



**AMARAMBA**  
**CAPITAL DEALER**  
SOCIEDADE FINANCEIRA DE CORRETAGEM

# COMPANY PROFILE

Edifício JAT V-3 Rua  
Desportistas n.918  
Maputo-Mozambique

"True Local.  
True Dealership"

With the transformation of Amaramba Capital Broker – ACB in June 2022 Amaramba Capital Dealer – ACD has now positioned itself as Mozambique's largest full service brokerage & dealership and non-bank advisory institution.

Amaramba Capital Broker - ACB was a full-service brokerage entity affiliated on the Mozambican Stock Exchange (BVM), member of Depository & Settlement Services Scheme (CVM) with a history dating back to the 2019. ACB adds over four years of excellence in financial services across Mozambique's Capital and Monetary Markets up to its transformation in June 2022 to Amaramba Capital Dealer – ACD leading brokerage & dealership and investment advisory platforms with the aim to increase over time its foothold in Mozambique.

ACD's core strategy is underpinned by an unwavering focus on exceeding client expectations through unmatched excellence across the financial services spectrum by providing cross-asset, domestic securities trading, as well as market intelligence services to institutional, corporate, and retail clients. With some 4 years' experience as a licensed firm under stockbroking scheme, ACD has a team of qualified investment dealers and research analysts which will help you make informed decisions for your investments on the domestic capital market with emphasis to primary and secondary markets through Stock Exchange of Mozambique (Bolsa de Valores de Moçambique – BVM).

ACD services cover trade execution, intermediary settlement on behalf of the Central Depository & Settlement (Central de Valores Mobiliários - CVM), intermediary custodian services through the CVM, lead brokerage/dealership services for an IPO (primary market), additional listing or takeovers. In addition to our share trading related services, we also cover in-depth market analysis with the help of our research team who regularly produce an economic perspective on key market sectors and company valuations. We are fully aware that timely knowledge and responsiveness are key catalysts to stay ahead of markets. Hence, our fundamental research and our near intuitive feel for prevailing market conditions helps us guide our clients towards optimizing their investment portfolios.

ACD is regulated by the Bank of Mozambique (BM) in Mozambique. The company is a member of the Stock Exchange of Mozambique and participant of the Central Depository & Settlement (CVM).

Since 2019, **being pioneer in the capital market in Mozambique**, we have created and developed our own market niche, which we manage in-house, as our team with emphasis to traders are trained to be proactive and provide our clients with real-time actionable updates by breaking news flow followed by impact assessment through our research team. This allows our clients to remain ahead of the curve in terms of information efficiency.



#### PURPOSE

- // Committed to reshape capital market in Mozambique.
- // Improve the financial well-being of its people.



#### MISSION

- // To unleash the true potential of wealth, and also enhance the wealth generating capability of our client base in a globalizing environment.



#### VISION

- // Emerge as the premier Mozambican primary dealer with best-in-class global practice in securities trading, products innovation, customer service to facilitate the financial well-being of the society.



#### VALUES

ACD is committed to core values:

- // Integrity
- // Customer Centricity
- // Trust
- // Respect
- // Passion for Excellence, Teamwork.

## CORPORATE SOCIAL RESPONSIBILITY

Corporate Social Responsibility (CSR) in ACD is aligned with its tradition of creating wealth in the community with a two-pronged focus on Education & Health. Besides planning on funding charitable causes for the elderly and the physically challenged, ACD will be supporting the rehabilitation and restoration efforts in sponsoring sustainable growth of communities deprived of the basics in Mozambique.



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## The service includes:

- // Trading
- // Research
- // Sponsor & Corporate Access
- // Depository % Custody Services
- // Account Options

Read on to learn more



## TRADING

We offer a full-service brokerage/dealership and execution desk across multiple asset classes driven by the relationship we have with our clients since 2019. Our trading desk strives to optimize efficiency of execution while providing a bespoke service to our clients. Our independency allows us to deliver tailor-made advisory solutions for our clients as well as precise market color, knowledge, and intelligence. We trade stocks, bonds, and other securities in Mozambique.



## RESEARCH

ACD offers avant-garde in-depth coverage of the Mozambique securities market. We produce regular market wraps covering both the equity and debt instruments, offer regular coverage of select stocks – with a particular focus on Financial & Infrastructure sectors – as well as macroeconomic deep dives and event-driven recommendations.



## SPONSOR & CORPORATE ACCESS

We have been pioneers in the market for operating in the capacity of independent stockbroking firm, dealing with equity and debt instruments listed on the Stock Exchange of Mozambique. We have helped investors from primary & secondary markets raise over USD160 millions during the past 4 years. We accompany issuers in their journey on public markets and connect issuers to the right investors having access to the market and assist local or international investors.

