



# The FCM Trusted Worldwide

Servicing the futures industry's global  
network of investors since 1914.

INSTITUTIONAL  
INTRODUCING BROKER  
COMMERCIAL  
OTC STRUCTURED PRODUCTS  
ENTERPRISE SOLUTIONS  
INDIVIDUAL TRADERS  
ASSET MANAGEMENT

A background image of the Chicago skyline, featuring the Willis Tower and other skyscrapers, with a green field and a body of water in the foreground.

# **Our name is on the door. We stand for family, integrity and innovation.**

Welcome to R.J. O'Brien.

R.J. O'Brien & Associates, LLC is the oldest and largest independent futures brokerage and clearing firm in the United States. As a futures commission merchant (FCM), RJO and its affiliates provide its client base with execution and clearing services on all major global futures exchanges.





**RJO PROVIDES BEST-IN-CLASS ORDER ENTRY TECHNOLOGY,  
COUPLED WITH 24-HOUR EXECUTION AND CLEARING ON  
EVERY MAJOR FUTURES EXCHANGE WORLDWIDE.**

Clearing more than 80,000 client accounts, our firm provides a complete range of services to the industry's largest global network of introducing brokers (IBs) and to commercial, institutional, international and individual investors. We do not engage in proprietary trading; all of our efforts are focused on our valued clients.

**24-HOUR**  
EXECUTION AND CLEARING

**80,000+**  
CLIENT ACCOUNTS

**300+**  
INTRODUCING  
BROKERS



# Our place in the industry

Founded in 1914, RJO is one of the last 'boutique' futures firms in the industry.

We are a privately held business, majority owned by the O'Brien family of Chicago, who have been instrumental in the evolution of the futures industry and are committed to the continued growth of the company and our leadership position within the industry.

With client assets of approximately \$4 billion, RJO is a diversified and fully integrated FCM. Our firm regularly captures top-tier market share in both agricultural and financial futures products at both the CME and CBOT.

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*We're committed to people, ideas,*





## OUR DEDICATION

Through bull and bear markets, political instability, economic triumphs and hardships, the longevity of R.J. O'Brien is testament to the focus we place on our customers. We continually adapt, innovate and respond to the ever-changing needs of the industry and our valued clients. We are a leader in developing new technologies and forging strategies that help our clients succeed. This is why countless users of the futures markets rely on R.J. O'Brien as their partner in building their business.

R.J. O'Brien is committed to people, ideas, vision and leadership. We continue our journey with great enthusiasm for the bright future that lies ahead.

Who you trade with matters—now, more than ever. R.J. O'Brien stands for stability, integrity, transparency, intellect and committed focus. It's no wonder we are the premier provider of futures brokerage and clearing to more than 80,000 accounts around the world.

Our solid, Chicago roots support a nimble, flexible infrastructure that enables us to extend where expansion takes us—be that in

technology, service or locale. In order to serve our growing international clientele, we have established offices across the world.

## OUR MISSION

R.J. O'Brien provides our clients with value-added market information, 24-hour global execution, accurate and timely reporting, resourceful compliance support and comprehensive risk management to ensure the safety of our clients' assets, as well as the capital base of our firm.

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**RJO MANAGES APPROXIMATELY**  
**\$4 BILLION**  
**IN CLIENT ASSETS**



# Our clients

R.J. O'Brien is well-diversified in the clients we serve.

While our heritage is in providing brokerage to commercial agricultural clients, we also actively work with introducing brokers and their clients as well as financial institutions and individual traders.

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*Clients come first at  
R.J. O'Brien. They always have  
and they always will.*





## FINANCIAL INSTITUTIONS

Virtually every major financial institution in the world—including banks, corporations and investment managers—entrusts R.J. O’Brien with executing or clearing their exchange-traded futures business. That vote of confidence comes from understanding the importance of our core services—providing non-conflicted, anonymous access to the marketplace, coupled with unique market insights and trading strategies.

From our founding days in 1914, R.J. O’Brien has always operated as an agency-only model, providing execution and clearing services to our clients. We do not engage in proprietary trading, nor do we hedge against our clients’ positions. Our sole focus is on providing superior service to our clients, cutting-edge technology, and best-in-class risk management systems and staff. At R.J. O’Brien, we believe that our success is dependent on your success.



## INTRODUCING BROKERS

Serving clients is our only focus as we neither trade for our own account nor hedge against client positions.

