



An Introduction to Global Reach



We look at things differently

We get to the core of your business. We are leading foreign exchange specialists, providing insight, support and strategic direction to clients ranging from SMEs to FTSE 100 companies.

Our mission is to achieve success by adopting a different perspective - one that enables us to ask our clients the right questions to get the best results. Our in-depth knowledge and expertise in our market enables us to fully understand all aspects of our clients' foreign exchange requirements and offer proactive risk mitigation strategies to help protect their bottom line.

We know it's impossible to predict what currency markets are going to do. We also understand the impact this uncertainty can have on our clients' profitability, which is why we've spent 17 years gaining the right experience to help manage it.

Our unique combination of market insight, innovative tools and relationship led service allows us to truly understand the needs of our clients and deliver robust strategies that can be effective in any market conditions. Whether your business requires a one-off transaction or a complex, multi-currency hedging strategy, protecting your bottom line is paramount for us.

We are institutionally-backed and authorised by the Financial Conduct Authority (FCA).



£4.8 billion

Total transaction
value for 2017

over 140

Currencies offered

123,000+

Payments made in 2017

over 130

Employees

‘We knew we had foreign exchange exposure and therefore knew it was important to have Global Reach with us to help us manage that risk and convert it into an opportunity during the project. Having Global Reach alongside us was very comforting and the service they provided was much broader than just foreign exchange management. We felt really thankful for Global Reach, everyone was helpful, proactive, and positive. Global Reach helped us get the project set up and established at a strategic level, as well as helping us manage the day-to-day transactions of the operation and the exposure that comes with a big international project. What we liked was that it wasn’t just a core foreign exchange business, and we were able to test other parts of the services Global Reach offer, such as establishment, managing risk, and transaction.’

Executive Director, Trivandi

 **trivandi Chanzo**
major project consultants

Our history

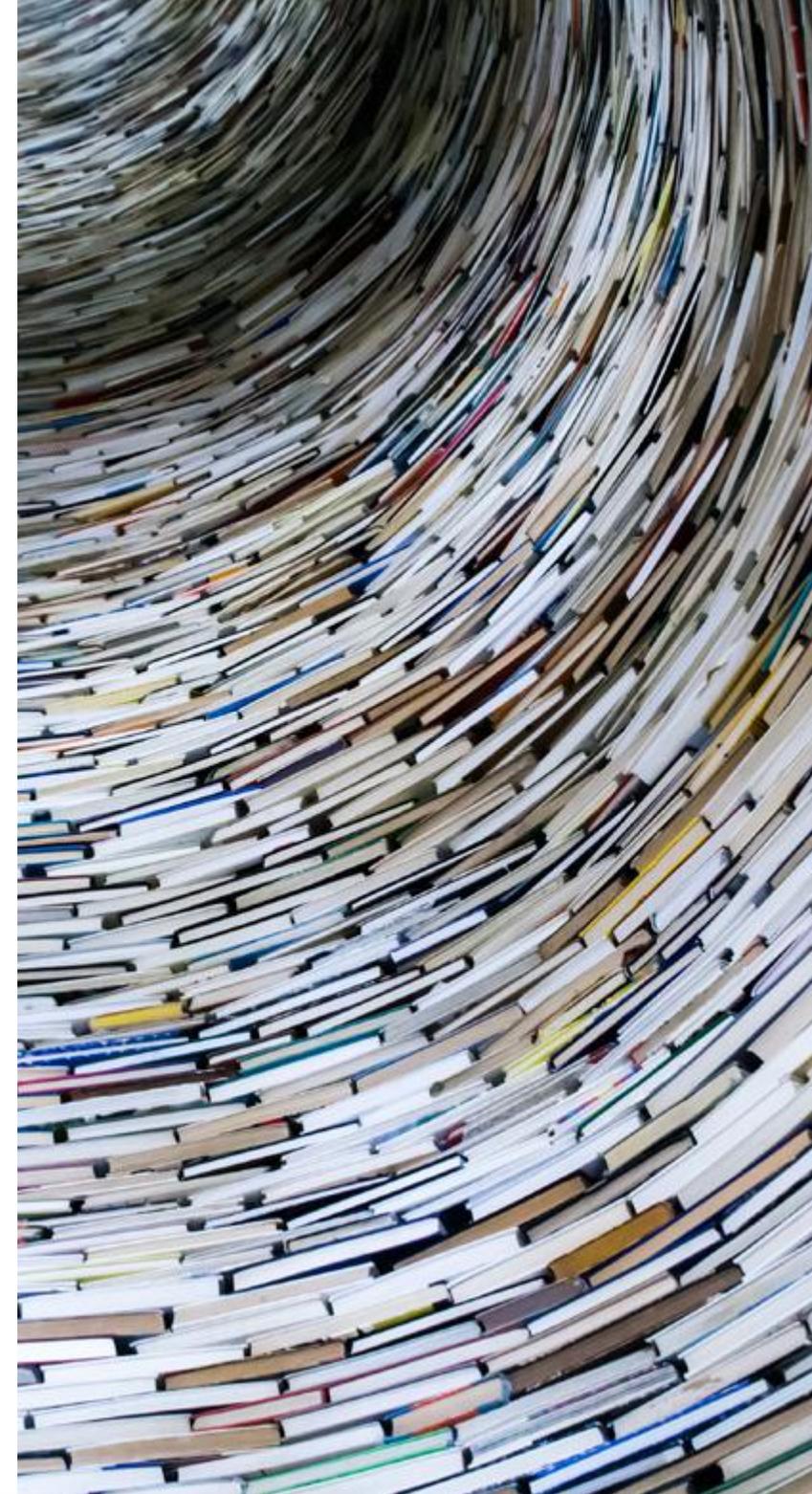
Our experts have been helping clients for 17 years and in that time, we've grown to employ more than 130 talented people. Our clients have access to more than 140 currencies and in the last year alone we have transacted more than £4.8bn of foreign currency.

