



ZagTrader



— A DECADE OF PARTNERSHIP —

• CAPITAL MARKETS • BROKERAGE TECHNOLOGY

# A Decade of Trusted Trading Technology

How Dlala Brokerage modernised its full trading and back-office stack with ZagTrader across a ten-year partnership, becoming one of Qatar's first brokers certified on the Qatar Exchange's new core system.

CLIENT

Dlala Brokerage

MARKET

Qatar / Qatar Exchange

PARTNERSHIP SINCE

2016

SOLUTIONS

Core Trading & Compliance Automation

ENGAGEMENT SNAPSHOT

# Two strategic engagements over ten years.

CLIENT	START YEAR	MARKET	SOLUTIONS
Dlala Brokerage	2016	Qatar Exchange (QSE)	Core Trading & Compliance Automation

● PHASE 1 · 2016

### Core Brokerage Transformation

End-to-end trading, dealer, back-office, web and mobile channels, market data, FIX connectivity, white-label, and regulatory reporting.

● PHASE 2 · COMPLIANCE

### Compliance Automation

Risk Factor Classification Engine and AML screening integration replacing manual Excel-based compliance workflows with configurable, audit-tracked automation.

## 01 Modules Deployed

12 COMPONENTS · 4 CATEGORIES

**A · CORE**  
**Trading & Dealer Operations**

- OMS / Trading System
- Dealer Terminal
- Back Office for Brokerage Operations

**B · CHANNELS**  
**Digital Client Channels**

- Web Trading Portal for End Clients
- Mobile Trading Applications
- White-Label Trading Channels

**C · INFRASTRUCTURE**  
**Connectivity & Market Data**

- Market Data Feed & Real-Time Streaming
- FIX Engine & Exchange Connectivity

**D · GOVERNANCE**  
**Compliance & Reporting**

- Digital Onboarding and KYC
- Risk Factor Classification Engine
- AML Screening · PEP, Sanctions, Watchlists
- Regulatory & Back-Office Reporting

## 02 Business Challenge

CONTEXT

Mandatory exchange migration combined with manual, Excel-based compliance operations.

Qatar Exchange implemented a new mandatory core system, requiring all brokers including Dlala to comply with updated regulatory and connectivity requirements. Dlala's legacy system had reached end-of-life with no vendor support, creating operational risk and market disadvantage. The company initiated a competitive RFP and tender process to procure a comprehensive replacement platform.

In parallel, Dlala relied on manual, Excel-based risk scoring and had no automated mechanism for screening clients against global watchlists including PEP, sanctions, and high-risk countries. Compliance teams were spending excessive time on reclassification, with no audit trail and limited alignment with QFMA regulations.

## 03 How ZagTrader Helped

### DELIVERY

An integrated brokerage technology stack, front to back, delivered across two phases.

ZagTrader delivered an integrated brokerage technology stack for Dlala Brokerage, covering core trading, dealer operations, back-office workflows, end-client web and mobile trading channels, market data streaming, and exchange connectivity.

The platform supported Dlala during the Qatar Exchange core system transition, helping the firm meet certification requirements and maintain operational readiness on the new market infrastructure.

For Dlala's internal teams, ZagTrader provided dealer terminals, back-office tools, client and account management capabilities, reporting, and operational controls. For Dlala's clients, ZagTrader enabled digital access through web and mobile trading applications with real-time market data, portfolio visibility, and order placement.

In a later compliance automation phase, ZagTrader delivered a Risk Factor Classification Engine with configurable scoring, scheduled reclassification, audit trail, manual override controls, and AML screening integration for PEP, sanctions, and watchlist checks.

### COMPLIANCE AUTOMATION HIGHLIGHTS

- Risk Factor Classification Module with configurable scoring & weighting logic
- Audit trail in the KYC customer management page
- Scheduled reclassification with manual override protection
- Real-time PEP & sanctions screening for QFMA / QCSD requirements

## 04 Key Results & Outcomes

### HEADLINE OUTCOME

**Qatar Exchange certification achieved on schedule. One of the first Qatari brokers ready on the new core system.**

Dlala Brokerage met the new mandatory market-infrastructure requirements ahead of peers, securing operational readiness and competitive position from day one.



### 10-Year Partnership

Sustained vendor commitment demonstrating system reliability and continued investment.



### Full brokerage technology stack

Core trading, dealer, back-office, web and mobile channels delivered end-to-end.



### Web & mobile trading channels

Digital client access with real-time market data, portfolio visibility, and order placement.



### Dealer terminal & back-office

Client and account management, reporting, and operational controls for internal teams.



### Automated risk classification

Replaced manual Excel scoring with configurable, audit-tracked categorisation.



### AML screening integration

Real-time PEP, sanctions, and watchlist screening aligned with QFMA & QCSD.



### Reduced manual operations

Back-office and compliance workflows streamlined; teams refocused on higher-value work.

CLOSING

# A Decade of Partnership.

Since 2016, ZagTrader has supported Dlala Brokerage across two strategic engagements: a full core trading and back-office platform deployment, and a fully automated risk classification and AML compliance suite. Together, these solutions form the technology backbone of Dlala's operations on the Qatar Exchange.

<p>PILLAR 01</p> <p><b>Core Trading</b></p> <p>OMS, dealer terminal &amp; FIX connectivity to QSE.</p>	<p>PILLAR 02</p> <p><b>Back Office</b></p> <p>Brokerage operations, accounts &amp; reporting.</p>	<p>PILLAR 03</p> <p><b>Digital Channels</b></p> <p>Web &amp; mobile trading for end-clients.</p>	<p>PILLAR 04</p> <p><b>Compliance</b></p> <p>Risk classification, KYC &amp; AML screening.</p>
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THE OUTCOME

One platform. Front to back. Supporting Dlala Brokerage on the Qatar Exchange for ten years and counting.

From the core OMS and dealer terminal through to digital client channels, market connectivity, and automated compliance. Dlala runs its brokerage on a single, integrated ZagTrader stack.

## One Platform. Front to Back.



LEARN MORE  
[www.zagtrader.com](http://www.zagtrader.com)