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Kamer van Koophandel



ANNUAL REPORT 2016

**In 1985, Johann Wessmuth, one of our founders, came up with a bright idea: "If we didn't pay the bill, pasta spread, we bypass the market". 30 years later, this bright idea is still our mission.**

**optiver** **2015 ANNUAL REPORT**

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By Dan Noyes for ENR.com

**Q&A APPROACHES**

We seek to understand what is making markets in general move. It's about the big picture. We look for what is driving the market and what is holding it back. We look for what is driving the market and what is holding it back.

**Q&A WHY**

We are a global construction company. We are in the top 100 in the world. We are in the top 100 in the world.

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**Q&A CHALLENGE**

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**Q&A WHY**

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**ata glance**

ATA GLANCE is a leading provider of construction industry news and analysis. We provide you with the latest news and analysis on the construction industry. We provide you with the latest news and analysis on the construction industry.

# LETTER FROM THE CEO



## MESSAGE

We are pleased to announce that we have been named the most innovative company in the world by Entrepreneur magazine for the 10th year. This is a testament to the hard work and dedication of our employees and the support of our customers. We are proud to be recognized as one of the most innovative companies in the world for the 10th year. This is a testament to the hard work and dedication of our employees and the support of our customers.

Over the past year, we have continued to invest in our people and our technology. We have launched several new products and services, and we have expanded our operations into new markets. We are committed to providing our customers with the highest quality products and services, and we are dedicated to creating a positive work environment for our employees.

We are excited about the future of our company and the opportunities that lie ahead. We will continue to invest in our people and our technology, and we will strive to provide our customers with the highest quality products and services. We are committed to creating a positive work environment for our employees, and we are dedicated to achieving our goals.

Thank you to our customers, employees, and partners for your support and dedication. We are proud to be part of your success, and we are committed to providing you with the highest quality products and services.



Photo: [unreadable]

# our industry

AS OFFICERS, WE DON'T JUST CARE ABOUT OUR OWN BUSINESS, WE CARE ABOUT THE MARKET. TO THE BEST OF OUR ABILITY, WE WANT TO MAKE SURE THAT THE MARKET IS HEALTHY AND GROWING. WE WANT TO MAKE SURE THAT THE MARKET IS ATTRACTIVE TO INVESTORS AND THAT THE MARKET IS FULL OF OPPORTUNITIES FOR OUR CUSTOMERS.

As a result, we have taken several steps to ensure that we are doing our part to support the market. We have focused on three key areas: **improving the quality of our services**, **improving the efficiency of our operations**, and **improving the transparency of our financial reporting**.