We've built a superb team, which has outstanding foreign exchange knowledge at its core and demonstrates highly valuable skills to benefit our clients on a day-to-day basis.

In 2016, we further bolstered our business with the backing of leading UK private equity firm, Inflexion Private Equity. They invest in high growth, entrepreneurial businesses with ambitious management teams and work in partnership with them to deliver growth.

Later the same year we acquired FC Exchange, a leading international money transfer business specialising in helping individuals with their personal foreign exchange requirements.

The integration of FC Exchange into the wider Global Reach Group has meant that, as well as being at the forefront of corporate foreign exchange, we are also able to offer the same level of service to private individuals.



Our history 2001 - 2011

GRP - Global Reach Partners

FCE - FC Exchange

GRG - Global Reach Group



GRP

Company registered as Corporate FX



GRP

First trade completed



FCE

Foreign Currency Exchange founded



GRP

Developed SmartFX, our innovative online trading platform



FCE

Opened an office in Cyprus



GRP

Rebranded as Global Reach Partners

Global Reach Markets first registered as Corporate FX+



GRP

Global Reach Markets gained full FCA regulation for Options business

2001

2002

2005

2006

2007

2009

2011 ...

Our history 2012 - 2018

GRP - Global Reach Partners

FCE - FC Exchange

GRG - Global Reach Group



GRP

Ranked 28th Best Company To Work For by The Sunday Times

Ranked 37th in The Sunday Times Profit Track 100



FCE

FC Exchange acquired PSG FX to diversify and enhance range of products



FCE

Became an Authorised E-Money Institution with the FCA



GRP

Inflexion Private Equity acquire FC Exchange and become major shareholder of Global Reach Partners, forming Global Reach Group



