

A background image of a financial data table with various columns and rows of numbers and text, including "DESIF4 DEC09", "last 0.7800", "0.8335", "0.8340", "2.2100", "last 2.2106", "last 4.40", "DESIF4 DEC09 PUT 0.45", "TLV CFD", "EUR/RON SEP10", "EUR/RON MAR10", "DESIF4 DEC09 CALL 0.6", "DESIF4 DEC09 PUT 0.45", "EUR/RON MAR10", "DESIF4 DEC09 CALL 0.6", "0.0870", "0.0877", "4.3210", "393", "last 4.321".

AFM 2010 annual conference

# Marketing through education

Darius Cipariu - Deputy Managing Director

SIBIU EXCHANGE

March 3th 2010



A background image of a financial market data table, likely from a trading platform. The table is filled with various market data points, including prices, volumes, and contract types. Visible text includes "DESIF4 DEC09", "TLV CFD", "EUR/RON SEP10", "EUR/RON MAR10", "DESIF4 DEC09 PUT 0.45", "DESIF4 DEC09 CALL 0.6", "DESIF4 DEC09 PUT 0.45", and "EUR/RON MAR10". Prices and volumes are displayed in various colors (blue, green, red) to indicate market movements.

## SIBIU Exchange

**1997 – first futures contract**

**2004 – licensed by The Securities Commission**

**2006 – peak turnover 4,2 m. contracts**

**2007 – all time high on stock market 3,4 m. contracts**

**2008 – end of good times ..... beginning of marketing**

DESIF4 DEC09	0.7794 277	0.7800 170	last 0.7800 ▶	DESIF4 MAR10	0.8335 854	0.8340 555	last 0.8340 ▲	DESIF4 DEC09 PUT 0.45	2.2100 255	2.2106 213	last 2.2106 ▲	EUR/RON MAR10   Price Ticker	4.3210 393	last 4.3210
DESIF4 DEC09 PUT 0.45	485	0.0870	0.0877	161	0.0870	-0.0007	-0.0007	367	40840	40112	728	0.0877	0.0877	0.0870
TLV CFD	255	2.2100	2.2106	213	2.2106	0.0106	0.0106	321	11960	11488	472	2.2106	2.2106	2.2106
EUR/RON SEP10	562	4.4000	4.4012	578	4.4012	-0.0508	0.0012	127	942	692	250	4.4000	4.4012	4.4000
EUR/RON MAR10	393	4.3210	4.3218	375	4.3218	0.0161	0.0008	52	1192	1092	100	4.3210	4.3218	4.3210
DESIF4 DEC09 CALL 0.6														
DESIF4 DEC09 PUT 0.45   Price Ticker		0.0870	0.0877	161										
EUR/RON MAR10   Price Ticker													4.3210	393
														last 4.3210





