

PRESS RELEASE

Integral rapidly expanding its sales force to meet client demand for its SaaS technology

PALO ALTO, California (October 20 2022) – Integral (www.integral.com), a leading technology provider in the foreign exchange market, continues to rapidly expand its sales team with the appointment of Paul Spillman and Roland Schilling as Directors of Sales, to meet high demand for its technology services to banks, brokers and cross-border payment companies.

Spillman brings almost three decades of experience in the foreign exchange market to the role, most recently as European Head of Sales for trading solutions firm TradAir.

Schilling returns to Integral after his stint at Barracuda FX, now part of ION Group. Schilling brings his deep experience with FX trading, sales, and product management over a career spanning 35 years.

With strong backgrounds in institutional FX, both Spillman and Schilling will be leveraging their knowledge and experience to support Integral's continued expansion. Both are responsible for expanding Integral's footprint in EMEA, as Integral expands its reach into the payments and FinTech space, alongside the core banking and retail broker sectors.

Integral has made several key hires to its team in EMEA, with Ina Patrascu and Julian Elliott joining in Q3 last year, as demand for its cloud-based SaaS technology has accelerated. The firm is not only expanding into further regions but also making its technology available to new customer segments, like payments companies and FinTechs.

Commenting on the new hires, Harpal Sandhu, CEO of Integral said, "As a trusted technology provider, Integral's cloud-based SaaS offering adds greater value to our customers and drives forward advancements in their FX trading and risk management workflow. Paul and Roland are valuable additions to the team and will play an important role in driving forward our global growth as we continue to expand the technology and services we offer."

Vikas Srivastava, CRO of Integral said, "The demand for our cloud-based SaaS technology has grown as the financial markets are increasingly looking for scalable and flexible solutions. We're delighted to have Paul and Roland join our team in EMEA.

Paul Spillman said, "I'm excited to be working along a very talented team at a time of accelerated growth for Integral, as more and more financial markets players are moving to the cloud. I've known Integral throughout my career and for me it was a no-brainer to join the company, especially at this exciting time of growth."

Roland Schilling added, "It's not often you get to return to a company you used to work for. In the last few years, Integral has been growing by leaps and bounds with a technology offering that is unrivalled in the industry. For me that provided a very interesting opportunity and I look forward to working with old and new colleagues towards our shared goal of growing the business."



Integral

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About Integral

Integral is a financial technology company that helps its customers - banks, brokers, asset managers and cross-border payment companies - outperform their competition in the foreign exchange market through innovative solutions for workflow management and advanced execution. This powerful cloud-based platform is the industry's only answer for FX institutions that want to design and deliver complete solutions tailored to their businesses. Integral's modern approach of addressing the entire FX lifecycle with an intelligent platform allows its customers to achieve the lowest transaction costs, greatest operational efficiency, and highest yield. Founded in 1993, Integral maintains development, support, and sales offices in Palo Alto, New York, London, Tokyo, Singapore and Bangalore.

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