GRG

Global Reach Group transact c.£4.8bn



GRG

David Stevens joins as CEO

Millie Richardson joins as Chief Compliance

...2012

2013

2014

2016

2017

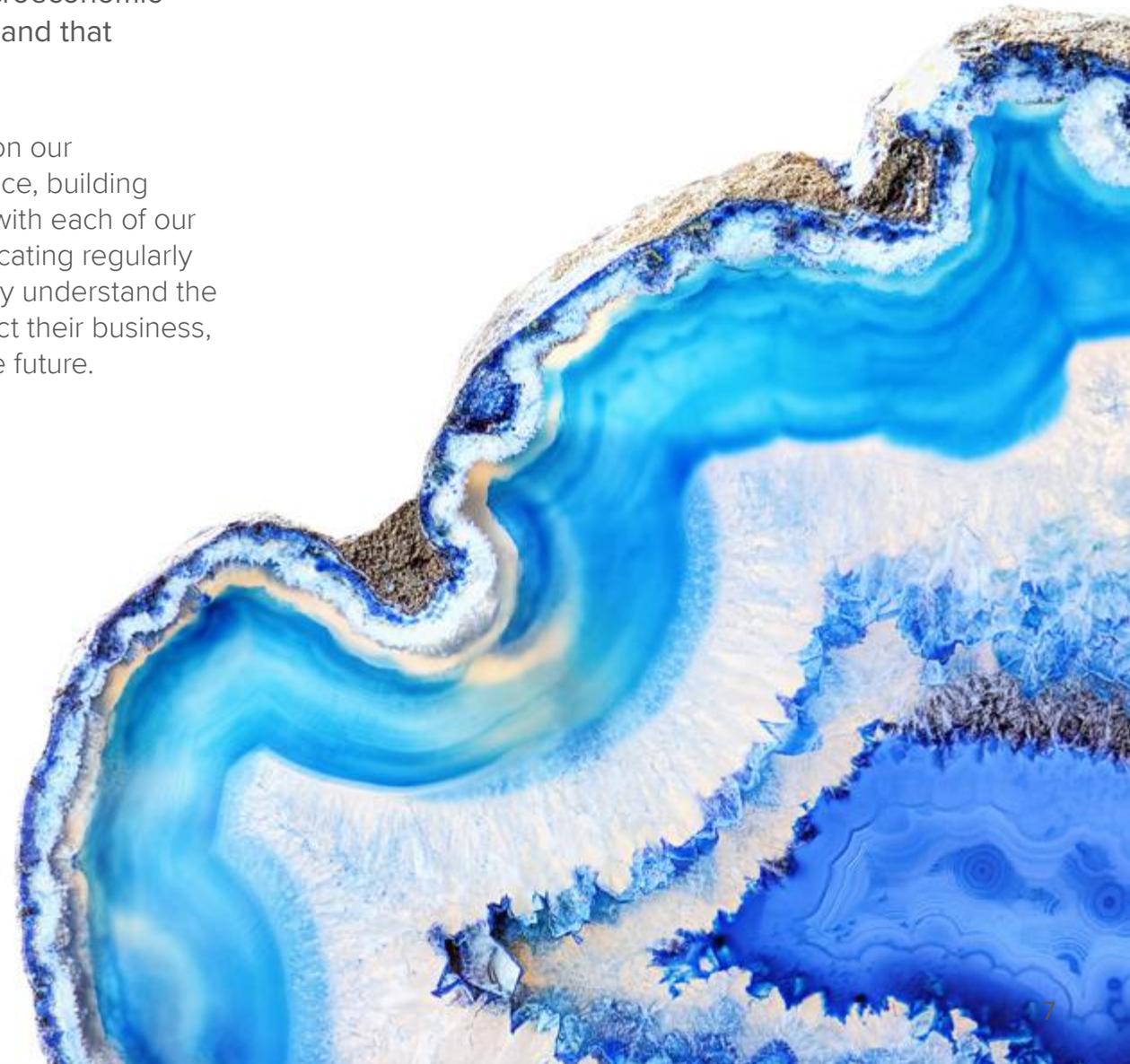
2018

Client-led solutions

Our goal is to help clients proactively mitigate the risks that currency fluctuations could pose for their business. We work in depth to ascertain the extent of their exposure, as well as any macroeconomic factors that could impact the performance of their business and that of their competition.

