

OBSIDIAN  
ACHERNAR



BROCHURE

**'OUR VISION IS  
TO BE A LEADING  
BROKERAGE FOR  
THE AFRICAN  
MARKETS'**

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## ABOUT US

We are an Africa focused firm that specializes delivering high-quality brokerage services for a broad range of financial products that are designed to meet the needs of our clients in a constantly evolving market environment. We also provide our clients with a high quality advisory and execution services for FICC (Fixed Income, Currencies and Commodities).

The firm has 15 professionals across the globe, 11 of whom are based in London, with key teams in Accra and Abuja and an established network of partners based across Kinshasa, Brazzaville, Yaounde, Free Town, Abidjan, Nairobi and Arusha. OBSIDIAN has banking relationships with international Banks, Pension funds and Hedge Funds across the west and works with a network of different banks in various markets in our region of focus.

We pride ourselves on customer service and our always on hand to help with our dedicated team.



At Obsidian Achnar (OA Markets) we are excited about Africa's emerging economic potential and are committed to supporting private-sector led growth on the continent by providing onshore institutional clients access to leading financial services

As a wholly owned Ghanaian firm we understand what it means to do business in Africa whilst holding ourselves to a dynamic International standard. Our vision is to be a leading brokerage for the African markets as it matures.



Offering unrivaled Financial and Commodity market coverage across Currencies, Fixed Income, Metals, Agricultural and Energy products. We do so with extensive services, diversified client base, platform scalability, and leading proprietary technology, data and analytics offerings.

# WHAT WE DO

Currencies • Fixed Income • Commodities  
OBSIDIAN ACHERNAR helps eliminate boundaries with:



## FINANCIAL SERVICES

Financial services that are normally reserved for large companies.



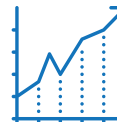
## SOURCING

Sourcing competitively priced Currencies solutions when trading against West African Currencies.



## CURRENCY SERVICES

Tailored currency services for both Importers and Exporters in Ghana including hedging.



## BOKERAGE

Brokerage and Market making for Commodities.

## OUR TEAM

With extensive expertise in consulting and project management services across a broad range of sectors. Our executive Teams consistently sets high standards of integrity and professionalism to ensure that we work closely with our clients to understand their business aims and help focus their needs.





## **ASHLEY THOMPSON-MACCARTHY**

**// SENIOR OPERATIONS DIRECTOR (GHANA)**

Ashley serves as the CEO and Head of Currencies & Commodities for the firm and has a history of trading Foreign Exchange, Equities and Commodities. He began his career in Finance by joining a Middle-East focused multi-family office that managed over \$100m in funds under management.

He initially focused on sell side trades in the futures commodities markets and progressed quickly within the firm to cover buy-side opportunities as well.

Prior to joining OBSIDIAN, Ashley was a Senior Partner at Reflex Eco Group – an African focused Private Equity advisory and commodities trading firm – which he co-founded.

Reflex played a key role in a number of debt finance and private equity investments including raising \$32m for a Ghana-based Teak plantation business and a \$70m transaction for a high growth transportation business also based in Ghana.





## **RICHARD MENSAH**

**// EXECUTIVE DIRECTOR (UNITED KINGDOM)**

Richard has extensive entrepreneurial experience and began his career with the launch of Airbourne Pictures – where he worked with a number of A-list clients across the globe.

Prior to joining OBSIDIAN, Richard was the Senior Market Strategist for Reflex Eco Group – an African focused Private Equity advisory and commodities trading firm – which he co-founded.

At Reflex Eco, Richard guided clients to profitable investment decisions including many of his clientele who continued to entrust him with their assets. Richard has a BSc in Computer Science from the University of Hertfordshire.



## HOW WE HELP **OUR SERVICES**

We pride ourselves on customer service and our always on hand to help with our dedicated team.



# COMMODITIES



In Metals, OA provides brokerage and market making services for base and precious metals (Aluminium, Copper, Nickel, Zinc, Lead and Gold).

In Agriculture, we are primarily a broker, but also provide market making in specific option products (Cocoa, Coffee, Sugar and Grains).

In Energy, we provide agency brokerage across OTC and Exchange Cleared Contracts, with a focus on Fuel Oil, Natural Gas, Iron Ore, Coal, Crude, Light Ends, Environmental and Freight.

OA provides clients with more than just access to market liquidity and management of order-flow (screen, voice and Direct Market Access), we also have extensive data and analysis.

While other competitors might match our offering in one specific commodity category, we are unique for being top ranked across Metals, Energy and Agricultural products.

# INTERNATIONAL PAYMENTS



## Low cost

Our low fees and exchange rates are shown upfront

## Fast

Get your money to family and friends in minutes

## Simple

It's easy to use and we're here to help round the clock We're changing the way people send money abroad. We're taking something complicated and making it simple. We want to make online money transfer faster, easier and lower cost.

# CORPORATE PAYMENTS



Working alongside a global network of clients, Currency Solutions is the preferred choice to provide currency risk management, market insight and a dedicated dealing service. This coupled with our ability to provide our clients with great exchange rates allows us to remain a leader within our industry.

