

ED&F Man Capital Markets and Ballinger & Co announce partnership

Fast-growing FX specialist Ballinger & Co. and ED&F Man Capital Markets Ltd., the leading global financial brokerage have entered into a partnership.

LONDON, UK, January 6, 2021 /EINPresswire.com/ -- Fast-growing Foreign Exchange specialist [Ballinger & Co.](#) ("Ballinger") and [ED&F Man Capital Markets](#) Ltd. ("MCML"), the leading global financial brokerage, are pleased to announce they have entered into a partnership.

The collaboration between the two businesses combines Ballinger's innovative deliverable Foreign Exchange offering for corporate and institutional clients with MCML's world-leading capital markets expertise, tier-one settlement capabilities and global footprint.

As part of the relationship, MCML will provide spot and forward FX liquidity to Ballinger, enhancing their capacity to offer flexible terms to clients via a credit facility. In total, Ballinger has secured £10m of new funding and facilities from ED&F Man Capital Markets and other undisclosed investors.

The announcement of the partnership comes at a pivotal point in Ballinger & Co.'s expansion. In 2020, Ballinger traded over \$1.75Bn of FX on behalf of its clients, achieving more than double its projected revenue. The headcount in its London office grew to 19 people, with Ballinger attracting some of the industry's greatest talent.

Gary Pettit, Chief Executive Officer UK, ED&F Man Capital Markets, said:

"Our collaboration with Ballinger is a perfect example of our ability to be nimble, entrepreneurial and to work with partners to bring together best in class solutions for our clients. I am sure that this will be the first step of many in our journey together."

Commenting on the partnership, Tom Dudderidge, CEO of Ballinger & Co., said:

"Entering into this partnership with ED&F Man Capital Markets is a landmark moment for Ballinger. MCML's liquidity and settlement capabilities will revolutionise our client offering, their team is world-class, and we look forward to deepening our collaboration. It concludes what was a transformational year for us and, looking ahead to this year, we are set to capitalise on our ambition to become the market-leader in the Deliverable FX space."

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NOTES TO EDITORS

About Ballinger & Co

Ballinger & Co. is a specialist FX broker providing flexible and innovative foreign exchange services to corporate and institutional clients globally. Headquartered in London, Ballinger & Co was established by market leading professionals to provide tailored and competitive deliverable FX solutions for sophisticated clients underserved in the market.

Ballinger & Co's senior management team has over 100 years of experience at the forefront of the foreign exchange market and the business is supported by an extensive banking and liquidity network.

Ballinger & Co is a limited company registered in England and Wales. It is authorised by the Financial Conduct Authority under the Payment Services Directive as an Authorised Payment Institution [registration number: FRN 825771] and registered with the London Stock Exchange for the purposes of European Market Infrastructure Regulation (EMIR) reporting. (LEI: 2138006K7ABK4LRUP760)

About ED&F Man Capital Markets Ltd

ED&F Man Capital Markets is a global financial brokerage business and the financial services division of ED&F Man Group. Blending the heritage of ED&F Man with our Capital Market expertise, our business ethos is built on integrity, client care and careful risk management along with a strong compliance focus.

We offer direct access to global capital markets via world class IT infrastructure. From strategic global locations, we offer a full suite of Capital Market products including trade processing, financing, clearing, execution, market making, and agency based electronic and voice brokerage services.

Further information is available at: www.edfmancapital.com

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