We use a blend of knowledge and experience, market insight and proprietary technology to deliver relevant risk management strategies.

We pride ourselves on our relationship-led service, building strong partnerships with each of our clients and communicating regularly to ensure that we fully understand the risks that could impact their business, both today and in the future.



Treasury and risk management

Hedging strategies

Our Dealers work closely with our clients to implement and maintain hedging strategies that are bespoke to their objectives and commercial environment. Our strategies are designed to reduce the impact that currency volatility can have on their bottom line.

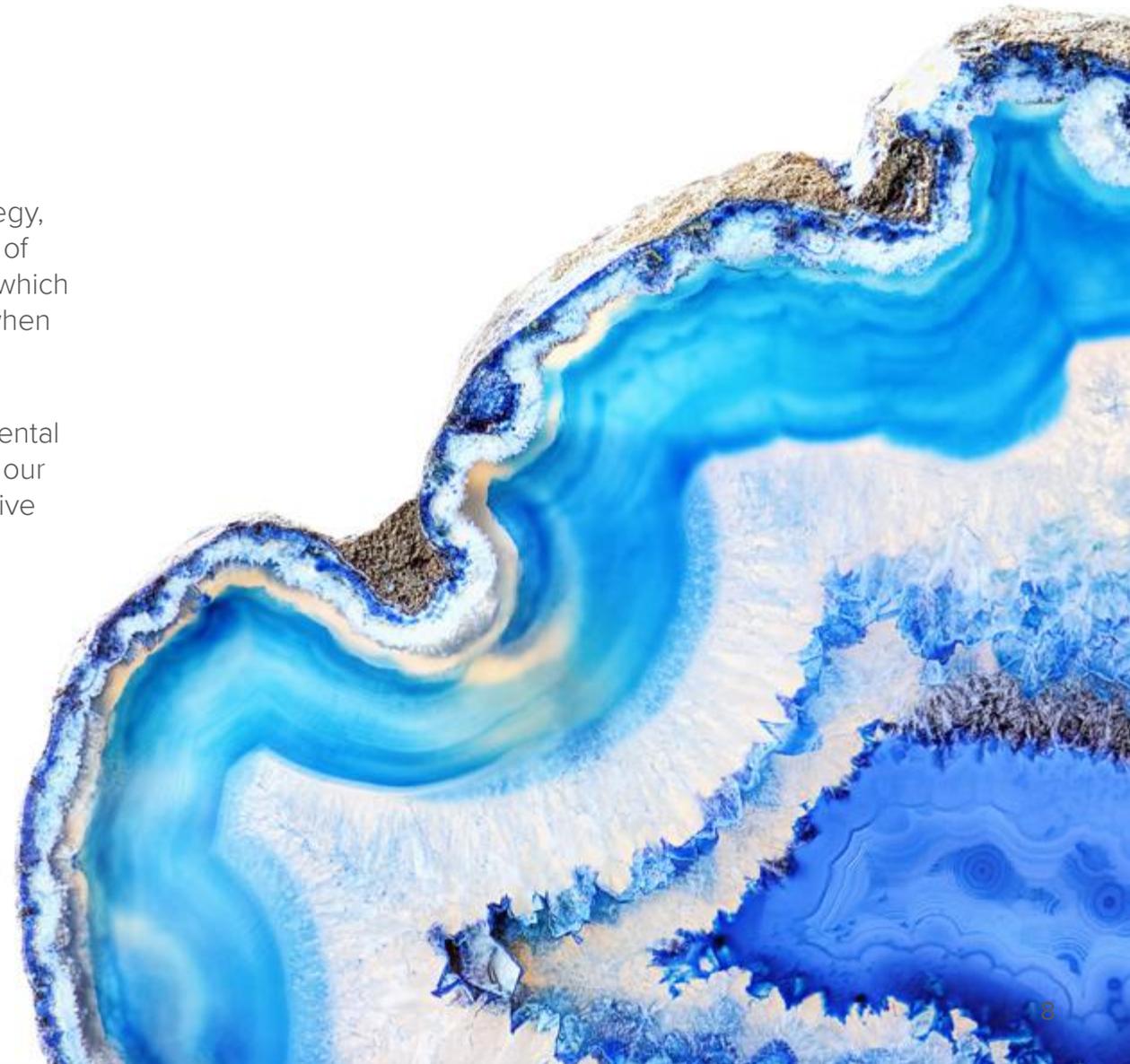
Whilst constructing a bespoke hedging strategy requires high levels of analysis and expertise, the principles of how they work are simple – providing a level of formality and governance around:

