



**Your link to cutting edge  
trading and analytics**

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# Your vision, Our mission

Globalinks Securities and Stocks, Inc. was established back in 1991. For nearly 30 years, we have grown internally to become one of the country's premier securities firms.

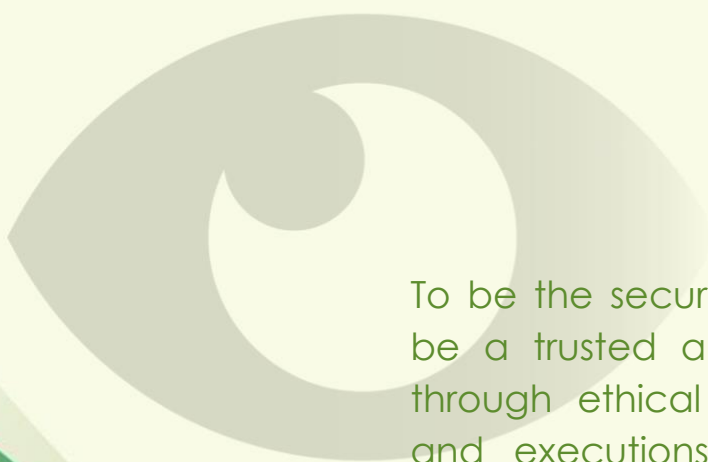
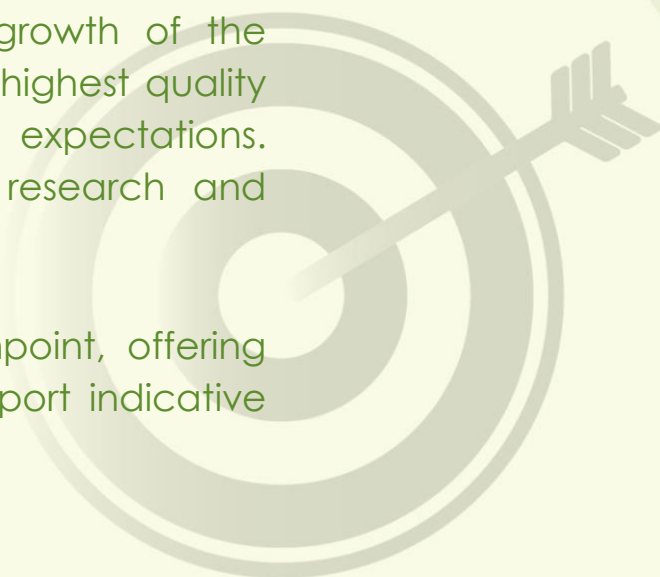
At Globalinks, there are some things in which we strongly believe. We want to deliver exceptional results for our clients, end-investors and shareholders, and make Globalinks a rewarding place to work.

Our long-term success depends on whether we can add sustainable value to client portfolios. This value primarily comes down to performance, but also from our emphasis on quality across every aspect of our business – from client service to investment communications, from administration to corporate governance. That's why we focus only on strategies where we believe we have the resources to underpin such a commitment to sustained value. We think and plan carefully so as not to compromise the standards our clients expect of us.

