

A low-angle photograph of a city skyline with tall glass skyscrapers reaching towards a bright, hazy sky. The buildings are reflected in each other, creating a sense of depth and scale.

SEPTEMBER 2020

## CANTOR PRIME OVERVIEW

### Our Products

Cantor Fitzgerald Europe Prime Services (CPS) offers clients an award-winning global, multi-asset prime brokerage platform. CPS leverages the clearing, financing, and execution capabilities of Cantor Fitzgerald and focuses on high quality, middle-market asset managers.

In 2020, the business continued to grow considerably. Present balances are almost \$250M, and we have a full-year target of at least twice this amount. Our close working relationship and collaboration with Cantor Fitzgerald Europe's Equities business has yielded significant results. CPS' primary product offering includes:

- Flexible margin financing
- Award-winning stock lending
- A portfolio swap product
- Capital introductions – Our team offers high-impact events throughout the year, as well as a bespoke service that accesses a differentiated investor base
- Outperformance on long inventory
- Auto-locate tool
- Out-sourced trading with global markets coverage

### Our Clients

CPS' prime clients are a captive audience for all parts of our business. They utilize multiple bank products, which generates revenue across the firm. In 2020, we onboarded 35 clients and have a strong pipeline of new additions, comprising mainly small/medium-sized institutions.

#### Overview of our client base:

- Multi-strategy hedge funds – Medium-sized funds value our stock loan and financing capabilities
- Long/short equity – Over \$1bn in prime balances; supported equity and derivatives trading revenue
- Short-focused strategies – Our ability to source stable stock loans is key
- Strategic activist investors – We have structured financing swaps on numerous high-profile transactions
- Spread-betters/aggregators – High-volume strategies require straight-through processing and superior service  
Fundamental investors (low turnover) – Our efficient balance sheet management facilitates low volume client strategies

### Our People

Over the last 12 months, we have built a team of experienced, talented individuals from top-tier institutions. They understand the landscape and share a common belief that successful products are built around the clients:

- Sean Capstick – Goldman Sachs, Morgan Stanley, Deutsche Bank, BAML, GPP; also buy-side experience at RWC
- Lynden Howie – Equity Finance at UBS, State Street
- Matthew Behn – Senior sales trader at Dresdner/Commerzbank
- Kaaren Callenbach – Senior salesperson at JP Morgan, Credit Suisse, Dresdner/Commerzbank
- Dan Casley – Client Service and Onboarding at Morgan Stanley, Lehman, Deutsche