- How much currency to hedge
- How far forward to hedge
- How often to hedge

Establishing and maintaining the correct balance for these parameters will ensure a business is never over or underhedged for their forecasted currency requirements, therefore protecting their cash flow and profit margin, whilst helping them remain competitive.

As part of a hedging strategy, clients will have a number of 'hedging windows' within which they will need to decide when to buy currency.

The technical and fundamental analysis we provide helps our clients achieve a competitive hedge rate within this time frame.



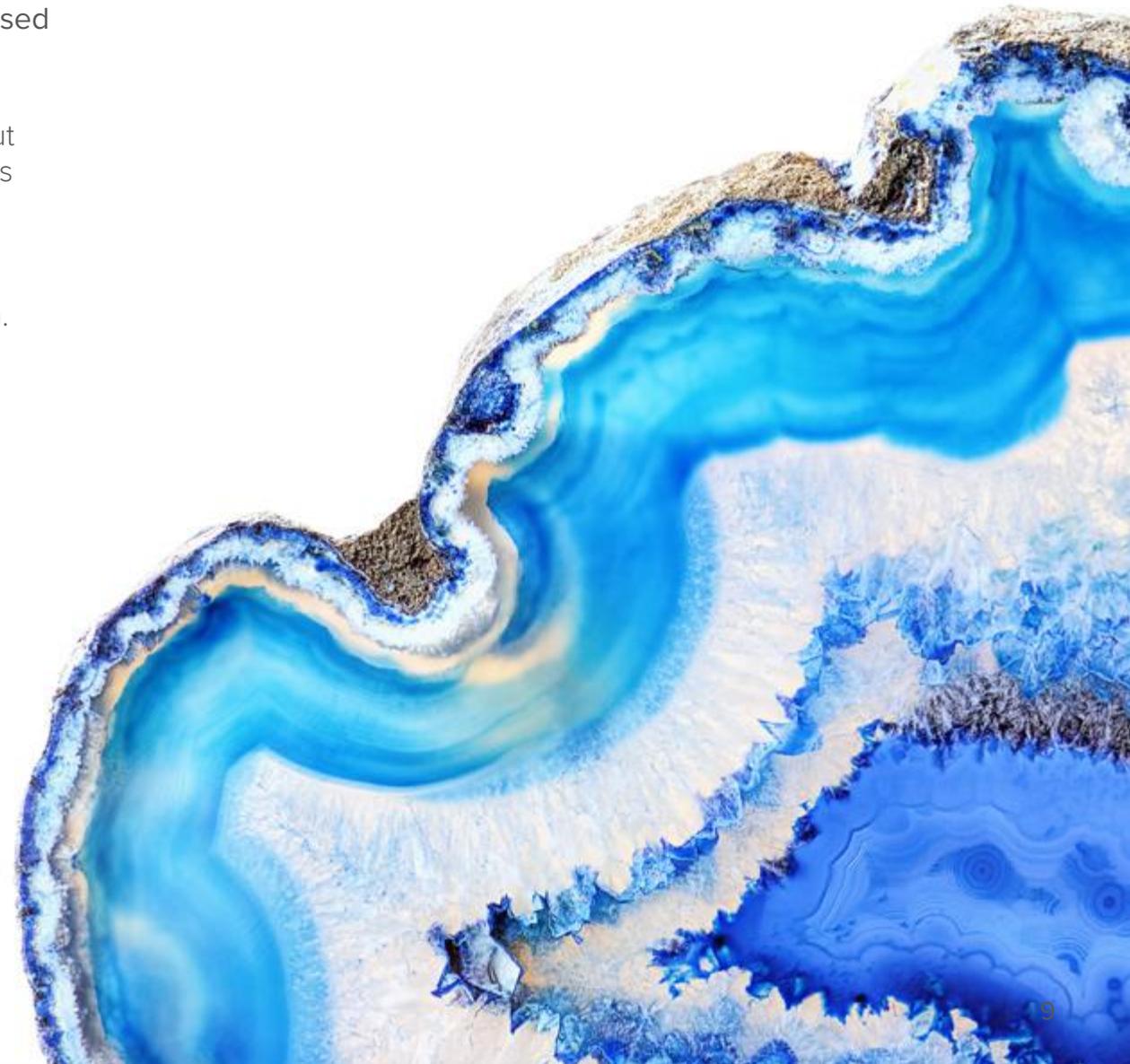
Treasury and risk management

Option products

We offer a broad range of Option products through our fully regulated subsidiary, Global Reach Markets, which can be used to form part of a blended hedging strategy.

These products often play an important role in a foreign exchange hedging programme and compliment Spot Transactions and Forward Contracts as part of a diversified strategy. Option products can carry a higher level of risk and might not be suitable for all businesses.

For more information about the wide range of products we can offer, please call +44(0)20 3465 8200 to speak to a member of our qualified Dealing team.





Technology solutions

API

Our API (Application Programming Interface) is a set of routines, protocols and tools that allow our clients to adopt our online portal functionality within their own systems, removing the need to direct their users to an unfamiliar interface.

By integrating with our API, our clients can seamlessly pay overseas suppliers, make regular transactions or view their account details, without the need to access multiple systems.

All portal functionality is available via our API, so once implemented our clients can:

- Request rates
- Place trades
