

MAXIMISE THE VALUE OF YOUR CORPORATE INTERNATIONAL PAYMENTS



"FOREIGN EXCHANGE IS A MARKET THAT IS OFTEN LITTLE UNDERSTOOD AND UNFORTUNATELY OFTEN INVOLVES THE PUBLIC AND BUSINESS SECTORS BEING RIPPED OFF BY THE BANKS.

CLARE FRANCES, THE SUNDAY TIMES

Take our
free foreign
exchange
check-up to
start saving

 **fxcompared.com**
a new name for sendmoneyhome.org

REMOVING THE STRESS SECURING THE BEST DEAL



fxcompared.com offers a free, independent and impartial service dedicated to helping businesses make significant savings on foreign currency transactions. As a business you could be unnecessarily losing thousands per transaction under your existing arrangements.

Through our network of strategic partners in the financial sector, we work closely with a number of specially selected FSA regulated foreign currency specialists to ensure that corporates can get the best rates when transacting in foreign currency and make a significant saving in the process.

FXCOMPARED.COM

- Initiated in March 2005 with the support of the UK Government's Department for International Development.
- Mantra is to encourage competition, reduce transfer fees and provide information about sending funds overseas.
- Described as the 'benchmark' for money transfer comparison sites by the UK's champion for consumers, Martin Lewis (moneysavingexpert.com).
- Our services cater ideally to the corporate market that regularly make international payments in the form of salaries, real estate, paying suppliers or any other form of overseas payment.
- Selected as a winner of BT Business Essence of the Entrepreneur 2009 judged by Dragons Den's Peter Jones.

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By promoting competition and transparency and continuing to work with the financial sector, we can ensure a better deal for corporates transferring money overseas. By offering flexible products and competitive exchange rates, payment specialists that we partner with play an essential role in ensuring that transfers are easy, affordable, secure and on time.



“

I WOULD LIKE TO THANK FXCOMPARED FOR HELPING US TO MAXIMISE THE VALUE OF OUR FOREIGN EXCHANGE REQUIREMENTS.

THROUGH THE CURRENCY ADVICE AND SUBSEQUENT INTRODUCTIONS YOU PROVIDED, THE FIRM HAS MADE SIGNIFICANT SAVINGS.

FURTHERMORE YOUR SERVICE HAS GIVEN US THE PEACE OF MIND THAT WE ARE RECEIVING THE BEST POSSIBLE DEAL ON EACH TRANSFER.”

SALANS LLP
ALMATY, BAKU, BARCELONA, BEIJING, BERLIN, BRATISLAVA,
BUCHAREST, BUDAPEST, FRANKFURT, ISTANBUL, KYIEV, LONDON,
MADRID, MOSCOW, NEW YORK, PARIS, PRAGUE, SHANGHAI, ST.PETERSBURG, WARSAW

DON'T LET THE BANKS CASH IN



DO YOU, AS A MATTER OF COURSE, MAKE YOUR INTERNATIONAL PAYMENTS THROUGH YOUR BANK FOR LOYALTY AND CONVENIENCE?

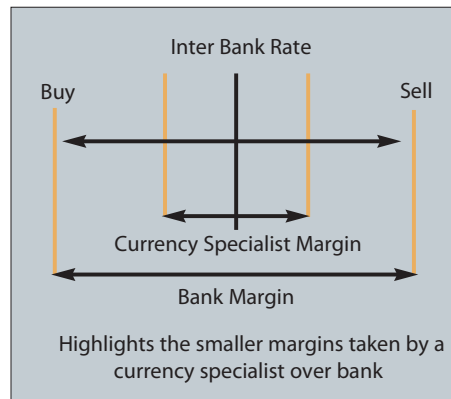
If so you could be losing thousands per transaction through poor exchange rates, hefty fees and from the lack of dedicated foreign currency services provision.

Whatever industry you are in, currency specialists can save you money on your overseas payments. fxcompared's clients range from large public companies to SMEs and private individuals. Our service is able to offer your company a bespoke solution to fulfil your exact foreign currency needs.

How much money can my business typically save?