# Mission

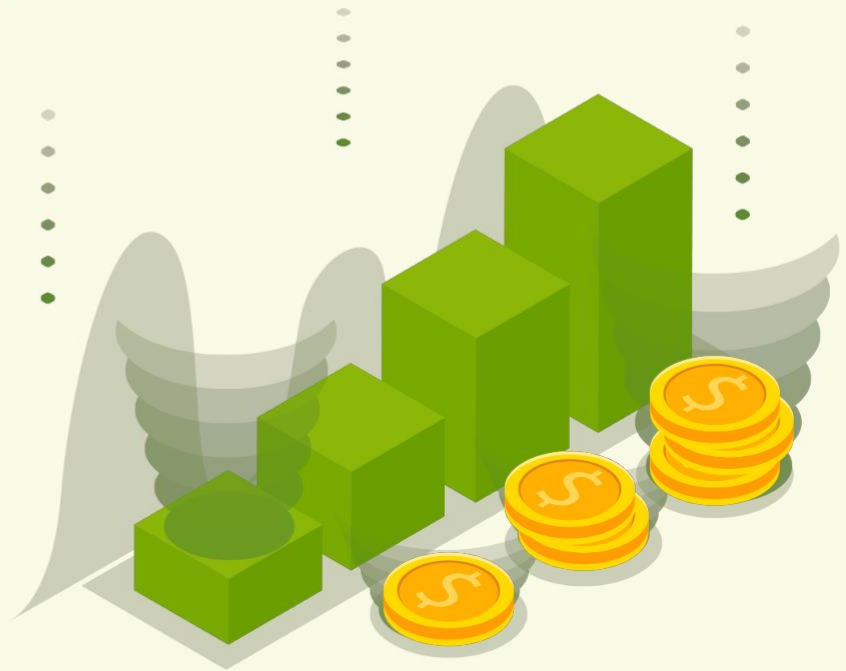
We strive to be a best of class Securities Company contributing to the growth of the capital market by providing the highest quality service that exceeds client expectations. Building the most competitive research and advisory service.

Create value in all client touchpoint, offering technological expertise and support indicative of a best in class industry player.



# Vision

To be the securities company of choice. To be a trusted and valued business partner through ethical business recommendations and executions, constant innovation and technological improvements.



# An Institution Revitalized

We have a strategy for growth based on achieving sustainable results for our existing clients, while also improving the distribution and penetration of our products among new client markets. From seasoned veterans to “battle-hardened” professionals, we rely on attracting and retaining bright, motivated individuals focused on working diligently, efficiently and with integrity. We look to foster a workforce that is mindful of its responsibilities to one another and of our wider corporate responsibilities as a firm. We strongly believe that the combination of experienced hands and fresh minds invigorates our thinking and can lead to better performance.



# Future Perfect

With all in place – the knowledge, the people and the tools – our clients can rest assured that they are getting the highest quality service available.

The clients' growth is our mandate. We are the new standard in equity trading.

**Together, the future looks bright.**

## Our Service

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### Direct Market Access

We provide our institutional clients to enjoy the fastest DMA and care electronic FIX connectivity on a variety of platforms and FIX protocols while our highly experienced staff works with our clients to offer great solutions unique to their specific needs in navigating through the particular trading rules of the Philippine Stock Exchange (PSE).



### Portfolio Management

Our experienced team enables Globalinks to provide both, discretionary and non-discretionary Portfolio Trading Management to high net-worth investors.



### Corporate Access

We complement issuers as well as connect them with the right investors across their journey in equities, having access to the market and assist domestic or international investors. We can arrange and host deal roadshows and non-deal roadshows to help issuers raise capital.



### Continuous Review

Update any important event which invalidates investment thesis.

Review portfolio after quarterly results.

Allocations of cash generated by sell recommendations into quality stocks after considering the existing sector allocation.

# Our Service

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## Interaction and collaborated process

We ensure that a client portfolio is monitored and provided attention for any updates. Your dedicated Relationship Manager or Equity Advisor will mail all important updates along with a meeting or a call, solely driven by client confirmation.



## Research-based advice

We remain focused on going beyond the traditional broking model to being a research driven advisor who understands the client requirement and provides investment recommendations with seamless execution capability.

We lay a significant emphasis on quality of advice and have dedicated fundamental and technical research teams in place toward fulfilling this objective. We maintain detailed stock coverage of selected set of stocks from the investable universe. There are stock-level, sector level, event-based and strategy reports that we share with clients. Our Technical and Fundamental desk provides short term as well as positional ideas best suited for traders. The team has developed innovative strategies with a record of accomplishment of performance built over time. A high level of customization is developed as per a client's profile and investment requirement.



## Our Service

# Cash Desk Execution

## Process Flow



### Order Generation and Capture

The order type along with any additional order instructions provided by the Portfolio Manager informs the trader as to the Portfolio Manager's intentions for the trade.

This information enables the trader to select the most appropriate trade implementation strategy for the order ensuring best execution is provided.