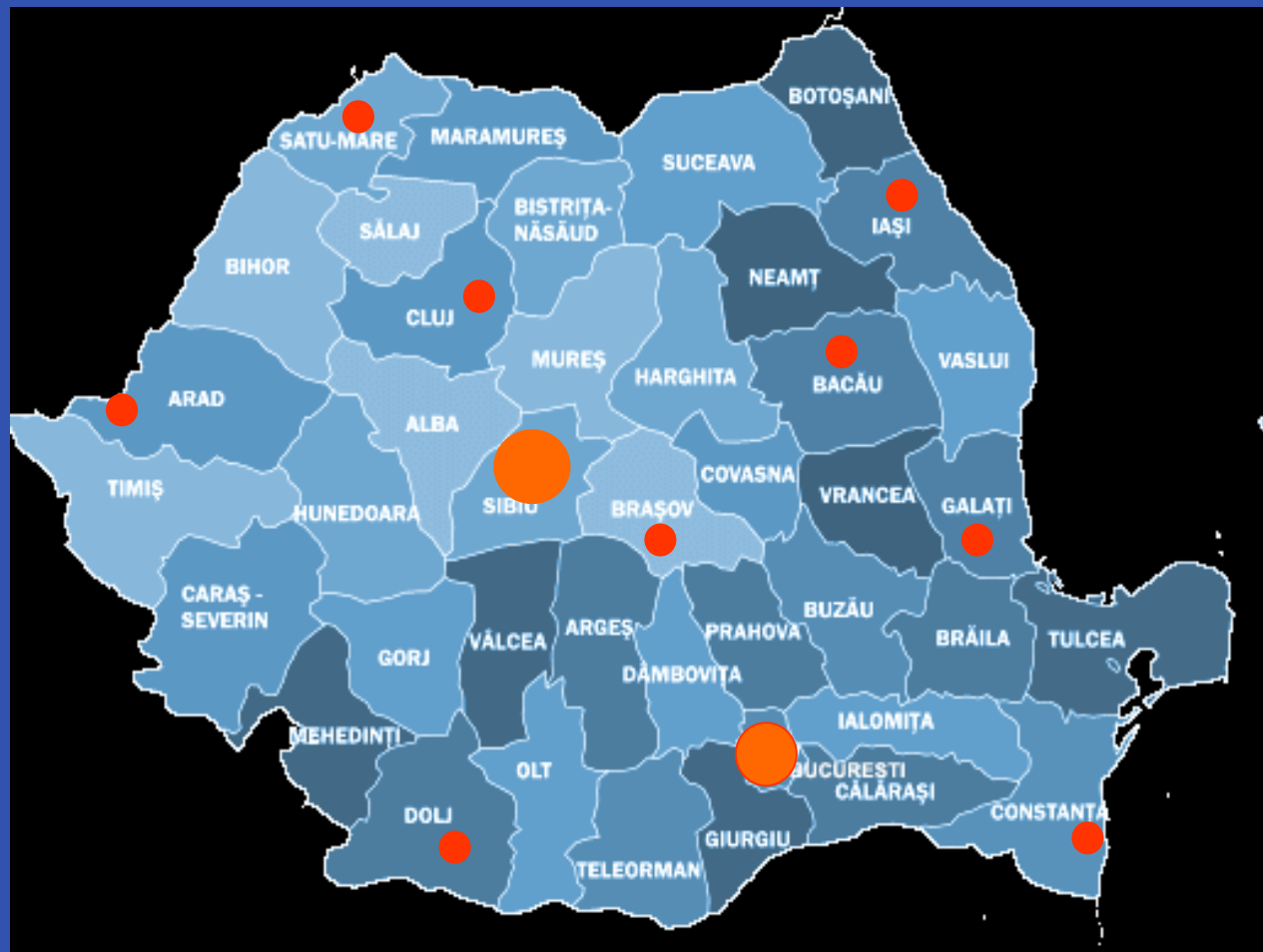
DESIF4 DEC09	0.7794 277	0.7800 170	DESIF4 MAR10	0.8335 654	0.8340 555	2.2100 255	2.2106 219	last 2.2106 ▲	0.0877	0.0877	0.0870		
DESIF4 DEC09 PUT 0.45	466	0.0870	0.0877	161	0.0870	-0.0007	367	40840	40112	726	0.0877	0.0877	0.0870
TLV CFD	255	2.2100	2.2106	213	2.2106	0.0106	321	11960	11488	472	2.2106	2.2106	2.2106
EUR/RON SEP10	552	4.4000	4.4012	578	4.4012	-0.0588	127	942	692	250	4.4000	4.4012	4.4000
EUR/RON MAR10	393	4.3210	4.3218	375	4.3218	0.0161	52	1192	1092	100	4.3210	4.3218	4.3210
DESIF4 DEC09 CALL 0.6						0.0008							
DESIF4 DEC09 PUT 0.45		0.0870	0.0877										
EUR/RON MAR10											4.3210	393	last 4.321