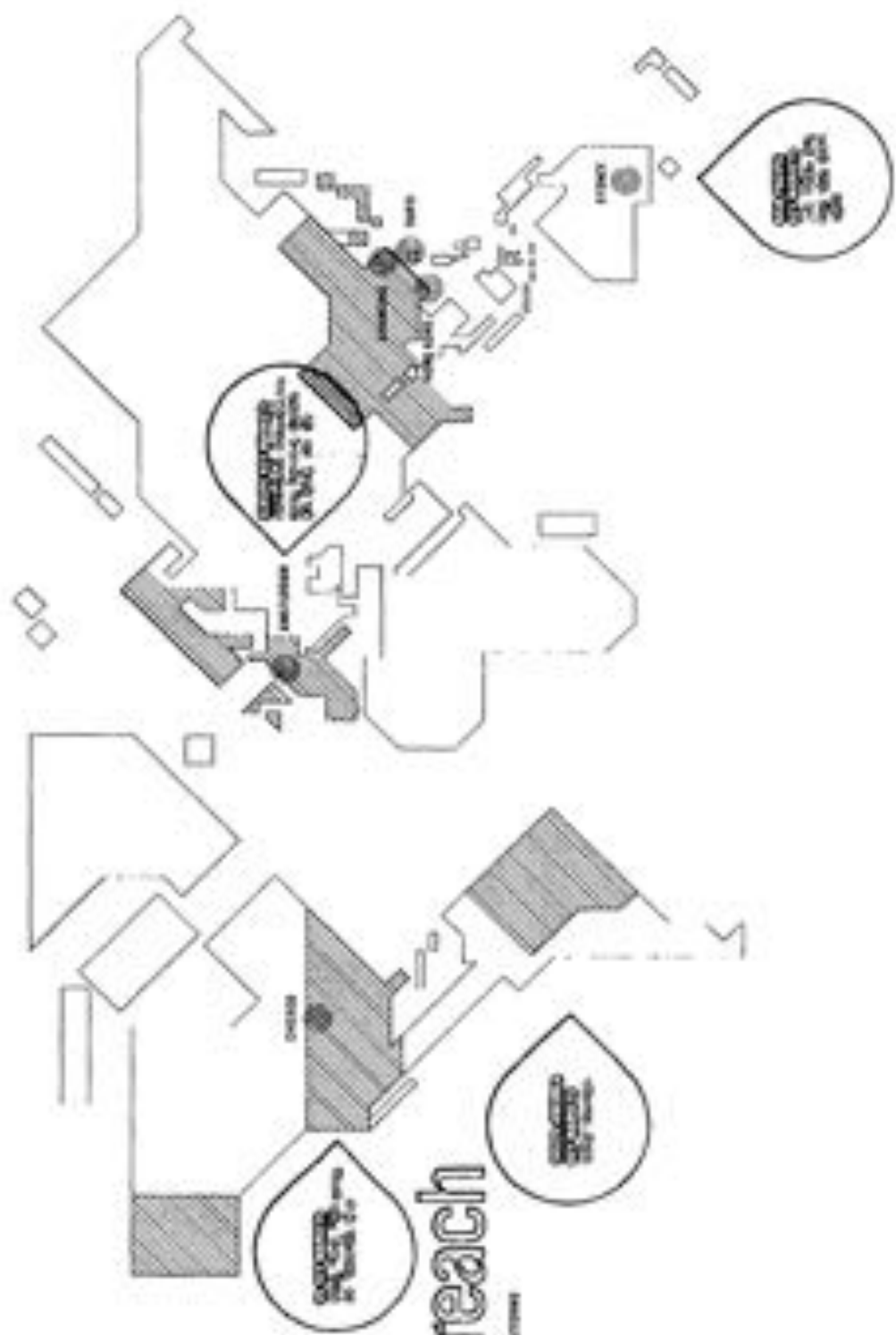
By focusing on these three areas, we believe we can help to create a more vibrant and growing market. We are committed to working with our customers and investors to ensure that we are meeting their needs and expectations.

We are confident that these steps will help to improve the market and create a more favorable environment for our business. We are committed to ongoing communication with our customers and investors to ensure that we are meeting their needs and expectations.

# OUR 2015 RESULTS

OUR 2015 RESULTS  
 Total assets were \$1.1 billion as of 31 December 2015, a decrease of 11% from \$1.2 billion as of 31 December 2014. Total liabilities were \$0.8 billion as of 31 December 2015, a decrease of 10% from \$0.9 billion as of 31 December 2014. Total equity was \$0.3 billion as of 31 December 2015, a decrease of 11% from \$0.3 billion as of 31 December 2014.

Our 2015 results were primarily driven by a decrease in total assets, which was due to a decrease in the value of our investments. This was primarily due to a decrease in the value of our equity investments, which was due to a decrease in the price of the underlying securities.



# our global reach

MEMBERSHIP IN THE ECONOMIES AND PLATFORMS

# working towards one goal

highlights 2015

**THE FUTURE OF FLEXIBLE LEARNING FOR THE 21ST CENTURY** - Higher education is being up and under attack with high-profile institutions in significant financial trouble. To ensure a fit for the 21st century, Oxford Brookes is committed to sustainable learning, at all levels, across all jobs, across all life, and the educational approach is being re-examined. All this was done here at the 'Future of Learning' event, which was held at the University of Cambridge. A panel of experts, including the authors of the book 'The Future of Learning' by a team of 15, discussed the future of learning and the role of higher education in the 21st century.

Throughout the year we continued to build upon our reputation for innovation and excellence. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world.