Under managed portfolios scheme, if you understand your risk profile but are unsure of the right instruments, optimal timings and best practices when managing funds, you can select from a few professionally managed funds.

We have various global partners who we consistently work with in lockstep. However, our objective has always been to maintain a strong servicing relationship with the end-client allowing them to route business to us through our multiple arrangements for execution through a wide global partner network. Our primary focus is to market Mozambican's promising economic story by actively encouraging reserve roadshows while also consistently taking corporate access to major global financial center.



## DEPOSITORY & CUSTODY SERVICES

As affiliated at Depository & Custody Services Scheme (CVM), ACD offers a wide breadth of services to its clients, the cornerstone of its custody servicing activities are:

Convenient way to manage investment portfolio to ensure swift settlement of dealing transactions. With peace of mind that client's investments are in the safe custody financial professionals, our fee-based service provides a range of benefits that keeps the client firmly in control.

- // Safekeeping and record-keeping services.
- // Securities asset servicing.
- // Transaction processing and settlement.
- // Account opening services.
- // Securities immobilization and pledges.





## ACCOUNT OPTIONS

You can choose the level of service you require from your ACD representative, depending on how involved you need us to be in each buy and sell decision. You can choose one of three ways to invest with us:

### DISCRETIONARY ACCOUNT:

You give us the discretion to manage your portfolio using an agreed house strategy.

### ADVISORY ACCOUNT:

We provide you with advice and ideas and only execute the decisions we agree on together.

### EXECUTION ONLY:

We act on your requests as opposed to offering advice. Each approach provides a different level of relationship, advice, service, and cost. But no matter what level of involvement you choose, you'll have full access to our highly skilled and experienced investment research team who'll provide quantitative, economic, fundamental, and technical research on a variety of investment counters.

Our clients are domestically mobile, and they live in a complex world. Therefore, ACD specializes in creating a single point of contact, through which we integrate a truly local product offering.

Our focus is on the relationship with our customer base.





## INSTITUTIONAL CLIENTS

- // Local asset managers
- // Foreign fund managers
- // Banks & insurance companies
- // Corporates
- // Owned state entities.



## RETAIL CLIENTS

- // High net worth
- // Retail clients
- // Diaspora
- // Registered groups

## KEY STAKEHOLDERS

### MOZAMBIQUE CENTRAL BANK



Foreign investors can engage in the securities exchange through an authorized participant: both principle and realized returns are repatriable.