More than 300 independent and guaranteed introducing brokers benefit from the superior technology, intelligent market insights, transparent middle-office tools and personal service they rely on with R.J. O’Brien.

As the largest independent broker in the futures industry, our roots are in the agricultural markets. We were one of the founding members of the Chicago Mercantile Exchange in 1919 and are the only original clearing member in existence today. That achievement speaks to our inherently conservative nature with an extreme focus on risk management and financial stability.

## Our clients



### COMMERCIAL HEDGERS

The Commercial Ag division of R.J. O'Brien provides deep insights and customized strategies in the futures and options markets for commercial agribusiness companies and hedge funds. Commercial hedgers can also utilize OTC services through our affiliate RJO Financial.

When it comes to the ag markets, R.J. O'Brien is more than just a broker who takes, executes and clears your trades, we are the strategic ally you can rely on to provide ag market insights and hedging strategies that come from years of experience, exclusive on-the-ground market intelligence in the cash markets and primary market insights.



### INDIVIDUAL TRADERS

Individual traders who seek a futures broker of the highest integrity choose RJO Futures, a division of R.J. O'Brien. In addition to our popular online and full-service choices available, clients also can invest in a managed futures product.

All clients have access to a variety of market commentary, opinion and insights, as well as an integrated view of their account. This includes positions, orders, balances and margins brought to you in real-time, as well as 24-hour support during the trading week. With our full-service offering, our team of seasoned veterans works one-on-one with individual traders to develop trading ideas customized to their interests and risk profile with both futures and options on futures.





## Our clients



### FCM

FCMs can tap into the full-service brokerage capabilities at R.J. O'Brien to support and grow your business, as well as the efficiencies and cost reductions you can achieve by leveraging RJO's world-class infrastructure. Whether your firm needs a basic application to access markets or an entire private-label FCM offering, R.J. O'Brien can help you determine the most integrated and complete solution.

You can count on us to provide all the tools needed to service your client base, from trading applications to back-office reporting—all customized to meet your specific needs.



### FUND MANAGEMENT

OASIS Investment Strategies is a new generation of alternative investment services that satisfy the unique requirements of each client by offering customized value-added solutions. We partner with clients to understand their needs, provide access to quality alternative investment products, assist in managing risk, maintaining liquidity and provide dynamic reporting.





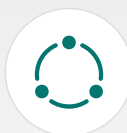
# Our capabilities

R.J. O'Brien focuses on one primary area—futures brokerage—and we do it extremely well. That's what happens when you're in the same business for 100 years and counting.

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*R.J. O'Brien consistently ranks  
among the top clearing brokers at  
CME Group.*





## EXECUTION AND CLEARING

Executing and clearing trades on global futures markets is the business R.J. O'Brien is in. We don't trade our own book. We don't use capital for any purpose other than to support our clients' activities.

R.J. O'Brien specializes in providing our clients around the world with non-conflicted, anonymous access to the marketplace. Our clients can also count on post-execution and post-clearing activities to be accurately processed. We are proud to say that we consistently rank among the top clearing brokers at CME Group, the largest exchange in the world.

Traders who execute their own trades online can choose from several front-ends at R.J. O'Brien, including our proprietary platforms and those of major ISVs. We welcome writing to any of those APIs and can also provide direct market access to those who meet our access and suitability requirements.

In addition, R.J. O'Brien hosts servers for clients who demand the strictest of trading environments and absolutely no competition for resources to their platform.

Our experience and expertise as a futures broker shines when working complex orders, such as energy or treasury strips. Our order execution desk is completely focused on getting the best fills possible given our clients' objectives. Their expertise in futures and options— and the accompanying low slippage—is why many institutions worldwide rely on R.J. O'Brien for their execution needs.

# Our capabilities



## OTC AGRICULTURE

Commercial hedgers in grains and softs can easily compare various OTC agriculture and softs product structures with our proprietary pricing tool.

Satisfy your specific risk-management goals with customized OTC agriculture products from our affiliate RJO Financial. Commercial hedgers work directly with our experienced OTC team. Using the best in proprietary pricing technology, the team analyzes the client's needs and creates a variety of strategies to achieve superior results.



## FACILITIES MANAGEMENT

For FCMs and sell-side clients, our in-house technology, operations and support offering provides front-, middle- and back-office solutions for some of the largest names in the brokerage industry who see the benefits of outsourcing their futures technology and facilities management needs.