Educational campaign  
road shows  
spring 2008

Seminars dedicated to  
potential investors

Advertising in mass  
media

Futures market for  
beginners





DESIF4 DEC09	0.7794 277	0.7800 170	last 0.7800 ▶												
DESIF4 DEC09 PUT 0.45	485	0.0870	2.2100	2.2106	161	0.0870	-0.0007	-0.0007	367	40840	40112	728	0.0877	0.0877	0.0870
TLV CFD	255	2.2100	2.2106	213	2.2106	0.0106	0.0106	0.0012	127	942	692	250	4.4000	4.4012	2.2106
EUR/RON SEP10	552	4.4000	4.4012	578	4.4012	-0.0508	0.0012	0.0008	52	1192	1092	100	4.3210	4.4012	4.4000
EUR/RON MAR10	393	4.3210	4.3218	375	4.3218	0.0161	0.0008						4.3210	4.3218	4.3210
DESIF4 DEC09 CALL 0.6		0.0870	0.0877	161	0.0877								0.0877	0.0877	0.0870
DESIF4 DEC09 PUT 0.45		2.2100	2.2106	161	2.2106								2.2106	2.2106	2.2106
EUR/RON MAR10		4.3210	4.3218	375	4.3218								4.3210	4.3218	4.3210

## SIBEX derivatives tour

“Did you know that you can earn money even when the stocks drop ?”

Your sock portfolio can be protected against price fall !”

Curs “Inițiere în tranzacționarea derivatelor”

Brașov, 18 - 19 aprilie 2008

2 days presentations in each location

Local brokers as partners

Advertising banners on Sibex and broker’s website’s

(online registration, free access)

Curs  
“Inițiere în  
tranzacționarea derivatelor”

București,  
9 - 10 mai 2008



DESIF4 DEC09	0.7794 277	0.7800 170	DESIF4 MAR10	0.8335 854	0.8340 555	2.2100 255	2.2106 213	last 4.40						
DESIF4 DEC09 PUT 0.45	485	0.0870	0.0877	161	0.0870	-0.0007	-0.0007	367	40840	40112	728	0.0877	0.0877	0.0870
TLV CFD	255	2.2100	2.2106	213	2.2106	0.0106	0.0106	321	11960	11488	472	2.2106	2.2106	2.2106
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DESIF4 DEC09 CALL 0.6														
DESIF4 DEC09 PUT 0.45		0.0870	0.0877											
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DESIF4 DEC09 CALL 0.6		0.0870	0.0877											
EUR/RON MAR10														

## Background campaign

**Short** operations advantages advertised on internet websites (financial publications, forums).



Știi că  
la bursă poți să câștigi  
chiar și atunci  
când acțiunile scad ?

[www.sibex.ro](http://www.sibex.ro)