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## Future of Learning

In the past year, we have achieved an impressive 10% increase in our student numbers, a 10% increase in our research income, and a 10% increase in our research income. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world.

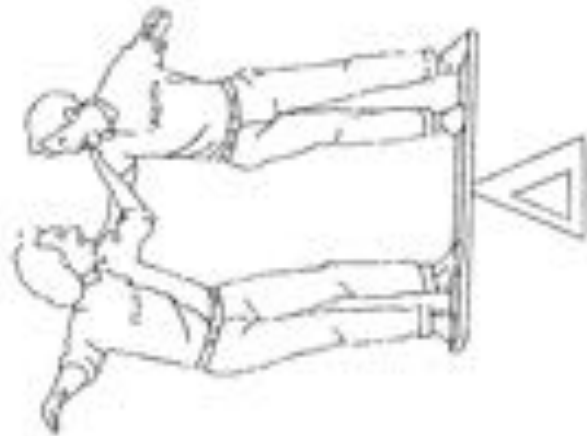
In addition, all the other key areas of our strategy, including our research, our teaching, our student experience, and our research, are all showing significant progress. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world.

As the university that we are getting involved in the way we work together, including our research, our teaching, our student experience, and our research, are all showing significant progress. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world. We are committed to building a world-class university that will attract the best and brightest students from around the world.

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## our people

**STRONG BELIEF IN HUMAN RESOURCES IS A CRUCIAL ASPECT OF THE SUCCESS OF THE COMPANY'S BUSINESS.** Together, our people form the engine of growth, and work towards an open, collaborative and flexible company culture that enables us to be creative and, most importantly, to evolve.

Our working atmosphere is vibrant and full of energy, it has a rich human background and top-notch standards. We give freedom and encourage innovation. As individuals, we have a shared vision of the future of our company. We know that the challenges and the rewards of a company are there to be better because that we have capability.

We actively search for talent with a wide range of backgrounds, we value and respect the diversity, open-minded culture and different points of view that our employees bring. We're about you being in the job to help us realize our vision, here where you're back in the office.

Human resources is 2015 and the end of the year employees 13.1 billion  
 employees 13.1 billion 13.1 billion 13.1 billion



### Financing the right people

It is crucial for us to invest into the future and ensure our values of openness and integrity are put first for our stakeholders. We need to find and value talent who can help us achieve our vision.

We have various programs to recruit, engage and develop our people through various channels. Our participants are our students across the globe, our people joining our flight recruitment program in the United States, university partnerships, a robust master's program and a strong network of internships and leading centers.