A Foreign Exchange specialist can often save a company between 1-5% per transaction, a figure that can often run into thousands. Banks generate large profits on foreign exchange transactions by charging a fee and selling currency at the interbank rate plus a significant margin. The margin decreases the amount of foreign currency received and generates the bank healthy profits that go straight into their pockets.

As currency specialists are buying in bulk and working with live rates, they can get much closer to the interbank rates than banks, thereby saving clients thousands.



Highly competitive exchange rates on all major currencies

£50,000	€ Euros	\$ USD	\$ AUD	Transfer Time
FX Specialist	57,583.18	80,811.69	89,452.08	1 - 3 days
HBOS	54,150.10	75,993.74	84,118.99	3 - 5 days
HSBC	54,146.85	75,989.18	84,113.94	1 - 4 days
NatWest	54,143.60	75,984.62	84,108.89	2 - 4 days

Source: fxmoneyhome.org (28/01/10) - An independent comparison site

Banks will also often charge a fee per transaction of around £20 and over multiple transactions these fees certainly add up. By contacting fxcompared these costs can be drastically reduced and even eliminated completely.

IMPORTANT SAVINGS FOR IMPORTERS



CASE STUDY ONE:

James Smith owns GlobiTrade, a UK company who import various products from around the world. Today he must pay his American supplier \$90,000 for goods he has purchased from them.

- James banks with HSBC so, out of convenience, uses their currency service to pay the American company as the payment will need to be paid in dollars. HSBC offers James an exchange rate of \$1.4511 to £1 in addition to a transaction fee of £17.
- This represents a cost of £62,038. Had James contacted fxcompared.com he could have made a significant and ongoing saving. Our selected partners could have offered him a rate of \$1.5388 with no transaction fees whatsoever.
- Therefore James's purchase would have cost just £58,487 representing a saving of £3,551 on this transaction alone!

If James does business with this company on a regular basis then the savings he could make annually could number in the tens of thousands of pounds, money that can now be put to use instead of being frittered away.

However the advantages of using a corporate FX specialist are not just limited to importers. A fxcompared.com corporate client will use our services for a variety of other reasons including:

- **Real Estate acquisition**
- **Overseas investment**
- **Payments within a Multi National Enterprise**
- **Legal issues such as corporate expansion, overseas tax and expatriation**
- **Maintenance of overseas offices including staff costs.**



FXC WILL HELP YOU REDUCE THE COST OF TRANSFERRING YOUR MONEY SO DON'T JUST SETTLE FOR THE FIRST OPTION YOU STUMBLE ACROSS.

INVESTIGATE THE OPTIONS TO DRIVE DOWN THE PRICE."

LAURA SHANNON, METRO MONEY



COMPETITION WAS ENACTED IN THE MARKETPLACE BY **FXCOMPARED** ALLOWING USERS TO COMPARE TRANSACTION COSTS."

UN GENERAL SECRETARY **BAN KI MOON**



"WE FOUND YOU TO BE VERY PROFESSIONAL AND HELPFUL AND ON THE MANY OCCASIONS THAT WE 'PICKED YOUR BRAIN' YOU WERE ALWAYS COURTEOUS AND KIND."

"SHOULD WE, IN THE FUTURE, NEED FOREIGN EXCHANGE SERVICES (OR INDEED ANY OF OUR CLIENTS) WE WOULD NOT HESITATE IN USING **FXC** AGAIN."

"I WAS HUGEY IMPRESSED WITH THE WAY **FXC** LITERALLY 'GUIDED' ME THROUGH THE WHOLE PROCESS OF EXCHANGING EUROS TO POUNDS AND YOU WERE ALWAYS AVAILABLE TO ANSWER ANY QUESTIONS I MIGHT HAVE HAD. I WAS MORE THAN HAPPY WITH MY ENTIRE EXPERIENCE."

"I'VE USED **FXC** COMPARISON SEVERAL TIMES, WHEN MOVING MONEY FROM THE UK BACK TO NEW ZEALAND. IT IS AN IMPORTANT PART OF MY SEARCH WHEN MOVING MONEY FROM ONE JURISDICTION TO ANOTHER."

