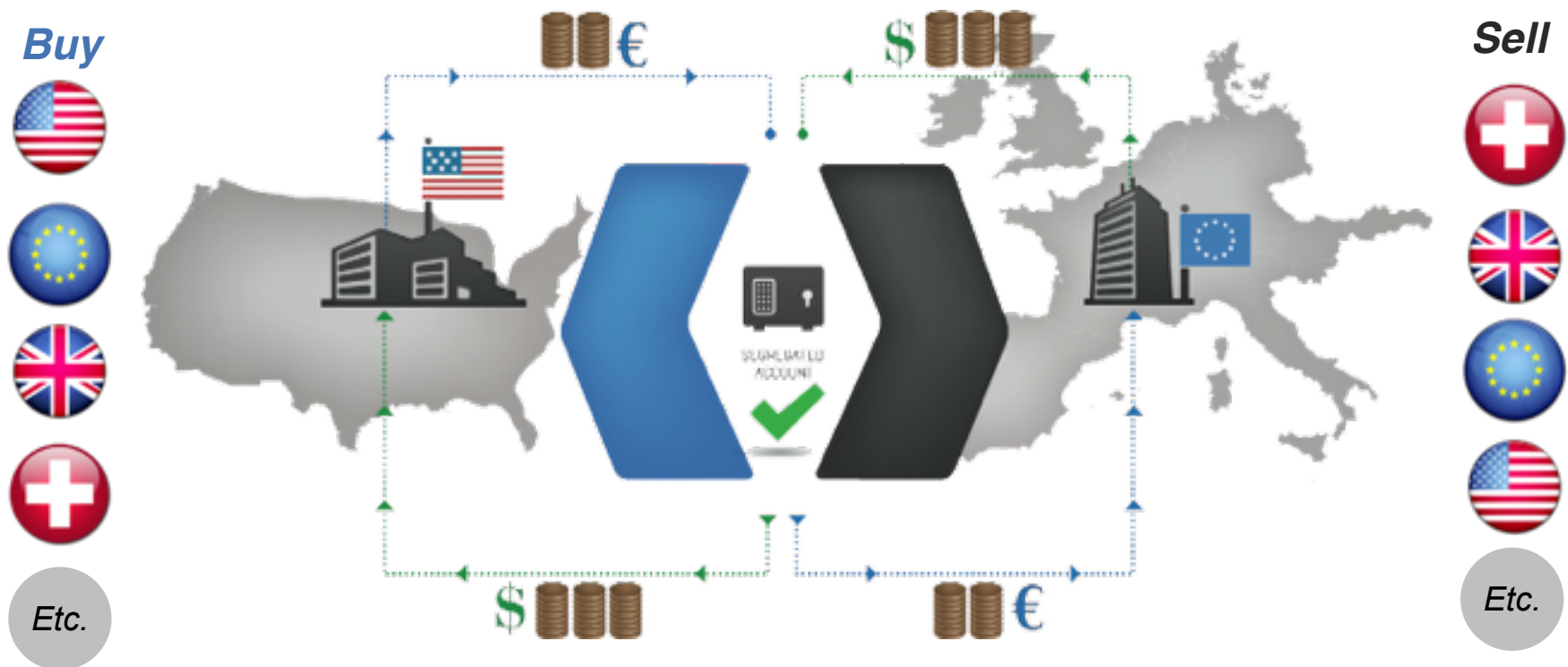


¿Com funciona Kantox?



P2P: SPOT & FORWARDS

Kantox opera com a central de compres: compra directament les divises al mercat majorista de divises a Londres, **traslladant** directament el preu als seus clients, de forma immediata i transparent.



¿Com funciona Kantox?



MERCAT MAJORISTA: SPOT & FORWARDS

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¿Quan estan estalviant els nostres clients?



- Comissions bancaries **0,3% - 3%**

Client	Farmacèutica Fact: 50 Millions Divises: 12 Millions	Turisme Fact: 1.000 Millions Divises: 100 Millions	Logística Fact: 180 Millions Divises: 10 Millions
Operació	Compra 500.000 \$ spot	Venta 1.300.000 \$ forward	Compra 100.000 \$ spot
	↓	↓	↓
Estalvi <i>Kantox</i>	8.915 € -(x7,5)	4.650 \$ -(x3,1)	1.140 € -(x6,7)
Estalvi Anual	132.000 €	470.000 €	114.000 €



- ✓ Divises
- ✓ Pagaments proveïdors
- ✓ Utilitzes cartes de crèdit
- ✓ Tens filials
- ✓ Financies les teves importacions
- ✓ Utilitzes factoring
- ✓ Treballes amb divises poc líquides
- ✓ Païssos exòtics





DEMO





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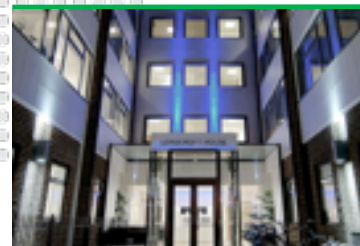
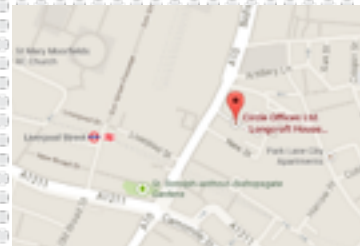
Our offices

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