### Talent & Branding

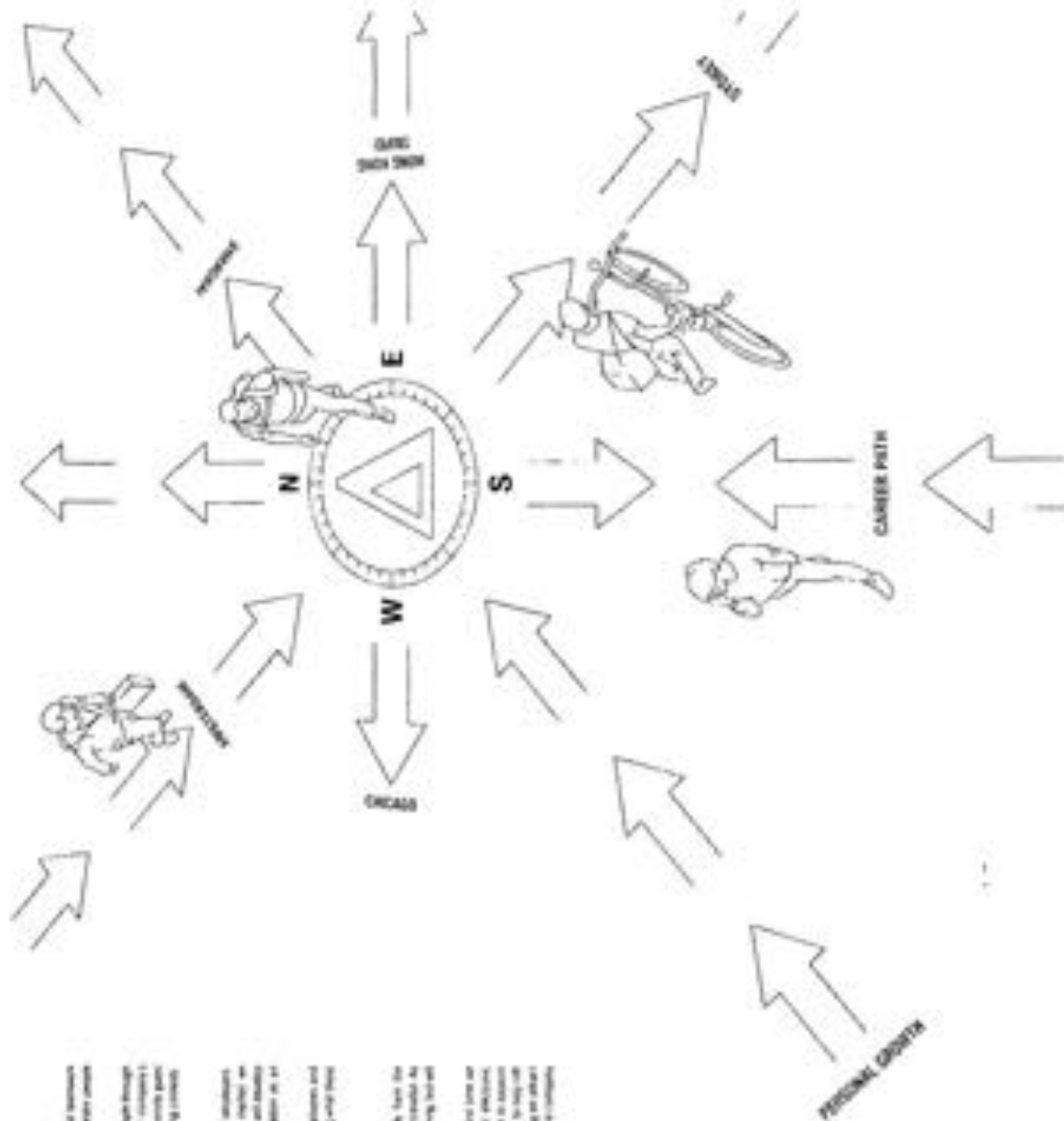
The best talent often have multiple career options and high expectations of employers. In order to recruit and promote effectively and ensuring the best people in the market, we launched in 2013 a new career center (Career 2020). This initiative promotes and develops our employees' global mobility career strategy, helping us build a reputation as an employer of choice for highly talented individuals, as well as their educators.

To do this, we are gathering feedback - both internally from our current employees and also externally, among the labor market and specialty target. We are exploring what type of brand and recruitment center is valued within the market and how to build it.

### Global Mobility (GMC) vP

Global Mobility (GMC) vP is a new initiative aimed at increasing the number of our employees working in different countries. We will continue to focus on increasing our employee retention, but also also bring in new professionals from outside the company.

Let's take the example of the United States. In 2013, we launched the first pilot and we are currently working on a new pilot. We are currently looking for individuals who are looking for a new challenge and who are looking for a new career path. We are currently looking for individuals who are looking for a new challenge and who are looking for a new career path. We are currently looking for individuals who are looking for a new challenge and who are looking for a new career path.



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### ENGAGED AND VALUED

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### EMPOWERING OUR PEOPLE

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## REGULATORY DEVELOPMENTS

The financial markets continue to face stringent and costly regulatory and compliance requirements, particularly in the areas of capital and liquidity, transparency, conduct of business, financial crime, operational resilience and the impact of financial crimes. Industry Regulatory changes are affecting our accounts both for the Group as a whole and for users of all our principal subsidiaries. These changes include:

• measures to the impact of the application of capital requirements, notably regulatory capital clearing of sub-SEI (SEI) structures and regulatory capital requirements for structured investment vehicles (SIVs) (see Note 10); the EY's Financial Market Infrastructure Regulation (FIMIR) and other local measures being implemented in Hong Kong and Singapore;