Over many years, we have developed enterprise solutions for sell-side institutions, clearing FCMs and non-clearing FCMs alike. Each solution is unique, depending on your requirements, for both operations and reporting. You'll also have top-tier access to our in-house support team for both training and ongoing assistance.





# Our capabilities



## TECHNOLOGY

For over 100 years, R.J. O'Brien has been committed to providing best-in-class service and support tools for our clients. To compete in today's futures markets, client demands must be met with an evolving and cutting edge technological product offering which includes not only order routing systems but also a host of support tools that keep real time information flowing through and available to customers. The foundation of RJO technology solution is a simple one: robust access to traded markets coupled with a myriad of choices around tools that support our clients and their trading.

Throughout our product offering, flexibility is key from private labeled applications tailored to the special needs of an institutional client to the customization of the quote grid on an individual trader's desktop. In-house resources partner with third parties to provide a unique and reliable environment that offers easy, intuitive, customizable access to trading tools.

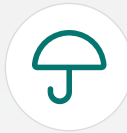
RJO's proprietary system, RJO Web OE, is the flagship of RJO's trading and support

environment. Available as both a Web based and mobile platform, clients can easily access and trade their accounts, manage risk and develop trading ideas. For a deeper dive into client accounts, RJO ARMOR provides a unique and real-time view into an account portfolio. Tying everything together is the RJO Portal that not only provides access to these tools but also hosts a series of reports, statements and library of Market Insights to help develop trading ideas.

RJO also works with most of the major technology and software providers in the industry, making best of breed third party software available to RJO's clients. This includes trading screens, API access and other third-party tools that help clients better manage their trading day.

Whether you are looking for simple API connectivity to the exchange, a fully functional trading platform or a completely private labeled front and back office, RJO has the solution.

# Our capabilities



## CAPITAL & RISK MANAGEMENT

At R.J. O'Brien, we take a holistic view of risk management to ensure our clients' safety as well as the firm's overall strength. Although we are in a business that takes and transfers risk by nature, we operate in an extremely conservative manner.

Our approach to risk management encompasses all facets of our operation, beginning with client selection. It takes more than just a look at assets and net worth figures to open an account at R.J. O'Brien. Indeed, reputation and previous history in the business are equally important. We only accept those who meet our high standards.

We play by the rules at R.J. O'Brien and are keenly focused on ensuring our personnel abide by regulatory requirements. In addition, all critical tasks are handled by more than one person to ensure a system of checks and balances. Our team members monitor the voluminous amount of trade data generated

by account-holders with the best technology available, staying on top of situations that may require immediate resolution. What's more, they are empowered to make decisions without an onerous escalation process.

From an operational point of view, R.J. O'Brien is prepared to provide business continuity no matter the event. We regularly hold drills in our physical back-up facility and have backups in place for all mission-critical technology. In addition, we monitor the health and operations of key vendors to ensure operational continuity.

We start with a foundation of managing risk at every level so our clients and our firm are protected. Because we know our business so well, we provide best-in-class execution and clearing services, from front-office to back-office.

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*Although we are in a business that takes and transfers risk by nature, we operate in an extremely conservative manner.*



# Our capabilities



## CLIENT SERVICE

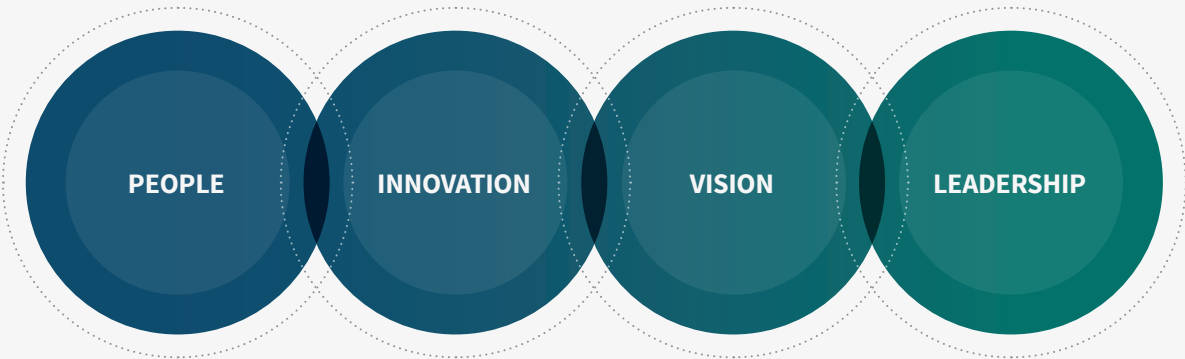
Any futures broker can provide a trading screen. But it is increasingly rare to find a broker that has the people behind the screen who are as passionate and knowledgeable about the futures markets as you. Providing personalized service to our clients has been one of our company pillars since our beginning.

