



OUR TRADE IS

CURRENCY.

OUR BUSINESS IS

RELATIONSHIPS.



MERCANTILE EXCHANGE: CORPORATE FX SERVICES



REACH FOR A HELPING HAND

MERCANTILE EXCHANGE is a specialist firm anticipating and monitoring the movements of international currencies, alerting you to the ever-changing relationships between currency pairs and purchasing blocks of currency for you - when your informed judgment deems that it is advantageous to do so. We are established, secure and very good at what we do.

OUR TRADE IS CURRENCY. OUR BUSINESS IS RELATIONSHIPS.

WHATEVER CURRENCY YOU need from our wide range of available pairs, you are assured of fast trades, reliably executed on our low latency trading platforms, with follow-through of an impeccable standard.

With planning, our expertise in Forward Pairs allows you incrementally to smooth the FX purchase component of your working capital or investment capital. Our Regular Spot products allow certainty of exchange costs for Payables transactions or the ability to lock in the immediate value of Receivables. When time is critical, our Rush Spot products are available to you. Mercantile has the capability and the capacity to make and to expedite FX purchases.

THE DIFFERENCE between equivalent suppliers comes down to the philosophy of the firm and the strength of its people. Think of us as a connection to a broader network or an eco-system of opportunity. Above that, there is a compelling strategic reason to consider Mercantile Exchange Corporation: the growth currencies of your business are relationships.

WORK WITH PEOPLE WHO SHARE YOUR PASSION

SPECIFICALLY, WE BEST can help you should you not need the luxury (or overhead) of in-house FX traders. Tap into the broad general business knowledge of our teams, their specialist understanding and learning of your business segment, their insight into the pressures of running an emerging business and their specific skills in obtaining value for you in the FX markets.

Selected, organized and groomed in accordance with their passions, mapped directly to your needs and your business segment - your team is aligned with your interests. It's always smart, in all that you do, to work with people who share your passion. It's like having expanded awareness and a spare hand.

Our traders have over 200 years of cumulative FX experience, out in the field and on the trading floor. That translates into superior levels of market knowledge. Eating, sleeping and breathing currencies allowed us to navigate inflation, stagflation, devaluations, interventions, Black Fridays and Black Wednesdays. Seasoned perspective is of value to you. We make a great pair.

DEDICATED TO GIVING A HAND UP

THERE ARE OTHER benefits that we offer. The bane of direct and indirect exporters is the fluctuation of exchange rates trickling away potential profit margin or contribution margin. We listened and we acted. In partnership with Export Development Canada, Mercantile conceived and developed Guarantee Agreements underpinned by FX forward contracts. If you have an export component to your business, you now can protect yourself against currency volatility, without tying up working capital. Ask us. We can give you a hand up.

And – if you're an importer, we now can offer the same sort of service to you.

WITH A GREAT TRACK RECORD...

MERCIS IS THE LATIN word connoting “equitable trade”, with reference to goods and merchandise. It conjures other words expressing empathy, assistance and favour. In fact, the French term “mercis” – plural of “thank you” is denoted directly from the Latin.

As such, our name – Mercantile Exchange – accurately reflects our operating philosophy and how we treat your business. These are core values.

Year-by-year, we expanded our operations to serve you better, but awareness persists of how our company was nurtured by the trust of those first few clients. Our founders established Mercantile Exchange, initially, to support a cluster of Canadian export firms in the textile manufacturing sector. Rough hands with great spirit. We have a network of customers from that era, still.



KEEPING OUR PROMISES

ACTIONS ALWAYS SPEAK LOUDER THAN WORDS.

BEYOND THE PROMISE IS THE DELIVERY.

ALL BUSINESSES SHOULD HAVE A MORAL COMPASS TO DO AS THEY SAY.

UNTIL THEN, TRUST MERCANTILE EXCHANGE TO DELIVER:

FLEXIBILITY
SIMPLICITY
RELIABILITY
SECURITY



FLEXIBILITY IN SERVICE AND DEPTH IN PRODUCT

MERCANTILE EXCHANGE offers two types of currency orders, as well as flexible settlement terms, for transactions using a wide range of currency pairs, including exotics.

Forward Contracts guarantee you a set exchange rate for transactions being completed at a future date or series of dates. Forwards provide a locked-in price while guarding against potential volatility in the FX market.