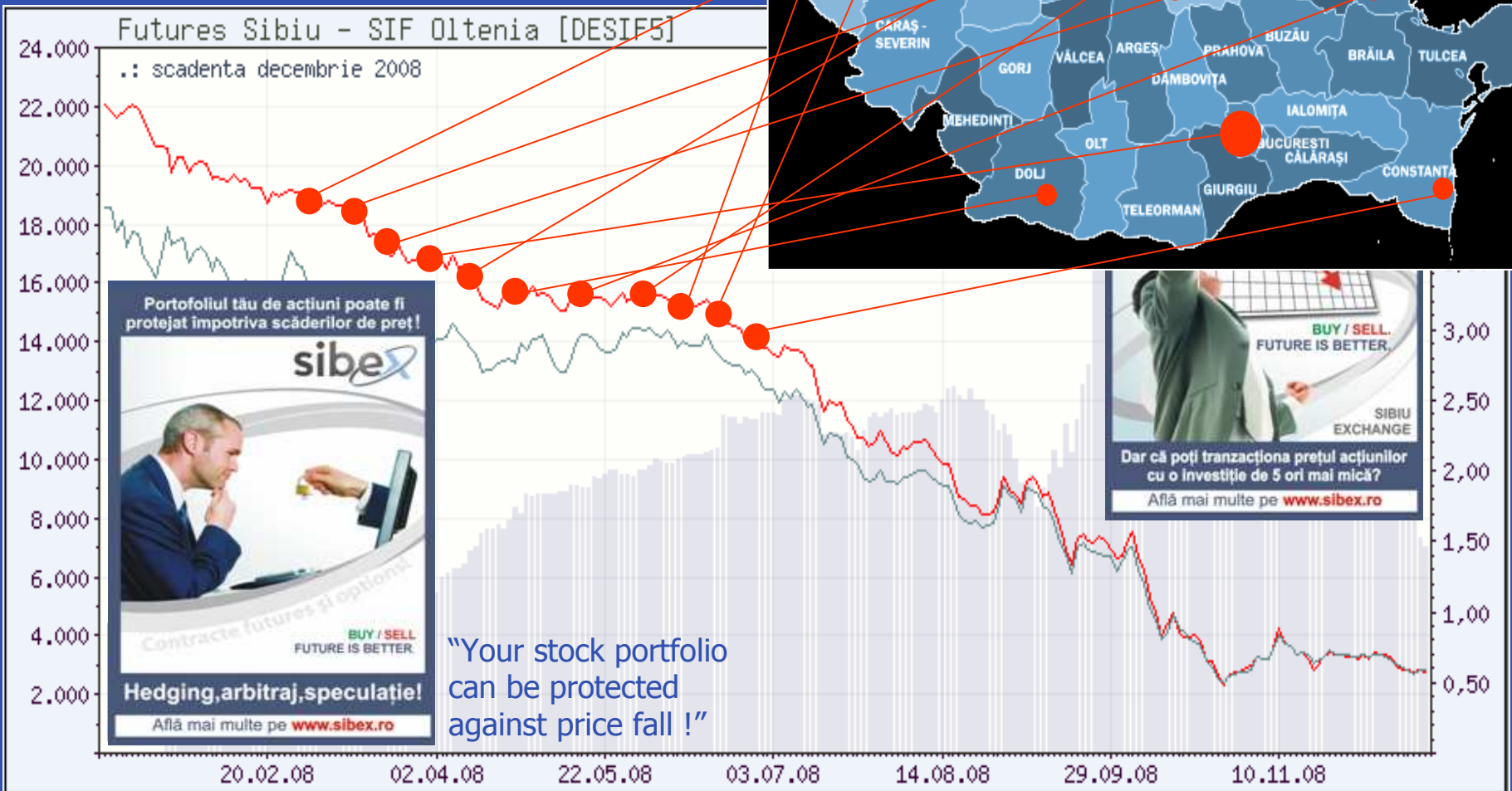
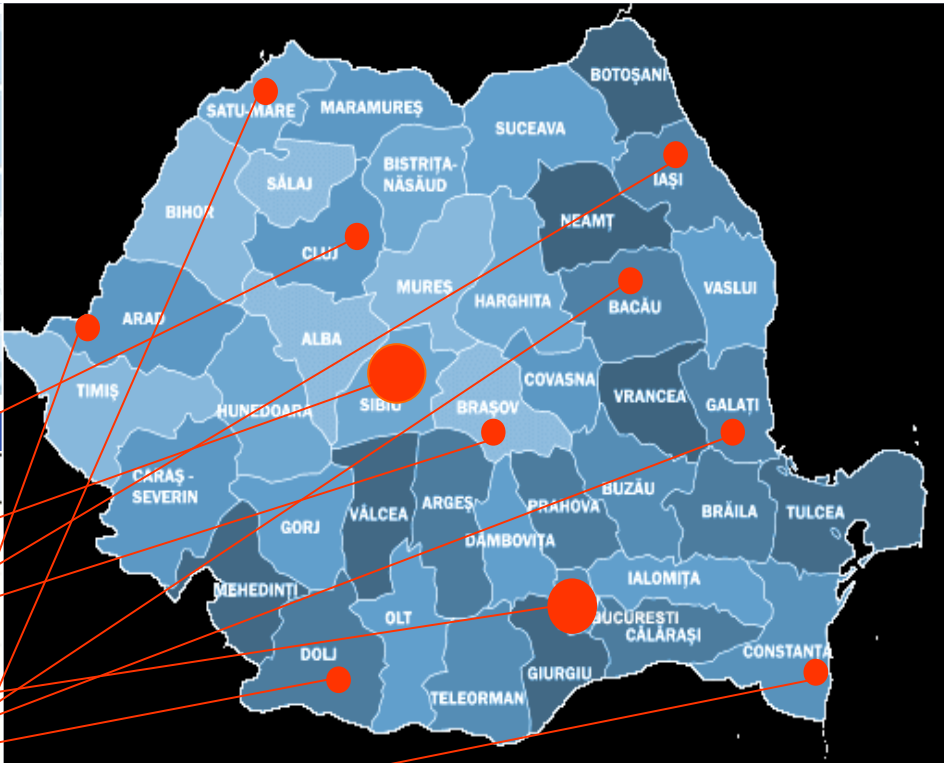