- Make & receive payments
- Spot
- Forward contracts
- Market orders
- Multiple payments
- Unparalleled service
- Dedicated account manager
- Instant access to the market via phone
- 24/7 online access
- Fast, flexible and secure payments
- Market expertise and insights
- Risk management
- Identify and understand FX risk
- Develop bespoke hedging strategies
- Implement hedging strategy
- Evaluate your hedging policy on an ongoing basis

## BRINGING POSITIVE CHANGE CHARITY DAY

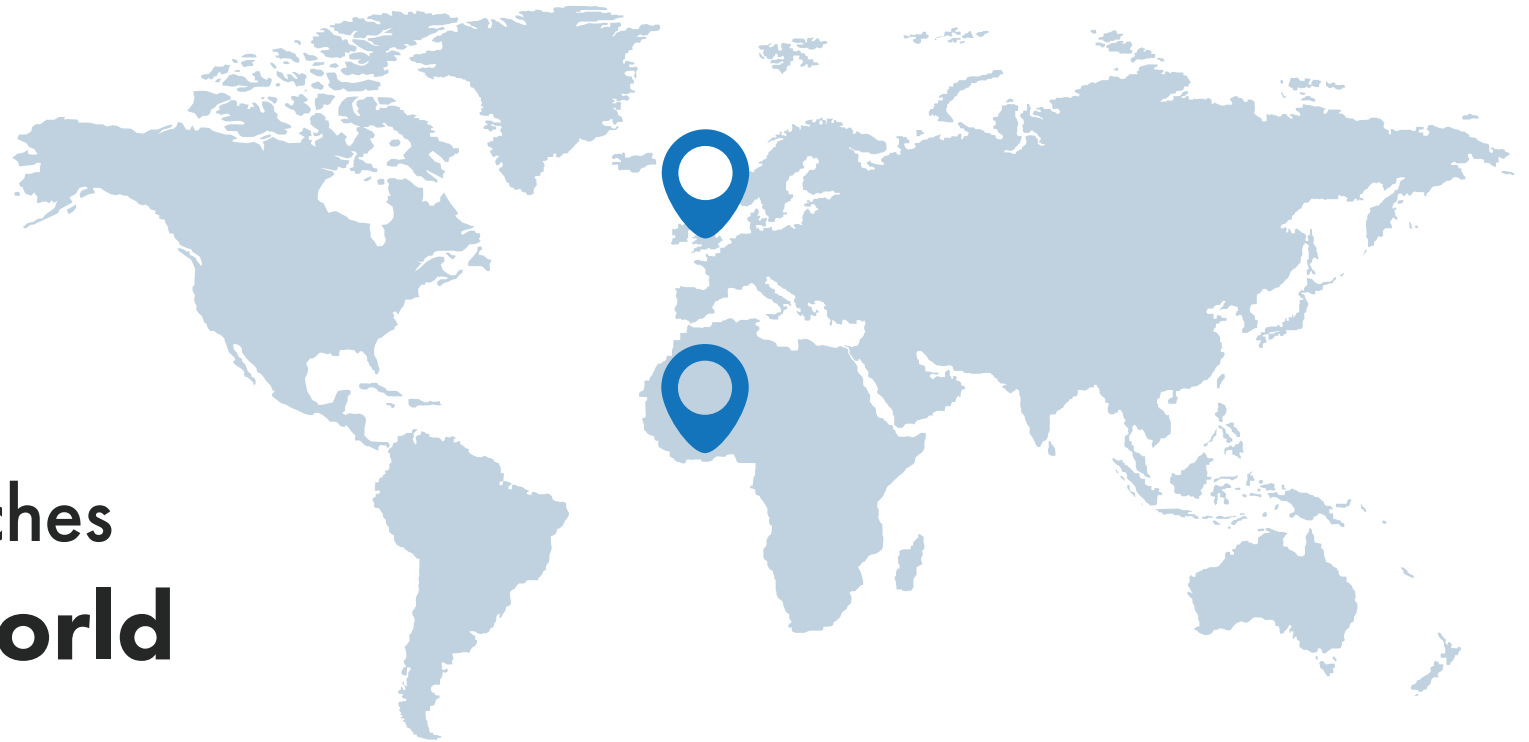
In the UK, the firm are active members in local London organizations focusing on tackling youth and gang violence.

OA's passion also lies in helping those less privileged break through barriers to succeed in education.

We have supported with funding into communities to tackle the barriers to education in Ghana and South Africa.



# We have branches Over the world



We are an Africa focused firm that specializes delivering high-quality brokerage services for a broad range of financial products that are designed to meet the needs of our clients in a constantly evolving market environment.

Contact Information  
[info@oamarkets.com](mailto:info@oamarkets.com)  
[www.oamarkets.com](http://www.oamarkets.com)

## UK OFFICE

Brentmead House  
Britannia Rd  
London  
N12 9RU

## GHANA OFFICE

1 Norfo Close  
North Dzorwulu  
Accra



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