Ask us anything, ask us everything. We'll work hard to get you an answer, no matter your question and no matter when you want to know. Each client at R.J. O'Brien is assigned a "responsible party," who is the go-to person for any question that might arise concerning

your account or our operations. In addition, our dedicated help desk and technical support team is available 24-hours a day during the trading week. Institutional clients and CTAs trading second-session Globex and non-U.S. markets are supported by our overnight institutional trade execution desk, as well as their local contacts.

No company could have longevity like ours unless client service was superior. We take pride in our devotion to our clients, as well as the resources and support that are available to each of our account holders.

## OUR CORE COMMITMENTS GUIDE A BRIGHT FUTURE





# Proprietary market insights

Information about the fundamental and technical state of the futures markets is essential to developing effective trading strategies.

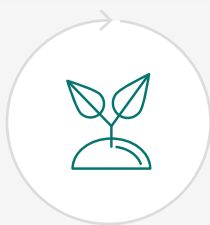
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*Our deep understanding of the futures,  
cash and OTC markets results in  
incomparable primary market insights.*

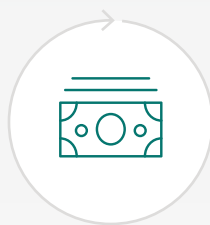




**R.J. O'BRIEN IS ONE OF THE FEW BROKERS WHO SPECIALIZES IN PROVIDING IN-DEPTH COMMENTARY AND INSIGHTS, AND WE ARE PARTICULARLY STRONG IN OUR COVERAGE OF COMMODITY MARKETS.**



**AGRICULTURE**



**FINANCIALS**



**ENERGIES**

Individual traders, commercial clients and institutions alike enjoy access to market commentary and opinion from both in-house and third-party providers, delivered online, via RJO Radio, conference calls and special reports. Our exclusive portal includes trading ideas, hard-hitting commentary and market updates, all available 24-hours per day.

Our institutional clients enjoy in-depth fundamental and technical primary market insights on a daily basis from our metals, energy and softs commodity teams. These include updates from Asian and European trading sessions as well as an outlook for the upcoming U.S. trading day.

R.J. O'Brien's deep understanding of the futures, cash and OTC markets results in incomparable primary market insights.

ANALYSIS AVAILABLE  
**24-HOURS**  
PER DAY

INSIGHTS ON A  
**DAILY**  
BASIS

# Our history



John V. McCarthy & Co.  
established on  
October 17 as cash  
butter and egg house



Robert O'Brien, Sr.  
named President of  
John V. McCarthy



John W. O'Brien, Sr., son  
of Robert J. O'Brien, Sr.,  
named CEO of RJO



Gerald F. Corcoran  
named Chief  
Executive Officer



O'Brien Investment  
Services, an RJO  
subsidiary serving  
self-directed private  
clients, becomes  
RJO Futures

1914

1919

1959

1969

1986

1989

2000

2000

2003

## RJO



Firm becomes  
founding member of  
Chicago Mercantile  
Exchange (CME) when  
it is transformed from  
the Chicago Butter &  
Egg Board

John V. McCarthy  
company name  
officially changed  
to R.J. O'Brien &  
Associates (RJO)



Mayor  
Richard M. Daley  
proclaims October  
17 as R. J. O'Brien  
Day in Chicago



John W. O'Brien  
named Chairman of  
the Board



RJO expands  
business in Asia  
opening operations  
in Hong Kong



RJO CEO  
Gerald Corcoran  
testifies before U.S.  
House Committee  
on Agriculture on  
recommendations  
for strengthening  
industry's financial  
safeguards

**100  
YEARS**

R.J. O'Brien  
& Associates  
celebrates its 100th  
anniversary year



RJO Opens Office in  
Dubai, UAE

2006

2009

2010

2011

2012

2014


2015

2018

2019



RJO establishes first  
presence in Asia with  
a sales representative  
office in Beijing