- Make multiple payments
- Deliver real time balances
- Request trade history and account information



Technology solutions

Mass payments

When it comes to complex global payments, we have the expertise, experience and infrastructure to provide flexible solutions for organisations of every size.

There are two ways we facilitate mass payments:

Payment file upload

Our market leading online portal can facilitate the execution of thousands of payments, in multiple currencies, with just one file upload. This automated process saves time and allows you to pay overseas suppliers and vendors in their preferred currencies simultaneously.

API

Mass payments can also be made through our API, which can be fully integrated with any client's software programme. A data set is passed through the API to initiate the mass payment send.



Technology solutions

Micro hedging

Micro hedging allows individual exposures to be hedged immediately, on an automated basis. Hedging each transaction gives you control over your foreign exchange margins and ensures that profits are not unnecessarily eroded by unfavourable market volatility.

This automated solution enables companies to price dynamically without bearing the foreign exchange risk or requiring any manual intervention.

Online portal

Our online portal is designed to give clients fast, reliable access to the trading functionality they need, including 24-hour access to over 140 live foreign exchange rates, as well as the ability to make multiple international payments.

The platform captures trade information, giving clients a clear and transparent view of their trading history and access to numerous reports that can be easily exported.

The portal is built using secure encryption technology and offers multi-user functionality, so information is only accessible based on client defined permission levels.