### MOZAMBIQUE SECURITIES EXCHANGE

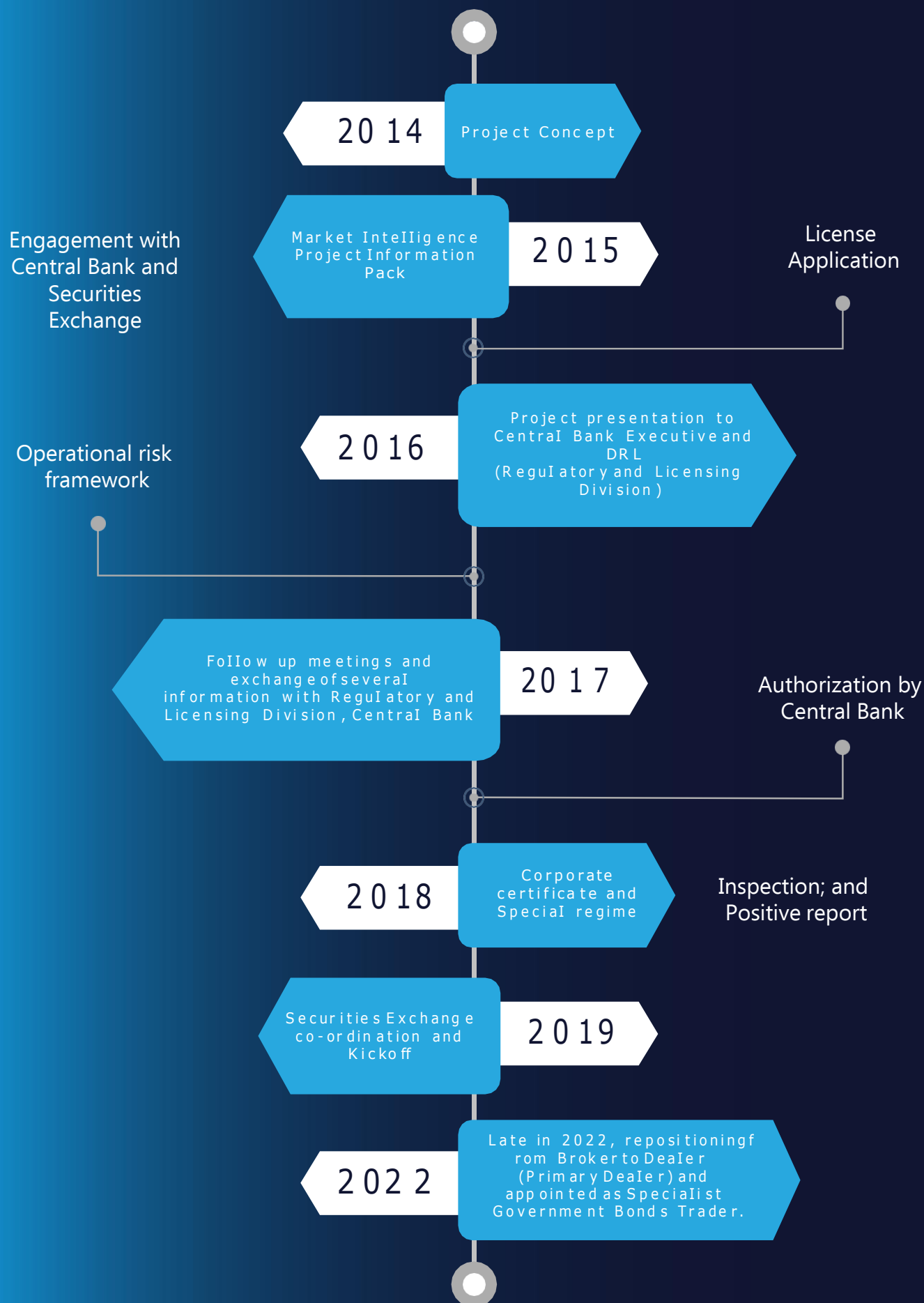


Mozambique Central Depository and Settlement Corporation which is embedded into BVM (Mozambique Securities Exchange).

### MARKET PARTICIPANTS



Market participants include the government, commercial banks, brokers, dealers, large companies, pension funds and insurance firms.



The Mozambican securities market is regulated by the Bank of Mozambique (BM). The Stock Exchange of Mozambique (BVM) is the sole securities exchange in Mozambique and specializes on equity and fixed income securities.

The BVM is still a 'traditional' market whereby sellers cannot 'short sell' (i.e. sell securities that they do not yet own) and buyers have to take delivery of securities that they purchase.

The BVM allows trading in multiple classes of securities:

equity, floating and fixed income. We are working to expand the classes of securities by adding unit trust.

Equities are traded on two markets: the 'Official List' and the 'Second Market - Development and Enterprise' (SME). The difference between the two lies principally in the minimum free-float and number of shareholder thresholds.

Fixed Income securities are also traded on multiple boards:

One for 'Official List' debentures, one for 'SME' debentures, and final board for Government of Mozambique Treasury Bills through Bank of Mozambique. Unit Trust will also be traded on the same board at bonds and equities.



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## Joaquim Bazar

### Founding & Managing Partner

An accomplished investment and financial professional with more than 20 years of experience in contributing extensive financial and business acumen to high net worth and corporate clients. He worked for one of the biggest names in the industry, Barclays Bank.

Bazar has served on the several privately-owned companies, has been guest lecturer on Management, Accounting & Finance at various training entities / institutes and serves on the college of Finance as Financial Lecturer at Universidade Técnica de Moçambique (Technical University of Mozambique).

In late 2015, he founded Amaramba Investimentos, a financial and investment boutique firm serving local market and in late 2017 founded Amaramba Capital Broker, the first independent stockbroker in Mozambique which has been rebranded and transformed to Amaramba Capital Dealer (Primary Dealer) later in 2022. Bazar is the managing partner for both entities and chairs the entities' board of directors. His focus is ensuring Amaramba Capital Dealer as well as Amaramba Investimentos live up to their dual mission of assisting our clientele realize lasting and substantial improvements in their performance when comes to funding and/or investment schemes, while also attracting developing and retaining exceptional people in an inclusive culture.

Bazar holds a degree in Finance, summa cum laude, from Universidade Técnica de Moçambique (Technical University of Mozambique) and holds an MBL as well as professional certifications in:

- // Management Business & Leadership from Gordon Institute of Business Science (GIBS) - South Africa, Pretoria
- // Management Business & Leadership from Duke University - South Africa, Johannesburg.
- // Certificate of Completion and Mastery: Capital Markets Professional Certificate Course from New York Institute of Finance (NYIF) - USA, New York
- // Financial Market Certificate: Financial Markets Course from Stock Market College - South Africa, Johannesburg

## Allen Do Rosário

Head of Risk / Data Analysis

Allen provides hands-on development of risk models involving operational risk, assures controls are operating effectively, and provides research and analytical support. He has excellent quantitative and analytical skills, along with the ability to apply those skills across a variety of business processes. Allen develops risk maps and formulates strategic action plans to help minimize, manage, and mitigate primary risks and then monitor the progress of these efforts.