We deal in two different types of forward contracts:

FIXED FORWARDS Set delivery date within 365 day period.

OPTION FORWARDS Flexible delivery date in a set period within 365 days.

Spot Contracts exist as a bilateral contract between parties delivering a specified amount of a given currency against receiving a specified amount of another currency from a second counter party. The transaction is based on an agreed exchange rate and usually is settled the next business day.

Any of these contract types are tremendous tools for managing your foreign exchange risk. Should you have any questions or wish any guidance, call us at 1-800-268-2682

Further, as you may have unique business objectives - to support those goals - Mercantile Exchange also provides the following variants of delivery:

DELIVERY TERMS THAT BEST SUIT YOUR NEEDS

CHEQUES

In order to conduct transactions in the most tangible, convenient, physical form, we can deliver US, Canadian, Sterling and Euro funds in the form of cheques, addressed to either the client or to their suppliers.

WIRES

If preferred, an electronic transfer can be deposited directly into the payee's bank account. Between major correspondent banks, these transfers are very quick, reliable and the most secure means of payment.





SIMPLICITY, CONVENIENCE, COMPLETENESS AND CAPABILITY

REAL CONVENIENCE

Just a telephone call completes your transaction. The quoted rate always is the final amount billed. You are in complete control of when you exercise delivery. With one phone call, funds can be routed directly to a doorstep or to a bank account. This makes for one less chore, in your busy day.

ALL COSTS AND SERVICE CHARGES INCLUDED

Total costs associated with your transaction are included in the price. There are no charges for cheques, wires or delivery. Phone, fax or other transmission costs are included. Tracking your costs is simple.

HIGHLY CAPABLE

Mercantile data feeds are state-of-the-art and our trading platforms are low latency. Mercantile traders are experienced and accurate. Fulfillment is quick. In a rapidly moving market, these are assets on your side of the ledger, allowing you to ensure payments and avoid loss or embarrassment.

RELIABILITY AND TECHNOLOGY YOU CAN DEPEND ON

Mec-ForEX – our secure foreign exchange trading system – helps your trader consistently to deliver the best possible currency rates. The integration of Mec-ForEx with our CardBase contact management system allows seamless access to all the details of your Mercantile trading account, in just a few keystrokes.

Similarly comprehensive systems, throughout our back office and compliance department, tie it all together. Our data centre metrics are monitored hawkishly. All told, you can be assured that skilled personnel are enabled by robust technologies.

SECURITY AND TRADING POLICIES YOU CAN TRUST

We only deal with corporate clients.

Our focus on corporate clients mitigates the risk of entering business with speculators. Extensive background checks are performed on all prospective clients.

We never deal in cash.

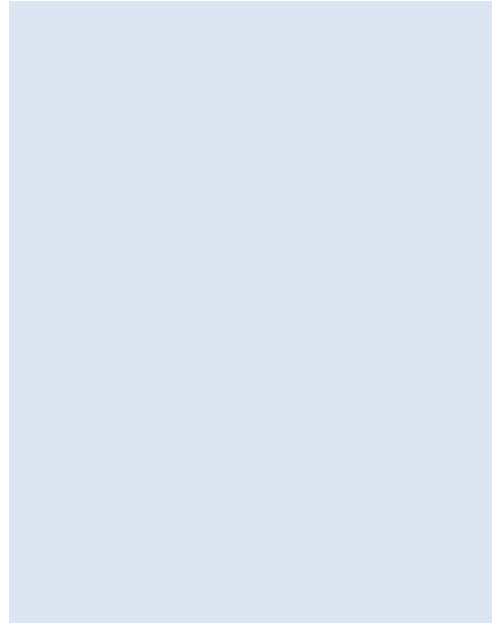
Our clients always have the option of paying by company cheque, wire, or bank draft.

We create business advantage, without speculating.

Our FX services help our clients meet their business objectives one transaction at a time. Mercantile Exchange monitors all company transactions and categorically refuses dealings with any company that purchases currency for speculative purposes.

We insist on trader integrity.

Our traders never are permitted to take a position or trade for their personal accounts.



ELECTRONIC TRADE SETTLEMENTS

ADD SOME TIME BACK TO YOUR DAY WITH PRE-AUTHORIZED DEBITS

You asked and we responded. Pre-authorized debits take hassle out of your foreign currency dealings. We now can initiate simultaneous debits and credits of funds between your bank accounts and ours in settlement of your foreign currency transactions.

