

Cochin Stock Brokers Ltd.

P.Janaki Devi
Director

To,
All Authorised Persons

205/23	29 Nov 23	Invitation for Execution Based Proposals for Business Development
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[Extension of time for Proposals :Last Date for submission of proposals for Execution Based Proposals for Business Development is extended to 15 Jan 24](#)

Circular to Authorised Persons.

Full service brokers like us have been facing serious challenges due to reduction in their market share to discount brokers. This is a worrying trend specifically due to the advancement in the applicable technologies.

Since our commitment to strict risk management is very important we were not providing large credits to our clients as Margin Finance or delay in payments.

A disproportionate loss of business and income thereof should be expected if the general market volume falls considering all the above.

At this junction it is important that we must take strong definitive steps to arrest the decline in business and move to a growth trajectory.

The Board of directors of CSBL has decided to Invite proposals from their Authorised Persons and from persons who are familiar with our business and Authorised Persons detailing methods to move our business to a definite growth trajectory.

This Circular is the invitation.

Applicable parameters of the proposals invited are given below.

We expect all Authorised Person to receive this message through all the three channels (WhatsApp-Email-Trading Terminal). If anyone does not get all three channels please let us know through csblhelp@gmail.com.

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Director

To,
All Authorised Persons

This Circular is the invitation for proposals from our Authorised Persons and from persons who are familiar with our business and Authorised Persons for business development. Proposals must specifically address the practical aspects and hold the characteristics as follows.

1. Execution proposal that is proponent-driven.
2. Strict confinement within the regulations.
3. Strict adherence to Risk Management that does not risk our capital..
4. Calendar based commitment of time dedication by the proponents.
5. Specific Commitment for execution
6. Specific timeline of the proposed activities.
7. The timeline of outcome must be specified.
8. A minimum guarantee for the outcome.
9. Proponents' experience in similar activities.
10. Cost and viability of the steps proposed.

Proposals may be mailed to csbllegal@gmail.com, to reach us before 15th Dec 2023. This Email Id may be used for any queries relating to this invitation also.

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