A LEGAL NOTE



INDUSTRY FOCUS: LAW FIRMS

fxcompared.com works very closely with a number of law firms to assist with their foreign payment needs.

Our expertise is in foreign currency so let us help you save the money that slips through the net on poor exchange rates which can be utilised more effectively in your core business.

As a firm, you may be making international payments both internally and on behalf of various clients.

CASE STUDY TWO:

- Taybridge has one overseas office, based in New York, to which they make payments of \$40,000 a month to cover staff, maintenance and running costs.
- Taybridge normally bank with HBOS, who for their February 2010 payment offered them a rate of \$1.4470 to £1 alongside a £14 transaction fee. This represents a cost of £27,657.
- Had Taybridge contacted fxcompared.com, then they would have been offered a rate of £1.5367. This equals a cost of just £26,029 giving them a **saving of £1,628.**

Taybridge have also recently advised a client who is emigrating to contact fxcompared.com. Having sold their home in the UK, Mr and Mrs Raymond had £325,000 with which to start a new life in Australia.

- The Raymonds' approached fxcompared.com and were introduced to an FX currency specialist who was able to exchange her £325,000 into AUD\$553,356.
- Had she used Barclays Bank, she would only have received AUD\$522,468.
- Therefore the Raymond's received **an extra AUD\$30,888 courtesy of fxcompared.com.**
- This represents a colossal saving of £17,837, money that would have gone directly into their bank's profits.



EVER SINCE I REGISTERED AS
A CORPORATE CLIENT I HAVE
RECEIVED A PROACTIVE,
PROFESSIONAL AND
PERSONALISED SERVICE
OF THE HIGHEST LEVEL.

YOU HAVE BEEN EXTREMELY
EFFICIENT IN SENDING OUT MY
TRANSFERS AND HAVE SAVED
ME MONEY ALONG THE WAY."

PARTNER, LONDON LAW FIRM



LOOKING FORWARD. MINIMISING RISK

FXC CAN HELP YOU SECURE A PREFERENTIAL RATE AND MINIMISE THE RISK OF ADVERSE CURRENCY FLUCTUATIONS

The vast majority of Foreign Exchange transactions are made 'on the spot'. This means the exchange of one currency for another at a specified rate for settlement in two working days.

For corporate institutions, there are a number of other options available. The previous case studies were designed to show a spot contract. However, they could also have utilised options such as a **Forward Contract** or a **Limit Order**.

Why should I use a Forward Contract?:

- **By using a Forward Contract you can order foreign currency at a fixed rate for a specific date in the future.**
- **This proves useful for businesses since currency markets are fairly volatile, exchange rate fluctuations can often affect profit margins in a business quite severely.**
- **If an exchange rate is currently of benefit why not fix it so that it is the same for future payments?**
- **Forward Contracts can be secured from anywhere up to 18 months in advance and offer real protection against negative currency swings by formally fixing your budget.**

CASE STUDY THREE:

James at GlobiTrade felt that the exchange rate he received in February of \$1.5388 represented excellent value for his business. He had further payments to make in June and October and wanted to fix the exchange rate at \$1.5388 for these payments as well.

- His payment for June amounted to \$22,000 and for October the figure was \$17,000.
- Therefore because James opted to use a Forward Contract the total amount he owed was \$39,000 at a rate of 1.5388. Therefore GlobiTrade paid £25,344 for the remainder of the year.
- Had he paid for these purchases at the time of the transactions, the volatile nature of the market would have cost him dearly. For example by June the best quote that he could have got from his account manager was for \$1.4589. If he had paid for his June purchase of \$22,000 at that rate, it would have cost James £15,079.
- If James had then waited until October to pay for his \$17,000 purchase by which time the rate had deteriorated further to \$1.4136, this would have cost GlobiTrade £12,026.

By not fixing his budget James would have paid out £27,105. **By opting for a Forward Contract he saved his company £1,761,** a saving that would immediately increase his profit margin.



CURRENCY TARGETED TO YOU



Why should I take advantage of a Limit Order?

Would you like to buy foreign currency at a specific rate which would be advantageous to you? If so, then you can agree with your account manager that when a currency pairing hits a certain rate, they will initiate the transaction for you at that rate if and when it reaches it.