### Order Handling

The order will arrive in the inbox of the our EMS (Execution Management System) via the OMS (Order Management System). When the order is received in the EMS inbox, which will be claimed by a trader, who is then responsible for assessing the pre-trade execution factors to determine the most appropriate method of execution and trade implementation strategy.



### Monitoring Trade Efficiency

The traders conduct real-time monitoring of each order throughout its lifecycle using a variety of order and market monitoring tools, including our order management system and execution management system.

Traders also have access to real-time market data, which can be used to determine the estimated difficulty of the order, which enables them to set the most appropriate trade implementation strategy. Our Trading Systems also provides traders with alerts when a child order has been completed or when parent and child order deviate from prescribed limits.

# Our Service

## Online Trading

### Process Flow, What is GTrade, Why GTrade

From our trading platform, you can access your portfolio, streaming quotes, market news, and extensive order capabilities. Available on web and mobile, our platform is easy to use and comprehensive.



Convenience



Cheaper



Real Time



No middleman



Faster  
Transaction



Investor is  
real control



Better  
understanding  
of one's money

### Why GTrade?



#### Real-time Market Data Feed

Get live stock information from The Exchange.



#### Portfolio Access 365

Gain visibility over your cash balance and securities holdings whole-year-round.



#### Trade Beyond Market Hours

Send your orders at the time most convenient to you.



#### Non-Day Trading capability

Set and forget – let your portfolio work for you.

# Why Globalinks?

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## Certified Traders

GTrade have experienced, progressive and professional traders ready to provide you with fast and actionable advice on your trading objectives with extensive experience in a multitude of industries, including the stock brokerage and financial industries dedicated to help clients in their investment decisions.



## Online Trading

Access your account and manage your portfolio with ease online. With our online trading platform, you can trade faster and more conveniently, wherever you are.



## Fastest Account Opening Processing

GTrade seeks to help investors in maximizing their trading opportunities, therefore, processing in opening a GTrade account would only take up to a maximum of two banking days which is faster compared with other brokers.

All GTrade clients need is their designated Reference Number to fund their GTrade account on all its partner banks in the Philippines, may it be over-the-counter, ATM or online. It gives our clients ease in funding their account for trading transactions and brokerage payments.

## Projects in the Pipeline

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## GTrade Market Streamer and Mobile application

GTrade mobile app, so clients can use their smartphones for trading.

The Streamer an advance version of Online Trading Platform, real time order fills and trade execution like a Dealer terminal with faster execution interface.

Clients with portfolio value with 500k up will have access to this feature or selected/special clients.

## Projects in the Pipeline

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## Partnerships



We also have in the pipeline the accreditation and partnership with AIMGlobal the biggest multi-level marketing here in the Philippines with more than 3 million active members. Creating investment awareness for the Philippine Market. We are also in the process of accreditation with both local and foreign institutional companies.

# How to Get Started with GTrade

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## Account Opening



### Fill Out Application Form

Online Account & Non-Online Account



### Submit Forms And Required Documents

Individuals & Business Entities



### Account Confirmation



### Account Funding

Over-the-Counter Deposit  
Over-the-Counter Bills Payment  
Online Bills Payment  
Online Fund Transfer

# How to Get Started with GTrade

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## Know Your Customer

### Retail or Individual Client

The Salesman shall conduct proper due diligence to his client where he has to know the true identity of the client, to wit:



Customer's name, residence address, office address, principal business address and their corresponding phone numbers and email address, mobile phone number

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Occupation of customer, and the name, address and phone number of employer, if employed

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Sources of Funds

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Nationality

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Valid government issued IDs

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Specimen Signature

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If the Client is qualified to do business transactions, he must completely fill-in the opening account form where all required as mandated by SEC SRC Rule is capture as mentioned above.

# How to Get Started with GTrade

## Know Your Customer

### **Corporation, Partnership, Institutional or other legal entity**

Must comply with the following:

Articles of Incorporation/Partnership

By-Laws

Constitutive Documents of the Entities

List of directors/partners and principal officers; list of stockholders owning at least two percent of the capital stock; Name of person/s authorized to transact business on behalf of the entity

Secretary's Certificate of board resolution authorizing the opening of the account with Broker Dealer Firm

Specimen signature

Taxpayer Identification Number and tax status

Others as may required in the account opening form

As a rule, no Broker Dealer shall open new accounts without face-to-face meeting.

