

CUSTOMER SUCCESS STORY

StoneX Doubles Precious Metals Volumes In The First Year With Integral

The Challenge

StoneX Group Inc. is a Fortune 100 company employing a team of 2,900 people, serving more than 32,000 customers in 180 countries. The company provides customers with a full-service trading capability, and they are a major player in the global physical precious metals markets.

As the industry moved away from using voice trading to hedge risk, StoneX Precious Metals needed to find a solution suitable for their precious metal client base, predominately physical gold traders, which would allow them to grow and develop the business. Their past solution offered a single price feed into their trading platform resulting in limited liquidity and lack of flexibility to respond to client pricing needs.

Requirements of the new solution:

- ❑ Robust platform, able to handle the high volumes while pricing competitively and managing risk
- ❑ A scalable solution with the flexibility to support their growing business and still deliver the highest level of customer satisfaction
- ❑ Greater access to liquidity for optimal client service
- ❑ Managed costs and development
- ❑ Rapid implementation

“Most importantly we wanted a solution that would give us access to the best liquidity from a vendor we could trust. We found that with Integral”

Barry Canham, Global Head of Precious Metals, StoneX

The Solution

Integral set up StoneX Precious Metals with its world-class integrated eFX solution that offers the most complete set of functionality on the market. As a cloud-based platform, it enabled StoneX Precious Metals to design and deliver a bespoke solution that supported their demands to serve their existing customers and add new business.

The solution includes:

- ❑ **Optimal price distribution** — Integral provided StoneX Precious Metals with a richly featured price engine, giving them the capability to distribute prices both internally and externally
- ❑ **Industry leading pricing** — Direct bank liquidity and unique sources
- ❑ **Risk management** — Implementation of Yield Manager, Integral's complete risk management system which automates, manages and monitors the risk and yield of the most complex trading businesses
- ❑ **Cloud hosted solution** — Zero data and hardware costs and ultra-low latency connection to a variety of providers and services
- ❑ **Post trade STP**
- ❑ **Rapid deployment**

continued →



CUSTOMER SUCCESS STORY

The Results

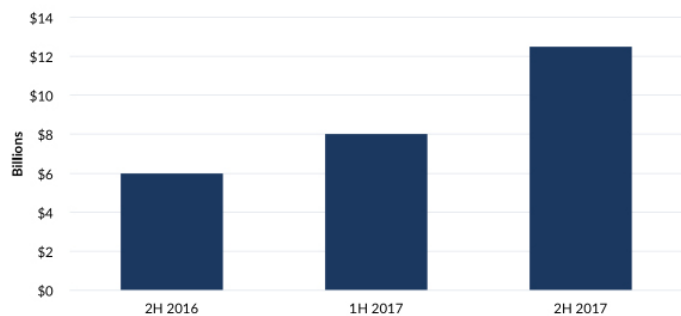
StoneX Precious Metals has used Integral's technology for over a year. Integral has worked in close collaboration with them to provide the best solution as their business evolves and grows.

The results have been positive:

- Over the last 18 months StoneX have doubled their business with the help of Integral
- Increased access to multiple source liquidity has enabled them to manage customer hedging needs even in subdued physical markets
- Provided a full service solution for all trading needs in addition to precious metals
- Managed very large trading volumes with minimal overheads and best execution
- Enabled Yield Manager allowing StoneX to manage smaller trades that otherwise would not be viable for even greater return and operational efficiency

"Using Integral's technology our trading teams are able to handle a very large trading volume with minimal headcount and virtually no risk of human error"

Edward Barron, Head of Precious Metals Sales Europe, StoneX



Integral supports 100% growth of StoneX Precious Metals business

About Us

Integral is leading the SaaS revolution. We built our cloud technology before the world knew what cloud was.

We are the currency technology partner to hundreds of financial institutions with close to \$60bn traded, transacted or exchanged daily on our network.

Adopted first by the financial markets and now invaluable to every global business across all industries – our corporate-meets-consumer cloud, technology stack is already powering the change and solving the currency challenges every global organization is facing.



www.integral.com