DESIF4 DEC09	0.7794 277	0.7800 170	last 0.7800 ▶	DESIF4 MAR10	0.8335 854	0.8340 555	last 0.8340 ▲	DESIF4 DEC09 PUT 0.45	2.2100 255	2.2106 213	last 2.2106 ▲	EUR/RON MAR10   Price Ticker	4.3210 393	last 4.3210
TLV CFD	485	0.0870	0.0877	161	0.0870	-0.0007	-0.0007	367	40840	40112	728	0.0877	0.0877	0.0870
EUR/RON SEP10	255	2.2100	2.2106	213	2.2106	0.0106	0.0106	321	11960	11488	472	2.2106	2.2106	2.2106
EUR/RON MAR10	562	4.4000	4.4012	578	4.4012	-0.0508	0.0012	127	942	692	250	4.4000	4.4012	4.4000
DESIF4 DEC09 CALL 0.6	393	4.3210	4.3218	375	4.3218	0.0161	0.0008	52	1192	1092	100	4.3210	4.3218	4.3210
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DESIF4 DEC09	0.7794	0.7800
	277	170
	last 0.7800 ▶	
DESIF4 DEC09 PUT 0.45	46	
TLV CFD	25	
EUR/RON SEP10	55	
EUR/RON MAR10	39	



Portofoliul tău de acțiuni poate fi protejat împotriva scăderilor de preț!

**sibex**

Contracte futures și opțiuni!

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Hedging, arbitraj, speculație!

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SIBIU EXCHANGE

Dar că poți tranzacționa prețul acțiunilor cu o investiție de 5 ori mai mică?

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"Your stock portfolio can be protected against price fall !"



## SIBEX derivatives tour

March – June 2008

“Did you know that you can earn money even when the stocks drop ?”

Your sock portfolio can be protected against price fall !”

What is futures ?

Long / Short

Futures vs spot (single stock futures / stock )