If the customer is acting as agent of another person or entity, the broker dealer shall validate the true and full identity of the principal on whose behalf a transaction is being conducted and the name of such principal shall be indicated in said Customer Account Information Form ("CAIF").



# Globalinks Team Executive



**Eduardo DL Cabantog, MD**  
Chairman and President

"Doc Ed" is a medical doctor turned businessman. A visionary who leads the company with a heart to serve and be a vehicle of inspiration for people to achieve their goals and be successful.

Aside from being a director in Globalinks, he is also the president and CEO of Alliance in Motion Global where he is known as the "Visionary President". He received a Decade of Leadership Award by Nature's Way on 2016 and was a finalist of Entrepreneur of the Year at the Asian CEO Awards of 2017. "Doc Ed" was also recognized as the Top Direct Selling CEO of 2018 by Business for Home Organization.

His unfathomable excellence is not limited only to business but he's also a great mentor in the industry. He was given a privilege to speak at some significant speaking engagements about leadership success, product excellence, market expansion, successful businessmen, asian expansion and successful business that were sponsored by Asian Networkers Convention & Expo, UnladKababayan under Iglesia ni Cristo and Multilevel Marketing International Association.

# Globalinks Team Executive



**Jose Ivan T. Justiniano**  
Managing Director and COO/  
Associated Person

**Ivan Justiniano is the Managing Director and Compliance Officer. He responsible for the overseeing all operations of Globalinks Securities. He brings over 25 years of experience in the finance industry in a senior management role covering securities, mutual funds, investment house, insurance and banking**

Prior to Globalinks Securities, Ivan was the VP and Chief Compliance Officer of Multinational Financial Services Companies such as Sun Life Financial (SLF), Pru Life of UK and Philam Life (AIA). Headed the Finance and Operation function at Morgan Grenfell Securities, Amsteel Securities, Urban Bank Securities. He was a 2-time awardee of the prestigious worldwide Sun Life Financial CEO Excellence Award in 2006 and 2007 in Toronto, Canada. He Oversaw the development of the Variable Unit Link as well as the Traditional Product Red Flag Monitoring System in the Asian Region in 2006. Appointed as the Interim Regional AML Officer in 2007 to oversee the development of the SLF-Asia AML-CTF Enterprise Program. Ivan was a member of the 5-man team appointed by the Insurance Commission that successfully faced the FATF (Financial Action Task Force) for the country's deletion in the FATF's Blacklist of Non-Cooperative Countries and Territories in 2005. In 2008, at the request of the Philippine Anti-Money Laundering Council, successfully hosted the FATF-Asia Pacific Group as part of the AML-CTF Compliance Evaluation for the Philippines, for SLF.

Ivan is graduate of San Beda University. Completed TOAP's One Year Course on Trust Operations and Investment Management, with distinction, at the Trust Institute Foundation of the Philippines. Completed all academic requirements for his MBA at the Dela La Salle University. He is CPA, CFE and an SEC Certified Compliance Officer for Finance Company and Pre-Need Company. SEC Certified Associated Person.

# Globalinks Team Executive



**Elizon M. Lazaro**  
Managing Director for Strategic  
International Business Development

Elizon is a chartered manager and a senior member of Chartered Management Institute in the United Kingdom with 25 years of experience in sales and marketing covering the real estate, hospitality, and healthcare sectors. He has supervised marketing strategies, strategic brand management, market intelligence and customer service management.

Elizon has been a director on various projects promoting the Philippine real estate industry in EMEA with global brand partnerships. He has taken part in various competitions for contracts and funding, pitching to a wide range of global business leaders. This has led to winning several contracts to provide seed funding for power projects and infrastructure development.

He is passionate to establish cooperation with various private companies towards sustainable development and renewables in the Philippines and other parts of Asia.

Founded PHP Business Enterprise Europe Ltd and initiated a programme called “Change to Seeds” targeting British Asian communities and ethnic minorities.

The programme encourages participation in:

- \* Tackling climate change.
- \* Alternative energy solutions.
- \* Eco-farming and community development initiatives.

