

Projects all over the globe. One intelligent currency partner.

Client Overview

Mace Group, a client of Global Reach, is an international consultancy and construction company that focuses on large-scale multidisciplinary projects and commissions for a plethora of clients across the globe.

The business is well-established and hires 5,000 employees worldwide to organise and undertake innovative large-scale and complex ventures for a range of clients, both private and corporate.



The Challenge

Mace Group's headquarters are based in London, but with a number of international hubs, they have a great need to manage business transactions in a variety of currencies. With consultancy businesses positioned in New York, Dubai, Johannesburg, Qatar and Hong Kong and a fresh wave of substantial projects in the Netherlands and Ireland, Mace Group needed a flexible and effective FX solution to manage its market exposure for business operations.

Prior to utilising Global Reach, Mace Group only had experience using large banks. Due to their international business expansion, they recognised the need for a specialist currency house to provide them with the required expertise and assistance in managing currency risk.

Our Solution

Global Reach worked closely with Mace Group to fully understand their specific requirement to ensure the most appropriate strategy was devised. Transactions started on a small-scale basis and have now grown to accommodate all of Mace Group's forex needs.

Global Reach have been able to suggest a number of market-leading products to Mace Group, which have been employed to manage their international currency risk. The strategy is monitored closely by Mace Group's dedicated Dealer to ensure that it is as timely and cost-effective as possible.

The Outcome

Mace Group benefit from a tailored and responsive service from a Dealer that they can speak to whenever they need to. The in-depth market knowledge that the Dealer proactively provides, keeps Mace Group aware of currency fluctuations that could have an effect on their exposure.

Mace Group use Flexible Forward Contracts, amongst other products, to protect from market shocks and instability. This, in turn, helps to protect the company's bottom line.

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We knew we needed to have a solution to hedge our currency exposure. Our business expansion highlighted the significance of the issue and we were looking for an effective solution that was more competitive than the high-street banks and specifically tailored to our needs. Our Dealer at Global Reach is a proactive professional and is good at responding to what we need. I'd recommend Global Reach.

– Chris Othen, Mace Group

If you would like to speak to one of our currency experts please contact us on 020 3465 8200
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