

moneycorp 



Wholesale Banknotes

moneycorp for business with a personal touch

moneycorp is a leading foreign exchange, wholesale banknote and international payment solutions provider, with a market-leading reputation built through almost 40 years of market expertise. As a credible global banknote wholesaler, we offer a fully integrated service at the best possible prices in most market conditions. We are a challenger brand, prepared to take-on and win new customers through our pioneering approach, highly competitive service and flexibility. Above all, building a continued and positive relationship with each and every valued customer is our top priority.



Located worldwide we have **17 offices** that locally serve and support our customers:

Office locations

- UK
- Ireland
- France
- Spain
- Romania
- Dubai
- Hong Kong
- Australia
- Brazil

US offices

- San Francisco
- Los Angeles
- Providence
- New York
- Washington
- Orlando



1979

established in



14,000+

corporate customers served
in 2018 alone



£35.5 bn

traded in 2018



5.9m

transactions in 2018



887

dedicated employees serving
our customers worldwide



100+

currencies traded
in 2018

Introduction

Market and Capabilities

With over 20 years of experience in the banking sector, and having worked with moneycorp while heading up Post Office Financial Services, I knew the company well enough to be excited to accept the role to head up the cash business when the opportunity came up at the end of 2017. At this point, the company was moving into a real growth phase with a fantastic portfolio and a focus on teamwork and service.

Over the recent years, the Wholesale business unit has grown significantly - we now trade in over 35 countries, with £35.5 billion being traded in 2018 alone.

When I'm asked what makes moneycorp stand out from the crowd; the answer is simple. Aside from having nearly 40 years of market experience and industry knowledge, at the heart of our culture are relationships and trust.

Although Cash Services (Retail at five UK airports and Wholesale Banknotes) is my main focus, moneycorp also have an excellent International Payments Business which tailor-makes solutions for both Private and Corporate clients. In addition moneycorp Bank which is based in Gibraltar has enjoyed a very successful start to its operation.

This brochure is designed to provide you with reference points, equipping you with an overview of our solutions and services; but of course we are here to answer any questions, so do not hesitate to get in touch.

Gordon Gourlay

Chief Executive Officer, Cash Services

The main focus in wholesale banknotes is in the prime international suppliers, transport providers and partner networks to ensure we are well positioned in each geographical region.

In today's market, there is a multitude of challenges that businesses face when looking to fulfil their banknote requirements. In particular, a globally contracting supply chain as major banks look to scale back on non-core products.

At moneycorp, foreign exchange is our core solution and we understand the importance of a service provider that has reliability and longevity, with a core focus on fulfilling the client's needs as a banknote supplier.

moneycorp work with established Global Cash in Transit (CIT) providers, such as AVA Global, Brinks UK Ltd, G4S International, Loomis International and their local agents for all international deliveries and collections.

Our CIT partners have the capabilities to deliver and collect banknotes in over 120 countries.



The moneycorp cash centre in London is based in one of the largest and most secure vaults in Europe. As a result we have a large capacity for expansion to deliver our objective to become a leading global wholesale bank note provider.

Our main solutions include:

- Delivery and collection of mint, ATM and used condition banknotes
- UK service within 24 hours and same day within London
- Global delivery
- Bespoke cash delivery and collection services including Door to Door
- Insurance covering the full value of your shipment
- Competitive pricing and favorable settlement terms

We provide solutions in 100+ currencies to clients including:

- Central, commercial and private banks
- Travel companies and large corporates
- Government agencies
- Money service businesses (bureau de change and FX Brokers)
- Cruise and airline charter companies

Our Team

Testimonial

Our team is experienced in banknote dealing, sales and operations with years of expertise to be able to offer you the best service and support.



Gordon Gourlay
Chief Executive Officer

Gordon joined moneycorp in 2017, having previously headed up the Bank of Ireland's relationship with the UK Post Office. As part of his responsibilities, he was CEO of their Joint Venture, First Rate Exchange Services, the largest FX Operation in the UK. Gordon has a wealth of banking experience having previously held Senior Executive level positions at RBS, Bank of Scotland and Bank of Ireland. Gordon is responsible for overseeing the growth and development of both the Retail and Wholesale Banknotes divisions.



David Perkins
Head of International Banknotes

David joined moneycorp in 2013 as an International Banknotes Sales Executive and was promoted to Head of International Banknotes in 2016. David's responsibility is to build and grow existing client relationships whilst exploring new opportunities in various markets internationally. Prior to joining moneycorp, David spent 24 years as a banknotes dealer at HSBC and Republic National Bank of New York where he gained experience in dealing with large complex queries in one of the largest wholesale note providers in the world.



Graham Goode
Head of UK Banknotes

Graham joined moneycorp in 2005 to support the Wholesale Back Office team before becoming a Banknote Dealer in 2010. Graham was promoted to the role of Head of UK Banknotes in 2015 and is currently responsible for managing the team of Dealers as well as developing existing and new opportunities within the UK market. Prior to joining moneycorp, Graham was part of the Back Office settlements team at Gerrard Stockbrokers, during which time he was responsible for Cash Management and overnight Money Market placements.



Lee Carter
Operations Manager

Lee joined moneycorp in 1999 as a cashier in the Retail Division at Gatwick. In 2001 Lee moved to the Wholesale Banknotes team and has since held a variety of managerial positions within the division and has been an integral part of building the Wholesale Team. Lee's role as the Operations Manager focuses on managing relationships with outsourced cash processing partners, with an overview on the logistical movements, relationships and costs both domestically and internationally. Lee also oversees any operational issues ranging from risk control, data protection and BCP.

European Bank with over 200 branches, including airport branches, with profits in excess of \$120m* gives us their view on moneycorp.

When we were reviewing our international banking partner in early 2015 we knew we required a highly reputable and trustworthy counterparty.

With moneycorp fast becoming a leading global bank note service provider, we developed a relationship with their dedicated international sales team with a view to work together. Our priority was to ensure a quick and easy transition to moneycorp from our existing provider and this was made easier due to their already developed relationships with local security/cash in transit providers and the support from the central bank. The on-boarding process was robust and efficient with the experienced moneycorp compliance team making a site visit to ensure our KYC and AML processes, procedures and controls were of moneycorp's international compliance standards.

Today, moneycorp collect our bank notes on a regular basis and whether it be a collection of many currencies in multiple denominations to larger single currency transactions, the process is seamless. It is important that we develop a strong relationship with our service provider and the dedicated single point of contact along with the professional dealing team ensures this is maintained.

With a foreign exchange and international payment specialist like moneycorp, the bank has a very reliable bank note partner for years to come. "As a member of BADA, we would recommend other members using the services of moneycorp to help manage their foreign payments."

Treasury Department**

To enquire about Wholesale Banknotes, please call us on **+44 (0) 207 828 9292** or email **wholesale@moneycorp.com**
Alternatively, reach us on Reuters code MCBN.

* Statistics taken from 2014
** Statement provided in September 2015



www.moneycorp.com

moneycorp CFX Limited is a company registered in England under registration number 4780562. Its registered office address is at Floor 5, Zig Zag Building, 70 Victoria Street, London, SW1E 6SQ and its VAT registration number is 897 393454.

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