He is currently taking an MBA at the University of London and a CFA UK Society Investment Management Diploma qualification in order to build his career in UK financial services.

# Globalinks Team Executive



**Toby Allan C. Arce**  
Head of Sales Trading

**A virtuoso in finance industry with an extensive experience of more than 10 years.**

Prior to Globalinks Securities and Stocks, Inc., he worked in Salisbury BKT Securities Corporation which is one of the top performing brokers in the country. He is a licensed stockbroker, sales trader, dealer, salesman and trader of Philippine equities and securities.

As a meister in the field, his main focus is to represent institutional clients on the equity marketplace by conducting research, providing trading ideas, identifying new marketplace trends, executing client orders, ensuring risk management, and providing expert analysis on market conditions.

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**Has far reaching experience in Fin Tech and Stock Brokerage industry.**

Mark is a former technology head in Salisbury BKT Securities and Meridian Securities, Inc. He is a licensed stockbroker, dealer and trader of Philippine equities and securities that also specializes in electronic trading system and technologies.

His expertise made him to be a member of Technistock Philippines tech team where they bore a hand to support top brokers in the country to establish and upgrade their trading systems. He also became a part of the group that was formed by brokers which assisted the Philippine Stock Exchange test their new trading system during the transition of FIX 4.2 to FIX5 where it prompted the replacement of PAM (NYSE) to TRADEX (NASDAQ).



**Mark Crismon V. Santarina**  
Head of Electronic Trading & IT



**Abigail Cheryl W. Ty**  
Director & Corporate Secretary

**Abigail is a maven who has been fortified by her thorough experience in the field of equity trading.** Her substantial experience with Globalinks has given her the prowess to easily establish and protrude strong relationship with various types of investors.

As the Corporate Secretary and a Director, her responsibility is to oversee the implementation of the decisions made by the Board of Directors. She exudes a persona that is of a strong, determined head who ensures the rectitude and efficacy of the governance within the company.

# Board of Directors



**David L. Wuson**  
Corporate Nominee

**David Wuson is an exemplary leader that has a sterling character who leads with sagacity.** His many years in the industry, and the field of business in general, has gained him a voluminous spectrum of knowledge that he imparts to those under him.

Aside from Globalinks, he also endeavors in various commercial undertakings such as Shogun Ships Company, Inc., Balaihara Condotel Association, Global Harmony Corporation, and, Ajisen Ramen Philippines.

David holds a Master's degree of Business Administration from De La Salle University and is also a polyglot, fluent in English, Tagalog, Chinese Mandarin, and, Fukien Dialects.



**Eduardo DL Cabantog, M.D.**  
Chairman and President

"Doc Ed" is a medical doctor turned businessman. **A visionary who leads the company with a heart to serve and be a vehicle of inspiration for people to achieve their goals and be successful.**

Aside from being a director in Globalinks, he is also the president and CEO of Alliance in Motion Global where he is known as the "Visionary President". He received a Decade of Leadership Award by Nature's Way on 2016 and was a finalist of Entrepreneur of the Year at the Asian CEO Awards of 2017. "Doc Ed" was also recognized as the Top Direct Selling CEO of 2018 by Business for Home Organization.

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# Board of Directors



**Dra. Connie M. Cabantog, M.D.**  
Director & Treasurer

**Connie Cabantog is a woman of greatness** who's not only a director in Globalinks but also a director of international affairs in Alliance in Motion Global, a multi-level marketing company.

Apart from being director, she is also the chairperson of ALIVE Foundation. Under her excellent leadership, the ALIVE Foundation has become an effective channel that further tightened the relationship among AIM Global leaders, members and employees for the common good. The act of giving has created significant opportunities for company leaders and members which deepened their commitments for community involvement.

Some of the major milestones of the ALIVE Foundation under her gallant stewardship are: bloodletting program on 2011 where the activity yielded 250 units of blood, medical mission for 500 families held in Amganad Elementary School at Banaue Rice Terraces area on 2012, awarded by the Philippine Red Cross for its outstanding blood contributions on 2015, and an outreach program that was held in Kenya and Uganda, benefitting school children and their families.