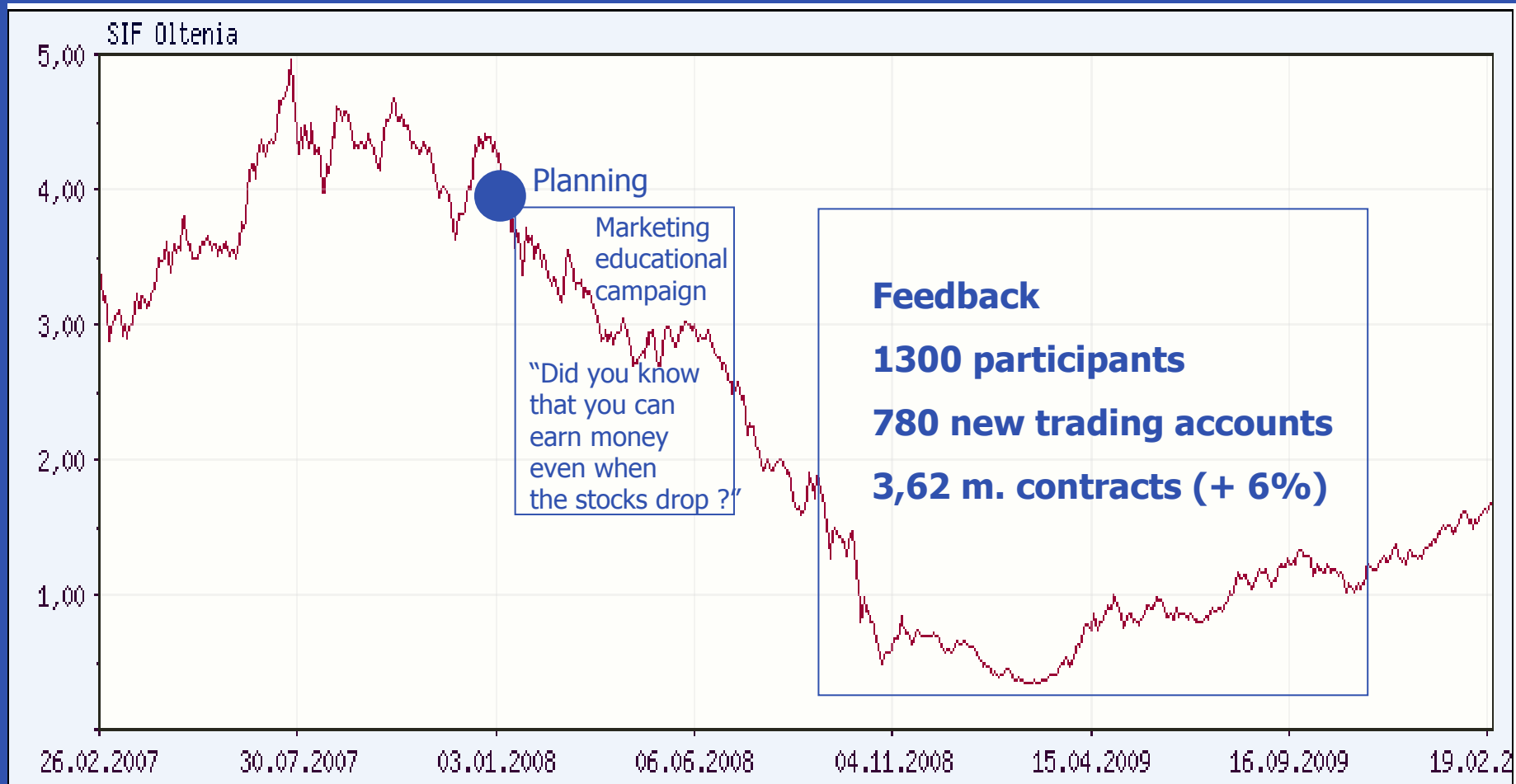
Hedging and Arbitrage

Trading mechanism

Acces to SIBEX market



DESIF4 DEC09	0.7794 277	0.7800 170	last 0.7800 ▶	DESIF4 DEC09 PUT 0.45	485	0.0870	0.0877	161	0.0870	-0.0007	-0.0007	367	40840	40112	728	0.0877	0.0877	0.0870
TLV CFD	255	2.2100	2.2106	last 2.2106 ▲	DESIF4 DEC09 CALL 0.6	213	2.2106	213	2.2106	0.0106	0.0106	321	11960	11488	472	2.2106	2.2106	2.2106
EUR/RON SEP10	562	4.4000	4.4012	last 4.4012 ▲	DESIF4 DEC09 PUT 0.45   Price Ticker	578	4.4012	578	4.4012	-0.0508	0.0012	127	942	692	250	4.4000	4.4012	4.4000
EUR/RON MAR10	393	4.3210	4.3218	last 4.3218 ▲	DESIF4 DEC09 CALL 0.6   Price Ticker	375	4.3218	375	4.3218	0.0161	0.0008	52	1192	1092	100	4.3210	4.3218	4.3210
DESIF4 DEC09 CALL 0.6	0.0870	0.0877	161	last 0.0877 ▲	EUR/RON MAR10   Price Ticker	4.3210	393	last 4.3210										



A complex financial data table with multiple columns and rows, overlaid with a semi-transparent effect. It contains various numerical values, some with up/down arrows, and text labels such as "DESIF4 DEC09", "EUR/RON SEP10", and "DESIF4 DEC09 CALL 0.6".

Thank you

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