smartcurrencybusiness.com



Alloy allies

"We love the personal touch we get from our account manager. Whatever we need, we know that any requests will be resolved quickly and efficiently."



Alex Bennett, Managing Director

This business provides metal alloys to a diverse range of industries, including oil and gas production. With the bulk of the manufacturing done in Asia, we crafted a comprehensive hedging strategy that reduced currency risk and allowed it to tap new markets.

OVERCOMING RISK

Companies operating in proximity to oil and gas face a number of headwinds. Not only are commodity prices volatile, but freight costs and delays can make cashflow unpredictable, while doubts persist as to the long-term viability of fossil fuel production.

This company paid for imports in USD, although currencies can vary between when the contract was signed to when it is paid. Previously, it had used simple spot transactions, leaving it dangerously exposed to frequent currency fluctuations. For a growing business, that became a risk that it could no longer take.

ENCOURAGING GROWTH

Our team designed a specific back-to-back hedging strategy that ensured profit margins were insulated from volatility. By using SmartHedge, our dedicated risk management and valuations platform, the company is able to view upcoming payments at the click of a button.

Through meetings and updates, we are able to provide ongoing assistance and guidance that remains relevant to a rapidly changing industry. As the business grows, we have supported it with a stable line of credit, allowing us to adapt our offering for new markets and suppliers.

The management team know that we will protect their business as it looks to further expansion. Our sophisticated products and sector expertise ensures that the business remains profitable despite the headwinds.

If you want to learn more about how Smart Currency Business can help your business remove uncertainty and mitigate the risks of foreign currency exposure, please email us at info@smartcurrencybusiness.com or give us a call on 020 7838 0500.

100+ employees **71,000** private clients **2,000** corporate clients

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