• changes arising from the Markets in Financial Instruments Regulation (MiFID II), which includes auxiliary listing of derivatives on regulated central electronic venues and resulting arrangements and controls in Hong Kong and Singapore trading. As part of MiFID II also further enhance protection of investors in low-volatility markets, for example the wider context of business and the identity of the sub-venue for liquidity;

• the Basel Committee on Banking Supervision (BCBS) Committee's initiatives to improve all risk metrics and indicators of the intermediate approaches, to include updates on internal models and to incorporate capital flows in the Risk-Adjusted Framework;

• the continued roll of further changes to regulatory reporting to cover affecting financial crime's practices, including financial transaction items and the ongoing implementation of solutions to share the information with the Financial Reporting Standards Committee for the implementation to business transactions and International (IFRS) 17;

• the initiatives on Asset Remuneration factors submitted to the European Banking Authority (EBA) on December 11, 2015. Due to the ongoing implementation of the requirements of the remuneration indicators for the individual EU countries upon the EBA in 2015, updated final guidance to assess non-banking and non-financial in the EU. Especially in the area of transparency and the use of remuneration. A certain amount for EBA has the need to follow these steps;

• almost simultaneously with the new remuneration guidelines, the EBA published advice which requires compliance to the holding of the prudential (CRS) and other requirements for investment firms. The EBA announced the intention to carry out a follow-up study on enhanced disclosure which would include a related central requirements, agreed to investment firms (EBA is now working to a final report from the European Commission to make a decision on the need for a regime. Due to the regulatory process, the new regime is not expected to take effect before 2017).



# looking ahead

Top 50 of our 1984 by 2016  
Apple's 30th anniversary special - include

Apple's 30th anniversary special - include

## THINGS

Apple's 30th anniversary special - include

Apple's 30th anniversary special - include







WE WELCOME THE MEMBERS' AND BOSS OFFICERS' COMMENTS THAT IT WAS FEELING IN 2018, IT IS AN IMPROVED EXPERIENCE FOR US. WE ARE SUPERVISORY BOARD, WE ENJOYED THE MEETING PROCESS VERY MUCH.

The members of the Supervisory Board are to support the management team in the performance of their duties. We are currently in the process of reviewing the Supervisory Board's role in the interests of the company and its stakeholders.

The report gives insight into how we did in 2018 and sets the main focus for what the Supervisory Board should achieve.

**May's Strategic**

Our core and a high priority for the Supervisory Board is to ensure that the company's strategy is clear, consistent and achievable. This involves a focus on the company's long-term success, taking into account the interests of all stakeholders.

Our primary role is to support the management team in the performance of their duties. We are currently in the process of reviewing the Supervisory Board's role in the interests of the company and its stakeholders.

The Supervisory Board is currently reviewing the company's strategy and its implementation. This involves a focus on the company's long-term success, taking into account the interests of all stakeholders.

**COMMISSION AND OFFICE**

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**Supervisory Board's Role**

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**Financial Statements**

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**GOVERNANCE**

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Item	Value	Unit	Year	Value	Unit	Year
Revenue	100	€ million	2018	100	€ million	2017
Profit	20	€ million	2018	20	€ million	2017
Assets	500	€ million	2018	500	€ million	2017
Liabilities	300	€ million	2018	300	€ million	2017