**Ramona L. Ang**  
Director

**Ramona Ang is an accomplished equity executive with over 20 years of experience in equity trading industry**, in both sales and backroom operations. She is currently a Director of Globalinks Securities & Stocks, Inc.

Prior to Globalinks, a greater part of Ramona's work experience was in the public sector. After roles in the Ministry of Natural Resources, as well as the Petroleum Board, she served as the Chief Budget Officer for the newly formed Ministry of Energy, created to address the oil crisis. In this position, Ramona was responsible for budget preparations, allocations and controls for the entire Ministry. She likewise coordinated with foreign institutions like World Bank and United States Agency for International Development regarding funding and fund releases.

Ramona holds a Master's degree of in Business Management from Asian Institute of Management and she is a Magna Cum Laude graduate from the University of Santo Tomas.

# Board of Directors



**Jose Ivan T. Justiniano**  
Managing Director and COO/  
Associated Person

**Ivan Justiniano is the Managing Director and Compliance Officer. He responsible for the overseeing all operations of Globalinks Securities. He brings over 25 years of experience in the finance industry in a senior management role covering securities, mutual funds, investment house, insurance and banking**

Prior to Globalinks Securities, Ivan was the VP and Chief Compliance Officer of Multinational Financial Services Companies such as Sun Life Financial (SLF), Pru Life of UK and Philam Life (AIA). Headed the Finance and Operation function at Morgan Grenfell Securities, Amsteel Securities, Urban Bank Securities. He was a 2-time awardee of the prestigious worldwide Sun Life Financial CEO Excellence Award in 2006 and 2007 in Toronto, Canada. He Oversaw the development of the Variable Unit Link as well as the Traditional Product Red Flag Monitoring System in the Asian Region in 2006. Appointed as the Interim Regional AML Officer in 2007 to oversee the development of the SLF-Asia AML-CTF Enterprise Program. Ivan was a member of the 5-man team appointed by the Insurance Commission that successfully faced the FATF (Financial Action Task Force) for the country's deletion in the FATF's Blacklist of Non-Cooperative Countries and Territories in 2005. In 2008, at the request of the Philippine Anti-Money Laundering Council, successfully hosted the FATF-Asia Pacific Group as part of the AML-CTF Compliance Evaluation for the Philippines, for SLF.

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# Board of Directors



**Guadalupe Lyn P. Vergel De Dios**  
Independent Director

**A woman of intellectual acuity, having years of experience in both the fields of law and the industry mirrors her keen intellect and excellent sense of leadership.**

Aside from being an Independent Director of Globalinks, she is also the president and a trustee of the Association of Remittance Company Compliance Officers-Philippines, vice president and trustee of the Good Governance Advocates and Practitioners of the Philippines, and a faculty member of the School of Law and Governance, University of Asia and the Pacific.

She graduated from the University of the Philippines (Diliman) with degrees in law and economics (cum laude). She also holds a level 1 and 2 Data Privacy Officer certifications from the National Privacy Commission.



**J. Mariano P. Ocampo**  
Independent Director

**Manny Ocampo is currently the Managing Director – Equity Capital Markets at INVESTMENT & CAPITAL CORPORATION OF THE PHILIPPINES where he is responsible for Corporate Finance activities of the Company; Equity Underwriting and Private Placement Offerings ; Merchant Banking; Financial Advisory ; Mergers and Acquisitions Advisory.**

Prior to that he was the Director of Corporate Finance at ABACUS CAPITAL & INVESTMENT CORPORATION from 1995 to 2019. Former President & Chief Operating Officer at METROSPHERE MARKETING, INC. where he is responsible for conceptualization of marketing/distribution of on-line lottery, and instant jackpot games.

Mr. Ocampo is regular resource person/speaker of the Securities & Exchange Commission (SEC) and The Philippine Stock Exchange {PSE} on the topics of IPOs, REIT, FOO, LBWOI and other Capital Market related topics.

Mr. Ocampo holds a double-degree under Bachelor of Arts in Economics and Bachelor of Science in Commerce both from De LaSalle University and also a Master's in Business Administration from the University of the Philippines.





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