## Creative Investment Research, Inc.

## **Minority Broker Review**

East/West Securities Company 120 Montgomery Street, Suite 1760 San Francisco, CA 94104 Phone 415-397-3400 Founded: July 20, 1981 Fax 415-397-8073 No Website

Email Address: exch13@aol.com

Group: Asian

SEC File #:8-26118

Age of firm: Over 15 years

Chief Compliance Officer:Leslie Harris

Phone: 415-397-3400 Email: lesharris@eastwestsec.com Has your firm been sanctioned by any regulatory agency?:No

Exchange Memberships:

NASD

Trading Systems:

Through our correspondents we utilize OMS, routing networks, proprietary algorithms, ECNs, ATSs, and crossing networks

Clearing Firm:

ADP Clearing; ADP clears for us and also we trade through their block trade department.

FIX Connectivity: Yes Agency/Principal: Agency & principal

Transaction cost measurement services? No

If so, describe execution quality:

N/A

International Equity Market Experience

Domestic large cap equity

Technical analysis

Small cap equity

Technical analysis

Mid cap equity

Technical analysis

Number of shares traded:

6,250,000 Value:

\$187,500,000

Percent of trading - Domestic: 10.0 % International:

90.0 %

Percent Direct Execution: | 80.0 % | Percent Step Out:

20.0 % Rating/Rank:

Year: 2005

Assets:

\$430,997 Income:

\$134,838

Revenue:

Net Capital:

\$359,774

Rating Comment:

East West ranks first of 21 firms. The firm has significant trading volume - 6.25 million shares traded with a value of \$187 million. The firm reported that 90% of this volume took place in international markets. East West reported income of \$134,838 in 2005.

Describe your Program Trading Expertise:

Through our correspondents we can trade any stock in any country at virtually any time; we commit capital to get good trading results.

Do you use Global OASYS?: No Do you use SWIFT?: Yes

How do you receive Account Breakdowns?:

From the investment managers.

Describe your Technical Analysis Research:

We do not offer any technical analysis services.

Describe your Fundamental Equity Research:

We offer proprietary technical market timing services, both on up-side and down-side calls; we use proprietary valuation tools to advise clients on buys and sells.

Describe your Equity Market Strategy Work:

No research services offered by our firm.

Describe your work in the IPO and SPO markets in 2005,2006:

None.

Developed markets

Technical analysis

**Emerging markets** 

Technical analysis

Commission Schedule:

3 cents to 5 cents a share both domestic and international. We usually maintain 75 percent of the gross from our correspondents.

Please provide any additional information:

Since we are a small firm, with very experienced and knowledgeable people, we can be very helpful with research, soft-dollar and directed commission calculations, and market outlooks. We have worked with the premier global managers for over twenty years.

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