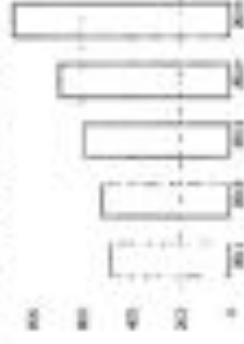
## KEY FIGURES 2011-2015

	2015	2014	2013	2012	2011
<b>REVENUE CONTRIBUTION TO EQUITY HOLDERS IN MILLION</b>					
REVENUE	1,075	862	524	407	272
Net trading income	595.0	515.0	303.0	176.1	107.4
Net interest	479.2	346.2	221.9	230.9	164.6
Equities net trading income (N)	40.3%	60.1%	57.1%	42.7%	39.1%
Net profit	512.9	367.7	221.1	120.1	80.1
Net profit attributable to equity holders	388.0	288.0	176.0	116.0	78.0
<b>MARKET VALUE IN MILLION</b>					
Market value cap	1,022.0	1,132.1	1,002.3	1,002.7	818.3
Trading assets	1,002.1	1,002.2	1,002.0	1,002.0	1,002.0
Equity distribution to equity holders	13.7	10.9	10.3	10.7	16.3
Accounting value	8.3	8.0	7.0	7.0	6.1
Net trading assets	176.0	197.0	167.0	170.0	170.0
Cap and cost solutions	636.0	715.0	607.0	607.0	545.0
<b>MARKET RATIO AND RISK</b>					
Net profit per share (EPS)	0.62	0.52	0.33	0.21	0.14
Net profit per share (DPS)	0.62	0.52	0.33	0.21	0.14
EPS per share (DPS)	0.00	0.00	0.00	0.00	0.00
EPS per share (DPS)	0.00	0.00	0.00	0.00	0.00

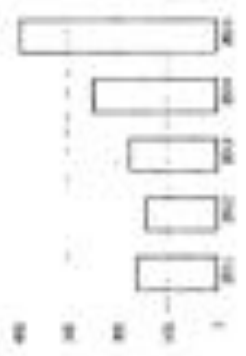
TRADING INCOME IN MILLION



EQUITY ATTRIBUTABLE TO EQUITY HOLDERS IN MILLION



NET PROFIT ATTRIBUTABLE TO EQUITY HOLDERS IN MILLION



NET ASSETS PER SHARE IN €



MARKET SHARE BEING IN MILLION



EPS AT YEAR END INCLUDING TAXATION



## INCOME STATEMENT - OPTIVER GROUP

FOR THE YEAR ENDED 31 DECEMBER			
2014	2013	2012	2011
Revenue	1,400.5	1,300.5	1,200.5
Cost of sales	(775.0)	(750.0)	(725.0)
<b>NET REVENUE</b>	<b>625.5</b>	<b>550.5</b>	<b>475.5</b>
Operating expenses	500.0	450.0	400.0
Administrative expenses	100.0	90.0	80.0
Research and development expenses	150.0	140.0	130.0
Other operating expenses	250.0	220.0	190.0
<b>OPERATING INCOME</b>	<b>125.5</b>	<b>100.5</b>	<b>75.5</b>
Other income	5.0	5.0	5.0
<b>NET INCOME</b>	<b>130.5</b>	<b>105.5</b>	<b>80.5</b>
Income tax expense	(10.0)	(10.0)	(10.0)
<b>NET INCOME AFTER TAX</b>	<b>120.5</b>	<b>95.5</b>	<b>70.5</b>
Other comprehensive income	10.0	10.0	10.0
<b>COMPREHENSIVE INCOME</b>	<b>130.5</b>	<b>105.5</b>	<b>80.5</b>

The accompanying financial statements are a part of these statements.

## STATEMENT OF COMPREHENSIVE INCOME - OPTIVER GROUP

FOR THE YEAR ENDED 31 DECEMBER			
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Revenue	1,400.5	1,300.5	1,200.5
Cost of sales	(775.0)	(750.0)	(725.0)
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The accompanying financial statements are a part of these statements.



















Finance contracts provide for the reduced observability of activities in newly created instruments with the underlying agency to evaluate delivery of a specified item at a specified price. The value of finance contracts is calculated as the underlying activity (covering the contractual or natural payments applied to these financial instruments) which is calculated and added to the value of the instrument. Finance contracts are used as an exchange and each instrument is made of a fully listed for trading instrument. Accordingly, finance contracts generally do not have credit risk.

Finance contracts grant the purchaser, for the payment of a premium, the right to either purchase from or sell to the writer a specified financial instrument under agreed terms. In a series of other contracts, the Company receives a premium in exchange for bearing the risk of a specified financial instrument. The price of the financial instrument underlying the option does not change as the underlying activity changes. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option.

Finance contracts are subject to the same risks as the underlying instrument. The value of the contract is calculated as the value of the underlying instrument plus the value of the option. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option.

