

# Matthew Turner

## Commodity strategist and macro-economist

London, UK

*A versatile commodity strategist & macro-economist with an international reputation for innovative and market-moving data collection and analysis, using an extensive knowledge of many commodities and sectors to provide informative and profitable investment advice to fund and industry clients.*

## Employment

### Macquarie Bank – 2013-2019

*Strategist, precious metals & global economics: 2013 - 2019*

*UK & Eurozone Macro-Economist: 2016 - 2019*

*Sell-side research needs to be unique, stimulating and useful.*

*Working in equities and FICC divisions I provided fund and corporate clients, internal sales and trading, and other bank divisions with metals and macro-economic analysis, later adding European economics coverage.*

- *Data-driven analysis:* Highly skilled and experienced at data collection, analysis and presentation. Created multiple state-of-the-art models, e.g. GDP, IP, car sales and commodity S&D balances & pioneered many innovative market analyses (e.g. the first direct measure of Chinese gold imports). Developed sophisticated charting techniques.
- *Effective dissemination:* Top 5 highest read analysts in the bank, publishing 200-300 pieces annually. These ranged from provocative daily investment calls to pithy weekly macro-economic and metals reports and longer in-depth analytical presentations.
- *Active external and internal marketing:* Sold ideas to a wide range of clients by daily emails & calls, weekly conference calls and regular roadshows in London & overseas (New York, Canada, South Africa and across Europe. Within the bank pitched trade ideas at the morning meeting and had continuous two-way commentary with the bank's traders & analysts.
- *Trusted industry advisor:* Sought-after advisor within the bank and to its clients on economics and politics, including Brexit preparations, based on a broad understanding of current affairs and economic theory.
- *Global reputation:* In 2017 & 2018 was the London gold market's expert analyst for their release of two major datasets on vault holdings and trade volumes. A frequent contributor to print and broadcast media, and an in-demand speaker at conferences.

### Mitsubishi Corporation – 2010-2012

*Global precious metals strategist*

*Sitting on the trading desk I provided short- and medium-term analysis of the precious metals' markets for our traders, marketers and clients, with quarterly marketing trips to Japan and Asia. I also undertook long-term strategic planning for potential investment projects and was the public face of the metals' division.*

## Personal Details

76 Love Lane

Pinner

HA5 3EX

t. 020 3737 2821

m. 079 1944 1305

e. matthew.turner@gmail.com

DoB: 19 January 1975

## Social Media

LinkedIn

linkedin.com/in/matthew-turner-65622b

Macro Blog

www.matthewturner.co.uk/wp

## Skills

Extensive computer skills

- Modelling and macros in Excel, Macrobond, Reuters, Bloomberg
- Designing and publishing reports and presentations.
- Touch-typing.
- Basic knowledge of Python and Matlab.

Referees available on request

- Strong organisational skills and an exceptional ability to communicate clearly to both European and Japanese clients at all levels of understanding.
- Advised multiple industrial clients on their metal requirements, and buying strategies.

#### **VM Group (Virtual Metals Research & Consulting) – 2001-2010**

*Commodity Analyst, Economist & IT manager*

*VM Group was a small start-up commodity research firm. As well as being responsible for our economic analysis and commodity S&D and forecasting, I also did report design & IT implementation.*

- Devised, designed and wrote numerous reports on metals and agricommodities for our main client, a bank, which were crucial in gaining it business and a leading reputation in the commodities' industry. These included daily/weekly briefings, three monthly reports and four quarterly in-depth studies.
- Longer-term projects for a diverse range of clients (corporates, govts and institutions), e.g. whether to launch a futures exchange in S.Africa & the optimum way to invest in gold.
- Managed and mentored three junior members of staff, working in in a small team across a wide range of projects as well as managing website and IT procurement & installation. Strong organisational and teamwork skills, flexibility and self-starter.

#### **World Gold Council – 1999-2001: *Economist.***

- Assisted the Chief Economist with statistical analysis, research and modelling of the gold market.
- Played a key role in organising two successful conferences in Rome & Paris.

#### **The Economist magazine (part-time) 1999-2000: *Statistical researcher.***

#### **Ideaglobal.com – 1998: *Financial Markets Analyst.***

#### **Central Banking Publications –1997: *Assistant Editor***

### **Education**

#### **Birkbeck College, Univ. of London – *Postgraduate Dipl. (1/2 Masters) in E-Commerce, Economics and technology (Distinction).***

- Courses on option pricing, auction pricing, economics of branding and competition, marketing strategy, networks, databases, database mining, AI, cryptography.

#### **Magdalen College, Oxford University – *BA Hons in PPE (2i)* specialising in economics and politics.**

#### **St. Ivo School, St. Ives, Cambs – A-levels: Maths (Statistics), Economics, Politics, Further Maths, S-Level: Statistics (Distinction).**