

»»» CASE STUDY

# FOREIGN EXCHANGE SERVICES

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A FULL-SERVICE SOLUTION FOR YOUR FX NEEDS,  
AT A LOWER COST THAN IT'S PEERS.

Get more for your money with our Foreign Currency Exchange Desk; Echelon offers superior currency exchange rates. Access to better rates is a key way that we can help our clients save money. With FX services across a variety of complex products and direct access to low rates, convenience, and quantifiable savings, our clients are receiving best-in-class financial support.

# FX SIMPLIFIED



Institutional-grade access at an exceptionally low cost



FX services across a variety of complex products and direct access to low rates, convenience, and quantifiable savings



Experienced team that has worked with companies across a variety of industries and their unique requirements



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## CASE STUDY

**ECH<sub>3</sub>LON**  
WEALTH PARTNERS

### THE PROBLEM

- Domiciled in Canada
- Expenses in USD
- FX costs were hurting margins

### THE SOLUTION

Echelon's institutional foreign exchange team met with the company to determine what their foreign exchange requirements were and developed a plan for lowering the company's foreign exchange costs.

By working with Echelon's foreign exchange desk, the company was able to save 10 bps per transaction which amounted to significant savings.

### Client

The company is a well-established owner-operator of car dealerships throughout North America.

Given the company's operations were conducted in multiple currencies, management noticed that foreign exchange costs were a large cost to the business and wanted to explore solutions outside of traditional large financial institutions.

### BENEFIT

\$100,000 annually





## CASE STUDY

**ECH=ELON**  
WEALTH PARTNERS

### THE PROBLEM

- ➔ Recent debt raise in USD
- ➔ Required CAD for operations while seeking predictability for USD repayments.

### THE SOLUTION

Echelon's foreign exchange team developed a strategy to optimize the company's short, medium, and ongoing foreign exchange needs.

The company was able to convert the proceeds from the debt raise at a lower cost than the solution that was initially recommended to them, resulting in an additional \$400,000 available to grow their business.

Echelon's team also developed a strategy to lock in the exchange rate for their interest and principal repayments, allowing the company to more accurately predict future cashflows and capital requirements.

### Client

As a growing Canadian cannabis business, the company tapped into the US market and raised capital through a debt offering.

The company was concerned with maximizing the funds they received from the capital raise but also were looking to lock-in the exchange rate for each interest payment and eventual principal repayment.

### BENEFIT

+\$1,000,000 annually





## CASE STUDY

**ECH=ELON**  
WEALTH PARTNERS

### THE PROBLEM

- ➔ Lacked the ability to forecast accounts receivable (GBP)
- ➔ Without reliable projections of accounts receivable, management was unable to confidently plan for future capital expenditure.

### THE SOLUTION

Through working with Echelon's foreign exchange team, the company was able to implement a strategy of selling forward contracts, at a much lower cost than what the company was originally quoted.

The company is now able to accurately forecast working capital requirements, providing more stability to the company's cash flows and providing management with confident projections to make future capital allocation decisions.

### Client

The company operated an import/export business mainly dealing with customers in England. The business lacked the ability to forecast revenues since clients were permitted to pay at a later date.

This presented a problem with respect to the business's ability to properly manage cash and wanted a plan to minimize the fluctuations caused by spot rate volatility.

### BENEFIT

+\$1,000,000 annually