Institutional

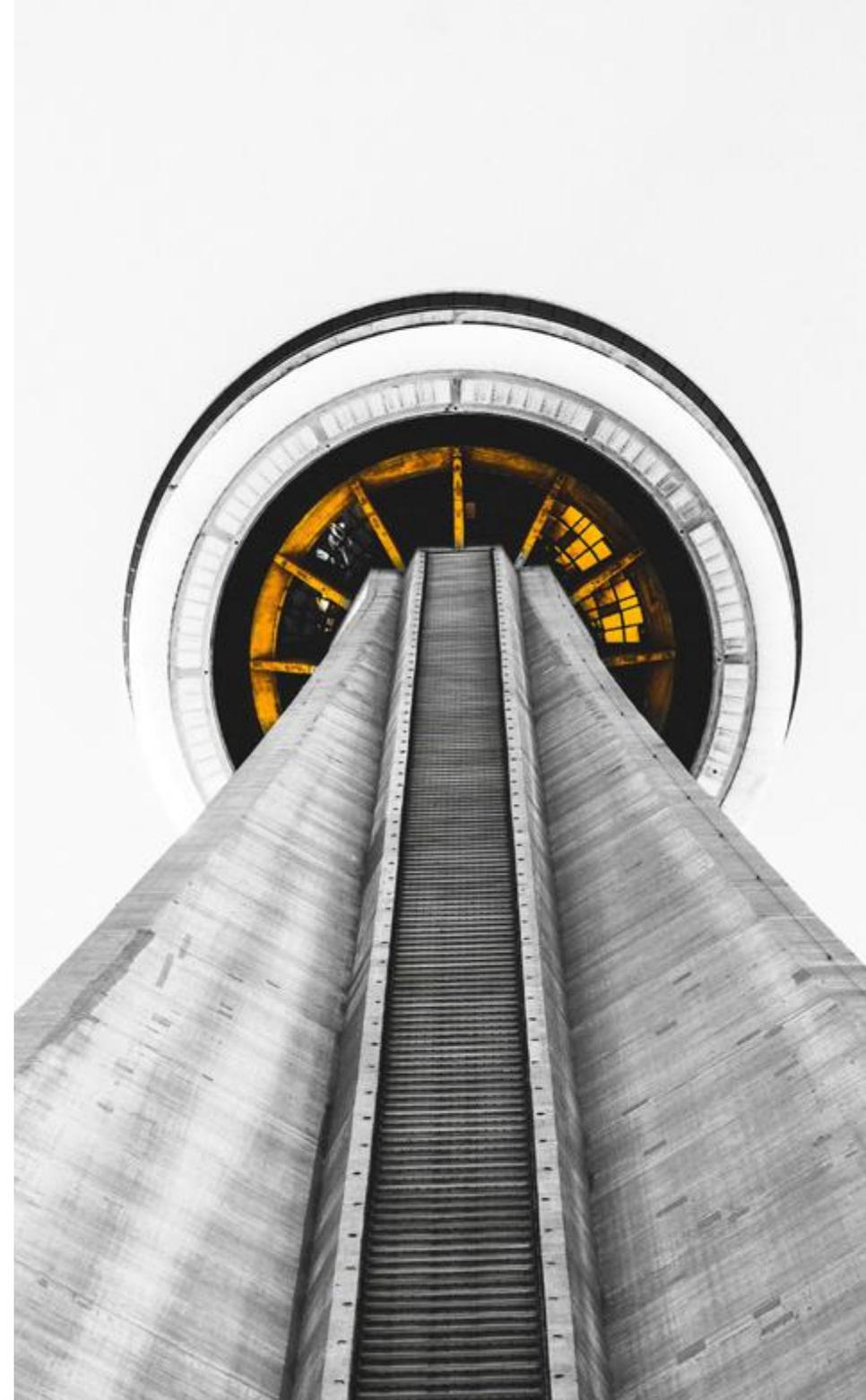
With a wealth of experience working with all sizes of funds, our Institutional team can tailor our products to suit clients across a number of asset classes, including Private Equity, Real Estate, Private Debt and Infrastructure.

By thoroughly analysing our client's investment portfolio, using our expertise and best in class technology, we're able to recommend relevant strategies that meet their specific requirements, whilst remaining aligned to both their internal risk appetite and growth projections.

