

AUSTRALIA Factsheet

OzForex – Australia Fact Sheet

- Established in Sydney in 1998, OzForex is one of the world's leading online foreign exchange providers.
- OzForex trades across a range of 'country' brands and related online sites in the UK, New Zealand and Canada: UKForex (www.ukforex.co.uk), NZForex (www.nzforex.co.nz), CanadianForex (www.canadianforex.ca).
- OzForex has offices in Sydney and London and services over 30,000 transacting customers in more than 40 countries around the world. OzForex currently transacts across 17 currencies including the Australian Dollar, NZ Dollar, British Pound, US Dollar, Japanese Yen, Euro, Canadian Dollar, Thai Baht, Swedish Kroner and Polish Sloty.
- OzForex deals in electronic funds transfers for business and individuals who need to transfer funds from one country to another. OzForex does not deal in cash, travellers' cheques or speculative foreign exchange.
- OzForex competes on price and service. Operating on a low cost-base, the site guarantees to beat current 'Big Bank' exchange rates and provide a more tailored service to businesses. Through superior technology the site provides smaller customers with pricing and market information that they cannot ordinarily access.
- OzForex operates a very low risk business model, accepting no settlement risk on customer transactions. Customers pay OzForex the 'sold' currency prior to sending the currency the customer has purchased.

Quick Facts

- ◆ Australian investment abroad
= \$764,892 million
- ◆ Foreign investment in Australia
= \$1,305,761 million
- ◆ Australian Export Merchandise
= \$151,792 million
- ◆ Australian Import Merchandise
= \$167,603 million
- ◆ Australian Export Services
= \$38,203 million
- ◆ Australian Import Services
= \$38,906 million

Australian Bureau of Statistics, 2007 Yearbook Australia. All figures are A\$.

For more information go to
www.ozforex.com.au

OR contact:

Aus: 1300 300 424
UK: 0845 686 1950
NZ: 0800 161 868

- OzForex completes over 95% of its transactions online. Compared with its competitors offering phone-based services, OzForex uses its technology to deliver a more accessible and time efficient product to its customers.
- OzForex has syndicated content to over 500 third-party websites globally, including News Limited's www.news.com.au in Australia.
- The website is also a free information source on a variety of things related to foreign exchange. The site contains over 300 pages of information with dynamic content including charts, quotes and calculators.
- OzForex competes primarily against the banks who struggle to match exchange rates and service levels to the SME and retail markets.
- OzForex generates profits by aggregating numerous small customer deals and then onselling the aggregate amount the 'Interbank' market at a wholesale rate. This also allows OzForex to offer better margins to its customers.
- OzForex is owned by joint managing directors, Matthew Gilmour and Gary Lord, and Macquarie Bank, which owns a 51% stake in the business.

The core OzForex customer groups include:

- Small and medium-sized businesses that import and export goods.
- Migrants moving between countries.
- Expatriates - people living abroad and needing to remit savings home
- Individuals investing overseas for private investment and Do It Yourself super/pensions investing.

How Customers Use OzForex

- Customers log into OzForex and get a live quote to buy or sell a foreign currency. If they are happy with the quote they then lock in the rate. They fill out the banking details of the beneficiary (who they want funds delivered to).
- The customer then pays the currency they have sold to OzForex. OzForex then pays the currency purchased to the nominated beneficiary at the agreed amounts and rate.
- Customers can get funds to OzForex in a variety of ways: BPAY, EFT, Internet banking, phone banking or at the branch. This range of alternatives means customers can in most cases complete the entire process without leaving their office.
- Customer can target specific exchange rate targets and receive SMS messages when those levels are reached.
- Customers can lock in rates in advance of their purchase or sale of foreign currencies. This gives them certainty about the amount of money they will receive ahead of the actual transfer against a backdrop of very volatile exchange rates.

* Australian Expatriate Information from: Commonwealth of Australia 2005, The Senate, Legal and Constitutional References Committee – "They still call Australia home: Inquiry into Australian Expatriates"

Australian Immigrants Information from: Research and Statistics Section, Department of Immigration and Citizenship, Immigration Update July – December 2006, released April 2007.

Interesting facts & figures relating to our customers*

Australian Expatriates

- ◆ At least three-quarters of a million Australians are living overseas permanently or on a long term basis.
- ◆ In general, Australian expatriates tend to be increasingly young, highly skilled and educated – more than two thirds are professionals, para-professionals, managers or administrative occupations.
- ◆ In general, Australian expatriates are also predominantly young – more than 50% are between the ages of 20 and 34.
- ◆ The UK is the most popular destination – accounting for at least 25% of Australians living overseas.
- ◆ The overall return rate for Australian residents is approximately 75%.
- ◆ Almost 80% of Australian expatriates "still call Australia home" with 50% expressing an intention to return to Australia permanently at some point.
- ◆ Many expatriates maintain properties in Australia either as residences for when they return or as investments.

Australian Immigrants

- ◆ 68,100 new settlers arrived in Australia in the six months of July – December 2006.
- ◆ Europe was the largest contributor to settler arrivals, representing 23.3%.
- ◆ The United Kingdom was the largest single birthplace group at 17.9%.
- ◆ 46.2% of all arrivals reported an occupation prior to arrival in Australia, with professionals representing 38.7%.
- ◆ NSW remains the most popular state for settler arrivals with 32.3%, followed by VIC 24.5%, QLD 19.2% and WA 14.1%.
- ◆ 33,463 people permanently departed Australia in the six months of July – December 2006.
- ◆ New Zealand (20.2%) and UK (16%) were the main countries of intended residence for departing Australians.