

## Spokespersons **Biographies**

### **Matthew Gilmour**

#### **Founder and Joint Managing Director, OzForex Pty Ltd (Sydney)**

Matthew Gilmour is the founder and a Managing Director of OzForex, one of the world's leading online foreign exchange providers. OzForex provides SMEs and individuals with efficient, low-cost foreign exchange payment services, as well as a range of information about currency management and markets.

Matthew has over a decade of experience in foreign exchange, working initially with corporate and institutional clients. Matthew worked at Australian company Goodman Fielder as Treasury Dealer and foreign exchange manager, before moving to Westpac Banking Corporation in 1992. At Westpac Matthew focused on institutional business – both domestic and offshore, marketing a range of products such as spot, forwards, vanilla and exotic options.

In 1996 Matthew joined Bankers Trust Australia, working as the sector head for fund managers in the Asian region. In 1998 he was promoted to Senior Vice President, Head of Foreign Exchange Sales, overseeing a team of 15 sales people. During this time Matthew was voted by clients as one of Australia's Top 10 foreign exchange advisers in BRW Magazine's annual BRW Forex Survey.

On Bankers Trusts' purchase by Deutsche Bank, Matthew moved to UBS Warburg as Director of Foreign Exchange Sales, based in Singapore. Here he was a member of the Asian Internet Committee and oversaw the marketing of foreign exchange and derivatives to the UBS global client base.

Matthew began developing the concept behind OzForex as an Internet project in 1997, and the site went live in April 1998. Following a successful launch, Matthew left UBS in late 2000 to pursue OzForex full time.

Matthew graduated from the University of Sydney with a Bachelor of Economics and has a Master of Business, Finance and Banking from the University of Technology, NSW, Australia.

For more information go to  
[www.ozforex.com.au](http://www.ozforex.com.au) or  
[www.ukforex.co.uk](http://www.ukforex.co.uk)

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### **Gary Lord**

#### **Joint Managing Director, OzForex Pty Ltd (Sydney)**

Gary was appointed a Managing Director of OzForex in May 2005. Based in Sydney, he is responsible for managing OzForex's expansion into overseas markets, as well as building OzForex's product suite and overseeing relationships with the group's banking partners.

Gary brings more than 15 years' financial markets experience to the role, working with leading institutional group Bankers Trust Australia Limited in Sydney and Singapore. Gary joined Bankers Trust Australia in 1984 as a Money Market dealer. In 1986 he became a fixed interest trader, and in 1988 was appointed Head of Fixed Interest for Bankers Trust Australia, a role he held until 1996. In 1991 Gary was promoted to Executive Vice President and in 1993 was invited onto the Bank's Management Committee. Gary was also a Partner in the Banks Global partnership program.

In 1996 Gary moved to Head of Interest Rate Risk – Bankers Trust Australia, where he oversaw all interest rate risk taken in debt markets. In 1998 he was appointed Managing Director, Head of Asian Foreign Exchange (located in Singapore). In this role he oversaw a foreign exchange business that had offices in Sydney, Singapore, Auckland and Tokyo. The business generated over US\$70m in revenue and had 75 employees.

Gary left BT in July 1999 to pursue other interests, while continuing to manage a portfolio of personal investments. He has AFMA Accredited Dealer Status (1996) and was an AFMA Board Member from 1989-1995 (Bankers Trust Australia representative). He has a Bachelor of Commerce from the University of NSW, Australia.

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### **Neil Helm**

#### **Chief Executive Officer, OzForex Pty Ltd (Sydney)**

Neil Helm is CEO of OzForex, one of the world's leading foreign exchange providers. Formerly a Division Director with Macquarie Financial Services Group, Mr Helm joined OzForex as CEO when Macquarie acquired a majority share of the company in June 2007.

With 16 years of experience in the financial services industry, Mr Helm spent time with Accenture and BT before joining Macquarie in 1999 to take a leading role in building its private wealth business.

During his career, Mr Helm has spent significant time working in various countries around the world, including the USA, Hong Kong, UK, Singapore and New Zealand. This experience, in addition to the senior positions held in Australia, has provided a solid understanding of global financial markets along with skills in people management, strategic development, financial analysis, budgeting, planning and change management.

Neil holds a Bachelor of Science (Hons) from Monash University in Victoria and is a keen sportsman, spending his free time surfing, cycling and running.

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### **Andrew Porter**

#### **General Manager – UKForex Limited (London)**

Andrew Porter is the General Manager UKForex Limited, based in London. UKForex is the UK subsidiary of OzForex, one of the world's leading online foreign exchange providers.

Andrew has almost a decade of experience in the foreign exchange industry, including five years with Thomas Cook/ Travelex Ltd, where he worked as a Corporate Foreign Exchange Dealer responsible for the management of three hundred client accounts of varying sizes.

In March 2004 Andrew joined OzForex in Sydney as Manager Corporate Business, responsible for the growth and development of the corporate business base in Australia and New Zealand. In August 2005, he was appointed General Manager of UKForex and relocated to London to establish and run the UK operations of the business.

Since establishing the UK office in 2005 and implementing a move to 24 hour trading, OzForex has seen a substantial increase in currency flows from the UK to Australia and a significant rise in group revenue from UK-based clients. As a result of the success of the UK business, OzForex was a finalist in the 2006 UK Trade & Investment Awards in the International Business category. The awards recognise the successful achievements of Australian businesses that have expanded into the UK market.

Andrew continues to grow the European client base which includes small and medium-sized import and export businesses, as well as migrants transferring financial assets, expatriates repatriating funds, and individuals investing overseas.

Andrew graduated from the University of Western Sydney with a Bachelor of Commerce and a Diploma of Financial Markets from the Securities Institute of Australia.

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