CASE STUDY FOUR:

One of the partners at Taybridge, Mr Deados, wants to open an office in Athens. However it is not an urgent matter and involves purchasing expensive real estate so he is wary of the £/€rate.

- Mr Deados has his eye on some office suites in the centre of Athens that are on the market for around €600,000.
- However his budget is just £500,000. Having spoken at length with his broker, Mr Deados knows that at the current rate of €1.1325 this would only give him €566,268.
- Through his broker's market knowledge, Mr Deados is confident that over the next 6-12 months the rate will increase in his favour so sets a target rate of €1.20 with his broker.
- Eight months later the Euro reaches this rate and the transaction is executed on behalf of Mr Deados who now has €600,000 with which to acquire real estate in Athens.
- Therefore by using the market information and choosing a Limit Order mechanism, Mr Deados was able to gain €33,732 and go ahead with his corporate expansion plans in Athens.



SUPERB RATES COMBINED WITH UNSURPASSED SERVICE HAVE MADE OUR FOREIGN EXCHANGE SPECIALIST INTEGRAL IN OUR DAILY CURRENCY EXCHANGE TRANSACTIONS.

THANKS AGAIN TO ALL THE SALES AND CUSTOMER SERVICE PROFESSIONALS AT THE FIRM FOR THEIR EXCELLENT CUSTOMER SERVICE AND SUPER RATES."

VICE PRESIDENT, METALS COMPANY

EFFICIENT, SECURE, COST EFFECTIVE



THE CONTINUING VOLATILITY OF THE POUND AGAINST OTHER MAJOR CURRENCIES HIGHLIGHTS THAT THESE BUSINESSES SHOULD BE DOING EVERYTHING IN THEIR POWER TO NOT ONLY MITIGATE AGAINST RISK, BUT ALSO CUT BACK ON COSTS OF TRADING."

MARK DEANS, DEALING MANAGER, MONEYCORP

Corporate customers are guaranteed:

- Market expertise and commentary
- Better than bank exchange rates
- Your own dedicated account manager
- A segregated client account to protect your funds
- Fast and efficient online or telephone execution of orders
- The ability to buy forward contracts and set target prices.

SECURITY

When dealing with your chosen currency specialist, all funds will be held in a segregated client account that ensures the security of your money. Furthermore all currency specialists are regulated by the Financial Services Authority and must adhere to strict compliance checks, further guaranteeing security for your money.

The nature of a client/broker relationship means you will be able to deal with your individual account manager in order for a mutual trusting relationship to develop instead of the frustration garnered by having to deal with a range of people.

Your account manager will keep a keen eye on the live currency markets in order for you to get the best possible rates for your money and maintain consistent contact if they feel that a deal will be right for you.





THESE DAYS IT IS EXTREMELY DIFFICULT TO FIND DECENT SERVICE AND NEARLY IMPOSSIBLE TO RECEIVE GREAT SERVICE. IT HAS RESTORED MY FAITH THAT EXCELLENT SERVICE IS STILL OUT THERE, YOUR DEDICATION AND IMPECCABLE FOLLOW UP HAVE BEEN EXEMPLARY AND VERY MUCH APPRECIATED."

DIRECTOR, UK MANUFACTURING COMPANY



Take our free foreign exchange check-up to start saving

A WORD FROM THE EXPERTS

"THERE IS A BETTER OPTION: THE INFORMATION AGE HAS ALLOWED SME'S ACCESS TO THE SAME LEVEL OF FINANCIAL VALUE AND SERVICE THAT, IN THE PAST, WAS THE DOMAIN OF THE MULTINATIONAL. EASE OF USE AND MORE SOPHISTICATED PRODUCTS ALLOW FOR INTERNATIONAL PAYMENTS AND FX TO BE DEALT WITH IN A SIMPLE YET COST EFFECTIVE MANNER."