Electronic trade settlements are simple, secure and fast.

No more arranging pick-up times for couriers. No more waiting around. No need to approximate arrival times, during bad weather or tough traffic. No more bank certifications and the fuss of that exercise. Just one more way in which Mercantile Exchange helps you add back time to your busy day. It's a helping hand of service.

Call your account executive today to learn how pre-authorized debits can be an effective business solution. Free up your time and clear some stress from your day, with PAD.

Certain restrictions apply; please contact your account executive. 1-800-268-2682



HANDS DOWN, THE BEST OFFER EXTENDED TO EXPORTERS

THERE ARE ENOUGH risks, in running an export business. Any market for goods and services can ebb and flow. There is potential for technical error, human error or system error to thwart the best laid plans. There is worry about whether what you will get paid has been worth the effort. You should eliminate currency risk.

Hands down, one of the best offers ever extended to an exporter comes from an initiative pioneered by Mercantile Exchange, in concert with Export Development Canada (EDC).

BOOK FORWARD CONTRACTS, WITHOUT THE USUAL MARGIN DEPOSIT

WE NOW ARE ABLE to book forward contracts for a qualified exporter without the usual margin deposit. The risk on such forward contracts is limited, under our agreement with EDC. Only under conditions of extreme volatility would a margin deposit be requested, with that deposit returned to you on the final settlement date.

You protect against a possible foreign exchange loss. You gain the financial capacity to enter into a Foreign Exchange Forward Contract – itself an extra signal of business worthiness. You free up working capital, without the additional cost of borrowing. Your existing bank operating lines are preserved. You pursue new markets, while protecting profits from international sales.

NO ADDITIONAL FEES, PLUS A STRAIGHTFORWARD APPROVAL

BEST OF ALL THERE is no additional fee for this Guarantee. Any associated wire transfers, cheques or deliveries are included. The exchange rate that we quote is the final amount you pay.

Pre-approval for this program requires completion of an EDC standard document and a request form from Mercantile Exchange that asks for simple business information. Should you need guidance or have questions, contact us and we can help.

The Export Guarantee Program is a show of confidence in your ability to compete in international markets. Its introduction adds a new dimension of flexibility to your management of working capital. It removes the foreign exchange risk from settlement exposure. It's a capability worth securing and just another way in which Mercantile Exchange lends a hand.

And – if you're an importer, we now can offer the same sort of service to you. Call 1-800-268-2682 and ask us about this valuable innovation.



WHAT OUR CLIENTS SAY ABOUT US

"It's about responsiveness. I searched for places to sell my US dollars or Euros and the banks have horrible rates. With trading, it's often a second or two that makes the difference, but Mercantile always comes out on top. Secondly, using Mercantile is convenient. My time is totally at a premium. Basically, it is no work and no overhead."

Sylvia

"I'm busy and I didn't major in the exchange of money. I have no need to worry about the rate going up and down, because they can monitor and tell me when the rate hits my target. It's easy. Other companies cannot do that for me. They are good. They watch for me. They are professionals."

Jeff

"With today's fast paced technology, it is imperative to have suppliers we can count on. Mercantile Exchange has helped stretch our dollar, which in any business is a huge plus. Thanks for your continued willingness to accommodate our needs."

Donna

"I would like to take a minute to thank you and all the staff at Mercantile Exchange Corp. for being my eyes and ears in the American currency market. For a small business such as ours, your service is invaluable as we simply do not have the resources to take advantage of market fluctuations or the time to research market trends."

Karen

"I have taken the time to go over my daily journal and it has proven your dedication to keep us informed on the standings of the currency we deal with every day. The loyalty of your calls, 4-8 times a month and competitive rates, has made it easy for our company to make our purchases from Mercantile Exchange."

Wendy

"I am thoroughly impressed with Mercantile Exchange. They are simply the best! They offer courteous and reliable service second to none. Their advice is respected and I would recommend them to anyone that wants savings on their bottom line."

Mark



PLEASE CONTACT

Mercantile Exchange Corporation

Telephone

416-368-3680

Fax

416-368-8511

Toll Free

1-800-268-2682

Set up an account with Mercantile Exchange Corporation.
Start saving money on your foreign exchange transactions.

Electronic Mail

General Information: fxtrades@mercfx.com

Customer Support: support@mercfx.com

Webmaster: webmaster@mercfx.com