

Welcome

With Autumn approaching fast, we look back on the last three months which were, for equity markets at least, somewhat less volatile than the corresponding period last year. The effects of the credit crunch which began a year ago are still being felt and at the time of writing both the US, UK and the Eurozone economies are teetering on the brink of recession.

Many commodity markets have been racing to record highs only to see large retracements and extreme volatility intraday. These exciting markets look set to continue for some time to come, presenting investors with a multitude of new trading opportunities. As more and more pit traded contracts migrate to screen based trading, now may be the ideal time for clients to look at our online trading platform, SMART, which having celebrated its first anniversary in July is profiled in this edition of VIP.



Mark Greenaway
Head of Sucden Private Client Services

News

Market news:

The FTSE 100 saw a modest recovery recently, with investors reassessing risks and buying stocks seen as relatively cheap. The market was oversold in line with the US dollar depreciation. However, the picture changed and the greenback rallied from the start of August. Investors started liquidating the overbought euro after the ECB suggested that growth in the Eurozone was slowing faster than the central bank had expected. Many investors saw this as a clear sign that interest rates in the Eurozone have peaked and started revaluing their portfolios, accounting for weakening growth in Europe and not just the US. There is little doubt that the economic slow down has become global and that US mortgage related credit problems have spread far beyond domestic markets, with an overall tightness on global credit markets. Banks are reluctant to lend to each other, while business confidence and consumer sentiment tumbled from the US to Australia. In addition, it seems that rallying commodities have run out of steam. Commodities and commodity related stocks remained under pressure amid risk aversion and anxiety over a global economic slowdown. The Reuters-Jefferies CRB index, a common gauge for the commodity sector, showed its worst monthly performance in 28 years, coming off by 10% in July. CPI inflation reached 4.4% in July, well above forecasts and the BoE's target of 2%. In its August outlook the BoE stated that 'the adjustment of the UK economy to higher commodity prices and a more realistic pricing for credit will be painful'. So, despite companies producing better than expected results over the last month, the fact still remains that profits are falling as slowing growth continues to take its toll.

PCS News:

Having passed the first anniversary of its launch, we are highlighting SMART - Sucden's multi-product online trading platform in this issue of VIP. It has been a very busy and successful year following the launch of this new initiative and we are looking forward to developing the electronic trading side of the business further.

Our educational option seminars which have proved very popular over recent years, are being planned for both Birmingham and Swansea in the Autumn. These will be run in conjunction with investment clubs in the area, but will be open to all; please keep an eye on our website where details will be announced shortly.

If you are interested in Sucden organising a seminar in your area please telephone Mark Greenaway or Julia Williams on **020 7940 9680** to discuss further or email us on pcs@sucden.co.uk.



Best Futures & Options Broker



Staff Profile

Ash Devani has been with Sucden as an Account Manager with specific responsibility for SMART clients since January 2007. Ash joined the company when SMART was still in the development phase and as such played a key role in bringing this product to the market; if there is anything Ash doesn't know about SMART it's probably not worth knowing!

Ash graduated from Southampton University with a degree in Business Economics and Accounting and joined Pershing Securities as a graduate trainee.

He then worked for two other firms assisting one to set up a CFD desk and the other to develop their options trading business before joining Sucden (UK) Limited. He is an MSI (Member of the Securities Institute) and is currently studying for the final paper of the Chartered Financial Analyst qualification.

When he hasn't got his head stuck in a study book, Ash has a variety of outside interests including travel, cars and motorbikes and both playing and watching sport. His sporting credentials do however warrant further investigation, as he begins rolling out the excuses a good month before the annual City 5km road race in July! We have recently discovered a further and, until now, very much hidden karaoke 'talent'. We are still awaiting his gala performance. However, with Amy Winehouse heading his top karaoke hits list we are sure we are in for a treat, perhaps we have a star amongst us...

A Year On.... What can we offer?

It has been a year since we launched our electronic trading platform **SMART**, a multi product trading platform that enables customers to trade Futures, CFDs, Equities and FX electronically online. The ability to be able to offer our customers an alternative to our telephone service has been very well received.



We launched SMART last year in response to demand from customers who required the flexibility online trading can offer. In particular, in relation to Futures and CFDs products. Ultimately, we have been able to offer our customers a platform that can also facilitate the trading of Equities and FX, as well as providing charting and news packages.

SMART Online Products



Futures: SMART connects investors to futures exchanges around the world. With over 300 online-traded futures contracts, investors can trade a variety of products, including:

- Financial Futures: bonds, interest rates, currencies & indices.
- Precious Metal Futures: gold, silver, platinum, palladium, as well as copper.
- Energy Futures: e-miNY energies, crude, heating oils, gasoline & natural gas.
- Agricultural Futures: softs, meats and grains.

Contracts for Difference: Contracts for Difference or CFDs are derivative products empowering the trader to take long and short positions on the underlying instruments. CFDs are traded on margin, enabling a serious investor to gear his portfolio positions in order to actively take full advantage of market movements. You can choose from over 20 stock exchanges, with over 3000 individual equity instruments and stock indices.

Equities: You can trade stocks on over 20 of the world's largest exchanges. Get an in-depth view of the market with Level 2 Market Depth (through subscription agreement). There is also, direct access to live stock prices (through subscription agreement). SMART has low, fixed trading rates and transparent pricing.

FX: There are over 140 currency crosses. SMART has streaming prices for spot, forward outright and FX options. We offer industry-best pricing, aggregated from tier 1 liquidity providers. To assist your FX trading needs, there is streaming news from premium financial sources, in addition to advanced charting and technical analysis tools.

We would invite you to download a free SMART demo. Your free download will include a trial account of a notional £100,000. The account is active for 30 days, during which time you can experience the full range of SMART's advanced trading functionality.

In the Autumn/Winter 2008 we will be running a series of workshops at our offices to demonstrate the platform and ensure customers are able to make full use of its functionality. Dates for these workshops will be posted on our website. We also run one-to-one online Webinar training sessions; if you are interested in either of these options please contact one of the team.

For more information on the **SMART** platform please call us free on **0800 121 8998**, or visit our website at **www.sucden-smart.co.uk**.

Contact Us

Private Client Services
Sucden (UK) Limited
 5 London Bridge Street
 London, SE1 9SG

Tel: +44 (0)20 7940 9680
 Fax: +44 (0)20 7940 9605
 Email: pcs@sucden.co.uk
 Web: www.sucden.co.uk/pcs

Risk Warning:

You should not deal in derivative products unless you understand the nature of the contract you are entering into and the extent and exposure of your risk. You should be satisfied that the contract is suitable for you in light of your circumstances and financial position.



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