

Fig 2.1 Estimated monthly net deposit – Western brokers

Broker	Monthly Net Deposit in \$ millions
IFX	5
FXCM	4
FXDD	3
HY Markets	2.5
Alpari	2
BMFN	2
PFG	1.5
Gain	1.5

Fig 2.2 Estimated monthly net deposit – Local Top China based brokers

Broker	Monthly Net Deposit in \$ millions
GamFX	0.75
HX8888	0.5
FXBTG	0.5

Domestic Derivatives Products

business. There are over 4,000 estimated agents working in the FX markets both as individuals (less than 10 clients) and corporates (more than 10 clients, office, website). The largest brokers IFX and BMFN have sales staff of over 50 dealing directly with Introducing Agents across China. Each sales person has average IB targets of 10 per month.

China has been hosting numerous finance and investment related expos including Forex Expo and World Money Show China which were directly FX and derivatives based. Turnout in the expos is around 5,000 to 10,000. General financial and investment shows are crowd pleasers and the 6th Guangzhou International Investment & Financing Expo and the 2011 (Shanghai) and the 5th Venture Investment and Franchise Exhibition have been popular amongst trading community.

In addition to brokers software vendors or resellers of platforms including Metaquotes and Vertex FX (from Hybrid Solutions) are active with local offices and sales staff. Chinese origin brokers who are acting as market makers have been increasing with the likes of Bracera and 121 Finance Group having strong local base. Other brokers with some Chinese roots include Hantec (Australia/ UK), City Credit Capital (UK/ US) and Hanyan Markets. Regulated brokers do not deal with