SHELLEY COX, ALLIANCES AND PARTNERSHIPS, CURRENCIES DIRECT

"BUSINESSES DEALING ABROAD FACE CONSTANT RISK FROM FOREIGN EXCHANGE MOVEMENTS - AS WELL AS OBTAINING THE BEST POSSIBLE EXCHANGE RATES, IT IS VITALLY IMPORTANT TO ENSURE THEY ARE BEING PROACTIVE ABOUT MANAGING CURRENT AND FUTURE EXPOSURES"

*COLIN LAWRENCE,
BUSINESS DEVELOPMENT MANAGER, TORFX*

"BUSINESSES AND INDIVIDUALS THAT ARE TRANSFERRING FUNDS INTERNATIONALLY, BENEFIT FROM HAVING EXPERIENCED GLOBAL TRADE PROFESSIONALS THAT PROVIDE THE MOST COMPETITIVE RATES, GUIDANCE, AND KNOWLEDGE NEEDED IN THE FOREIGN EXCHANGE MARKETS."

RYAN KLEIN, SENIOR VICE PRESIDENT, VENSTAR EXCHANGE - US HEADQUARTERED.

"INCREASE PROFITS, AVOID LOSSES AND GET BETTER CUSTOMER SERVICE BY DEALING WITH AN EXPERT IN CURRENCY AND INTERNATIONAL PAYMENTS."

*CHARLES PURDY, DIRECTOR,
SMART CURRENCY EXCHANGE*

"TODAY'S GLOBAL MARKETPLACE MEANS COMPANIES HAVE LARGE FOREIGN EXCHANGE EXPOSURE AND NEED TO MAKE NUMEROUS INTERNATIONAL PAYMENTS. WITH THE EXCHANGE RATES AND VARIOUS HEDGING STRATEGIES OFFERED BY BROKERS, COMPANIES CAN ENSURE THEY REDUCE COSTS AND BETTER MANAGE THEIR INTERNATIONAL FINANCES."

JAMES GLYNNE-PERCY, PARTNERSHIPS, WORLDFIRST

"FINANCE DIRECTORS SHOULD START EXPLORING OTHER, CHEAPER OPTIONS TO PROVIDE A BETTER SERVICE – FOR CONSIDERABLY LESS MONEY."

MARK DEANS, DEALING MANAGER, MONEYCORP

"SPECIALIST FOREIGN EXCHANGE BROKERS PROVIDE SOPHISTICATED TRADING AND SETTLEMENT SYSTEMS COMBINED WITH SHARPER PRICING. WHETHER A ONE MAN ACCOUNTS DEPARTMENT OR A TREASURY DIVISION THESE CAN OFFER REAL SAVINGS IN TODAY'S CURRENCY MARKETS."

*LEIGH PAYNE,
SENIOR CURRENCY BROKER, VOLTREX FX*

Our expertise lies in Foreign Exchange. The money that you could potentially save on international payments may well be unknown to you.

fxcompared.com would be delighted to provide your company with a **FREE payment audit** to help you identify savings that could be made. In order to get started, either fill in the form attached or contact us for more information.

fxcompared.com

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DISCLAIMER

This brochure is designed as a guide only and does not constitute Foreign Exchange advice. All corporate testimonials are for specific currency specialists with names removed for impartiality purposes.

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FREE PAYMENT AUDIT- FOREIGN EXCHANGE CHECK UP

COMPANY NAME	
CONTACT NAME	
POSITION IN COMPANY	
TELEPHONE	
EMAIL	
ADDRESS	
POSTCODE	
INDUSTRY SECTOR	
WHO DO YOU USE FOR FX (BANK/BROKER)?	
ANNUAL FX VOLUME (£)	
TRANSACTION COST PER DEAL	
CURRENCIES REQUIRED	
FREQUENCY OF PAYMENTS	
AVERAGE PAYMENT (£)	
LARGEST PAYMENT (£)	
SMALLEST PAYMENT (£)	
DO YOU HAVE ANY SEPCIAL REQUIREMENTS e.g. FORWARD CONTRACTS, TARGET RATES, HEDGING STRATEGIES	

DATE AND TIME OF LAST 5 FX TRANSACTIONS (IF KNOWN)	AMOUNT SOLD (£)	AMOUNT OF CURRENCY RECIEVED EG. EUR, USD