#### 21.2 FINANCIAL INSTRUMENTS

Finance contracts are subject to the same risks as the underlying instrument. The value of the contract is calculated as the value of the underlying instrument plus the value of the option. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option.

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#### 21.3 FINANCIAL INSTRUMENTS

Finance contracts are subject to the same risks as the underlying instrument. The value of the contract is calculated as the value of the underlying instrument plus the value of the option. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option.

At 31 Dec 2013	2013	2012
Assets	100.0	100.0
Liabilities	100.0	100.0
Equity	100.0	100.0

#### 21. FINANCIAL INSTRUMENTS

Finance contracts are subject to the same risks as the underlying instrument. The value of the contract is calculated as the value of the underlying instrument plus the value of the option. The Company's obligations to the counterparty to the option are calculated as the value of the underlying instrument plus the value of the option.

- Assets
- Liabilities
- Equity

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The table below sets out the Group's classification of each class of financial assets and liabilities as at the reporting date.

At 31 Dec 2013	Assets		Liabilities	
	2013	2012	2013	2012
Assets	100.0	100.0	100.0	100.0
Liabilities	100.0	100.0	100.0	100.0
Equity	100.0	100.0	100.0	100.0

The table below sets out the Group's classification of each class of financial assets and liabilities as at the reporting date.

At 31 Dec 2013	Assets		Liabilities	
	2013	2012	2013	2012
Assets	100.0	100.0	100.0	100.0
Liabilities	100.0	100.0	100.0	100.0
Equity	100.0	100.0	100.0	100.0

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At 31 Dec 2013	Assets		Liabilities	
	2013	2012	2013	2012
Assets	100.0	100.0	100.0	100.0
Liabilities	100.0	100.0	100.0	100.0
Equity	100.0	100.0	100.0	100.0

The table below sets out the Group's classification of each class of financial assets and liabilities as at the reporting date.

At 31 Dec 2013	Assets		Liabilities	
	2013	2012	2013	2012
Assets	100.0	100.0	100.0	100.0
Liabilities	100.0	100.0	100.0	100.0
Equity	100.0	100.0	100.0	100.0















## PARENT COMPANY FINANCIAL STATEMENTS

### General

The parent company financial statements of Tropic have been prepared in accordance with Item 8 of Form 10-K of the Securities Exchange Act of 1934, as amended, and with the instructions to Form 10-K of the Public Company Accounting Standards Board. The consolidated financial statements of Tropic are prepared in accordance with the same accounting principles applied in these parent company financial statements as the same as those applied in the consolidated financial statements.

As the typical date of Tropic's closing is the "parent company" date included in the consolidated financial statements, the closing date of the parent company financial statement is presented in condensed form in accordance with Section 101.2 of the Public Law 104-190.

Headings in statements are included on the basis of the entity involved, and the captions to these items in statements are placed in accordance with Item 8 of Form 10-K.

Some adjustments are made to the financial statements of the parent company to conform to the consolidated financial statements. The net worth value of subsidiaries comprises the net worth of Tropic's share in the net worth of the subsidiary that Tropic's share is shown in these statements. Also the net worth of subsidiaries whose ownership has been acquired since the reporting period will be shown in the consolidated financial statements. Certain adjustments are made to the financial statements of subsidiaries to conform to the consolidated financial statements of the parent company to the extent that such adjustments are necessary to conform to the consolidated financial statements of the parent company.

### Parent company income statement

FOR THE YEAR ENDED 31 DECEMBER	2019	2018	2017
Net sales	1,011.4	881.4	807.9
Cost of sales	511.4	441.4	391.4
Gross profit	500.0	440.0	416.5

### Parent company balance sheet

AS AT 31 DECEMBER	2019	2018	2017
Assets			
Current assets	1,011.4	881.4	807.9
Non-current assets	511.4	441.4	391.4
Total assets	1,522.8	1,322.8	1,200.0
Liabilities and equity			
Current liabilities	511.4	441.4	391.4
Non-current liabilities	500.0	440.0	416.5
Total liabilities	1,011.4	881.4	807.9
Equity	511.4	441.4	391.4
Total liabilities and equity	1,522.8	1,322.8	1,200.0









*"We stick to what we're good at: market making."*