He ensures that, risk management priorities are reflected in the company's strategic plans. In the Data Analyst arena, he reviews data to identify key insights into the business customers and ways the data can be used to solve problems. Allen has an eye for detail, commercial awareness, planning and organizational skills, ability to understand broader business issues, and communication and presentation skills.



## Baptista Machava

Head of Finance / Human Resources

Baptista is an excellent professional in the Management area, having a versatile profile that allows him to rigorously adjust the most diverse related tasks. He possesses outstanding competences that will process accounting data to objectively shape the economic - financial of the institution in a real determination, with a view to assessing the need for increased productivity and certain "optimal" levels and mastery of the "optimal" levels to seek to maximize them.

He is also responsible for analyzing trends and scenarios where an institution is integrated, oriented to/assessing risks and opportunities from an accounting and financial point of view, as well as their impacts within the various functional units.

He is also well versed in subjects related to human resources management and taxation.

## Renata Dos Santos

### Head of Trading (Fixed & Floating)

Renata draws from knowledge on specific markets to develop a trading strategy that responds to trends in the current market to enact trades on both the sell side and the buy side. An outstanding individual who comes with solid skills of interpreting and presenting business & financial analysis. Renata's key strengths lie in her ability to influence future business decision making and being able to effectively juggle multiple priorities.



She is more than able to work in an environment of change, challenge and multiple deadlines. On top of this she is well-versed at reviewing accounts and communicating key information and analysis to senior management. As a true all-rounder, she has building experience of streamlining business processes, and driving efficiency.



## Luane Bernardo

### Head of Operations

Luane Bernardo started as Executive Personal Assistant and has been awarded the promotion to Head of Operations effective February 1, 2023. During her short tenure with us, she has worked in admin & executive sphere, proving herself to be a loyal advocate for our company. Luane's great wealth of experience and ability in stakeholder management, customer service, and communications, along with her years of experience in admin, made her an excellent candidate for the position of Head of Operations.

She now organizes and oversees the daily operations of our financial entity by making sure that our business is well-coordinated and productive. Her area of responsibility is very wide and thus requires thorough knowledge of various processes across the entity. Luane is multi-skilled and able to plan many kinds of operational activities. She can discover the most efficient ways to run the business to safeguard and augment the efficiency of our operations stream to facilitate accelerating development and long-term success.

## Mário Ferreira

### Head of Legal & Compliance

Mário is an organized, diligent, and proactive Head of Legal & Compliance and ensures that all our operations comply with government regulations and industry-specific requirements. He is in charge of developing a comprehensive compliance management strategy, contracts, service level agreements and overseeing its implementation. He formulates internal legal & compliance framework and guidelines and make sure they satisfy all the demands from the body of regulators.



He coordinates, assesses and reviews reports from third parties (outsourced service providers) to mitigate any compliance risks, legal irregularities, and various regulatory gaps, and provide guidance to team for viable solutions to different legal & compliance issues. Periodically, he promotes awareness of proper measures and practices required to ensure high levels of compliance across all departments. Mário is also responsible for organizing meetings and seminars, as well as holding presentations on new compliance policies framework. To that end, he is always up to date on any changes to relevant laws and regulations that affect our industry in Mozambique.



## Fernando Cuna

### Management Accountant

Fernando is responsible for tax and financial analysis, having developed experience and in the various stages of the accounting process, with emphasis on the recording of all the facts that occur and can be represented in the form of monetary values, allowing the calculation of revenues, costs, expenses, profit, taxes, as well as the statement based on the records made, periodically expose the economic, patrimonial and financial situation of the company.

He also has basic knowledge in data analysis and problem solving in the phenomena that result from the tax performance of the business.



## Crice Eunice Amosse

**Head of Market Intelligence & Research /  
Marketing & Comms**

Crice is heading Market Survey and Marketing & Communications at ACD. She is results-oriented and data-driven with a comprehensive background in completing strategic market planning, developing new business strategies, and creating marketing plans. She leads a variety of market research projects (including both primary and secondary research) for business development and market expansion activities under domestic capital market through development, implementation, and evaluation of marketing initiatives to boost branding and sales.

In parallel, she engages customer solution process (Customer Value Management) by conceptualizing and renovating existing CRM and in-depth analysis of market trends. Crice is an insightful and internal advocate with cross-functional teams including product, product marketing, engineering, and communications. She is also responsible to expand alliance relationships network through building relationships directly with market key stakeholders and across the entire institution. Crice holds an Honors Degree in Business Management.

## CONTACT US



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