Outside of fund level foreign exchange risk, our team specialises in devising strategies to manage the effect of volatility on management fees in foreign currencies, ensuring reduced impact on our client's liquidity.

Ultimately, our client's goal is to ensure the performance of their investments, and ours is to support them to achieve that by helping to proactively manage their currency exposure.

To find out more about the full range of solutions we can offer, please call a member of our Institutional team on +44(0)20 3465 8200.



‘We have been working with Global Reach since 2011 and have always been really happy with the service we have received. It is extremely quick and easy to make transactions using their online platform. The relationship-led service is a real benefit to us, as if we ever have any issues when making online payments, our dedicated Dealer is always on hand to help us to rectify them. Global Reach have been consistently reliable and we wouldn’t hesitate to recommend them to other businesses that are exposed to foreign currencies.’

Group Financial Accountant, Center Parcs





Other services

If you have a personal currency requirement our sister company, FC Exchange, can guide you through the process of transferring your money overseas.

Personal foreign exchange

FC Exchange offers individuals with a personal currency requirement a tailored foreign exchange service. In the last 10 years, FC Exchange has helped over 13,000 people send money abroad for house purchases, regular pension transfers and everything in between.

With one of the most experienced teams in the industry, our dedicated currency experts update our clients with the latest market news, work with them to understand their requirements and guide them through the international money transfer process.

‘I wanted to thank you for all your help with my currency transfer. You gave me great guidance, explained everything countless times and were very supportive and patient.

I was very nervous and worried about bringing my money from France and you made the whole process almost enjoyable! Thank you!’

Carole - moving money from France to the UK



Other services

Partnerships

Becoming one of our trusted partners allows you to offer added value to your existing client network, whilst benefiting from an additional revenue stream.

Introduce corporate connections or private individuals to us and we'll deliver solutions to help your clients manage their foreign exchange requirements, whilst paying you commission on each transaction they make. We keep our partners up-to-date with what stage of the process their clients have reached and provide them with marketing materials to help make new introductions.

Compliance and security of funds

Ensuring the safety of client funds is of paramount importance to us and we segregate and safeguard our client funds in accordance with the regulations.

Global Reach Partners Limited is authorised by the Financial Conduct Authority (FCA) as an Authorised Payments Institution for the provision of payment services (FRN 504315). It is supervised by HMRC for compliance with Anti Money Laundering legislation.

FC Exchange (a trading name of Foreign Currency Exchange Limited) is authorised by the FCA as an Authorised Electronic Money Institution (AEMI) under the Electronic Money Regulations 2011 for the issuing of electronic money (FRN 900205). As an AEMI, FC Exchange is authorised to conduct payment services and complies with parts 6 and 7 of the Payment Services Regulations 2017.

Global Reach Markets Limited is authorised and regulated by the FCA (FRN 526549).

Our Group companies have a cumulative trading history of 28 years and during that time, more than 22,000 customers have trusted us to manage their currency transfers. In 2017 alone, we transacted over £4.8bn.



Meet our senior team

At Global Reach, our Leadership team brings together years of experience across a wide variety of sectors. We believe this expertise uniquely positions us to achieve fast paced growth, whilst continuing to offer our clients market-leading products and premium service.



David Stevens
Chief Executive Officer



Martyn Hindley
Chief Financial Officer



Nicholas Fullerton
Chief Operating Officer



Millie Richardson
Chief Compliance and Risk Officer



Daniel Harden
Dealing Director



Mike Buckland
IT Director



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Global Reach Group Limited (company number 09907831) is the holding company of Global Reach Partners Limited (company number 04344764), Global Reach Markets Limited (company number 07026070) and Foreign Currency Exchange Limited (company number 5452483). All companies are registered in England with their registered office at 2nd Floor, Woolgate Exchange, 25 Basinghall Street, London, EC2V 5HA.