RJO launches  
R.J. O'Brien &  
Associates Canada  
Inc., its first  
Canadian subsidiary



RJO invests in UK  
operation as a focal  
point for growth in  
Europe



RJO expands its  
operations in  
Europe through the  
acquisition of The  
Kyte Group Limited,  
now known as  
R.J. O'Brien Limited



RJO opens Paris  
office to expand into  
mainland Europe



# Our management team

**GERALD CORCORAN**

*Chairman &  
Chief Executive Officer*

**TERRY GILHOOLY**

*Senior Managing Director  
Chief Operations Officer*

**JAMES GABRIELE**

*Senior Managing Director  
Chief Financial Officer*

**DANIEL STANIFORD**

*President &  
Chief Sales Officer*

**RENÉE LAIRD**

*Senior Managing Director  
Commercial Ag & OTC Markets*

**MARY ELLEN SCANLIN**

*Senior Director  
Professional Development*

**CHRIS BOVE**

*Senior Director  
Chief Compliance Officer*

**BRAD GIEMZA**

*Managing Director  
Chief Risk Officer*

**HEATHER RUCCI**

*Managing Director  
Chief Human Resources Officer*

**MARK PHELPS**

*Managing Director  
EMEA*

**MATTHEW REES**

*Managing Director  
Chief Relationship Officer*

**MELISSA ZIERK**

*Managing Director  
General Counsel*



# Our global offices



**CHICAGO  
NEW YORK  
HOUSTON  
DENVER**

**CALGARY  
MONTREAL  
TORONTO  
WINNIPEG**

**LONDON  
PARIS  
DUBAI**

**BEIJING  
HONG KONG**

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**R.J. O'Brien & Associates, LLC**

222 S. Riverside Plaza  
Suite 1200  
Chicago, IL 60606  
312-373-5000  
[www.rjobrien.com](http://www.rjobrien.com)

# Exchanges

Our global market coverage and connectivity.

## FUTURES AND OPTIONS

Market		Electronic Execution	Voice	Clearing	Agency/Give up
<b>AMERICAS</b>					
CBOE FUTURES EXCHANGE	CFE	✓	✓	✓	✓
CHICAGO MERCANTILE EXCHANGE	CME	✓	✓	✓	✓
ICE FUTURES US	IFUS	✓	✓	✓	✓
MINNEAPOLIS GRAIN EXCHANGE	MGEX	✓	✓	✓	✓
MONTREAL EXCHANGE	MX	✓	✓	✓	✓
<b>EUROPE</b>					
EUREX	EUREX	✓	✓	✓	✓
EURONEXT AMSTERDAM	ENX-NL	✓	✓	✓	✓
EURONEXT PARIS	ENX-PA	✓	✓	✓	✓
ICE FUTURES EUROPE	IFEU	✓	✓	✓	✓
IDEM (ITALY)	IDEM	✓	✓	✓	✓
LONDON METALS EXCHANGE	LME	✓	✓	✓	✓
MEFF RENTA VARIABLE (SPAIN)	MEFF	✓	✓	✓	✓
NASDAQ OMX NORDIC (SWEDEN)	OMX-STO	✓	✓	✓	✓
<b>ASIA</b>					
BURSA MALAYSIA DERIVATIVES BERHAD	BMD	✓	✓	✓	✓
DUBAI GOLD AND COMMODITIES EXCHANGE	DGCX	✓	✓	✓	✗
DUBAI MERCANTILE EXCHANGE	DME	✓	✓	✓	✓
HONG KONG EXCHANGE	HKFE	✓	✓	✓	✓
JAPAN EXCHANGE GROUP	JPX	✓	✓	✓	✓
SINGAPORE EXCHANGE DERIVATIVES	SGX	✓	✓	✓	✓
SYDNEY FUTURES EXCHANGE	ASX	✓	✓	✓	✓
TOCOM	TOCOM	✓	✓	✓	✗
TOKYO FINANCIAL EXCHANGE	TFX	✓	✓	✓	✓

✓ = AVAILABLE NOW   ✗ = NOT YET AVAILABLE

The listings above are subject to change at any time. We welcome your inquiry about availability of other markets and connectivity not shown here.







## **R.J. O'Brien & Associates, LLC**

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Chicago, IL 60606  
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Futures trading involves the substantial risk of loss and is not suitable for all investors. Past performance is not indicative of future results.