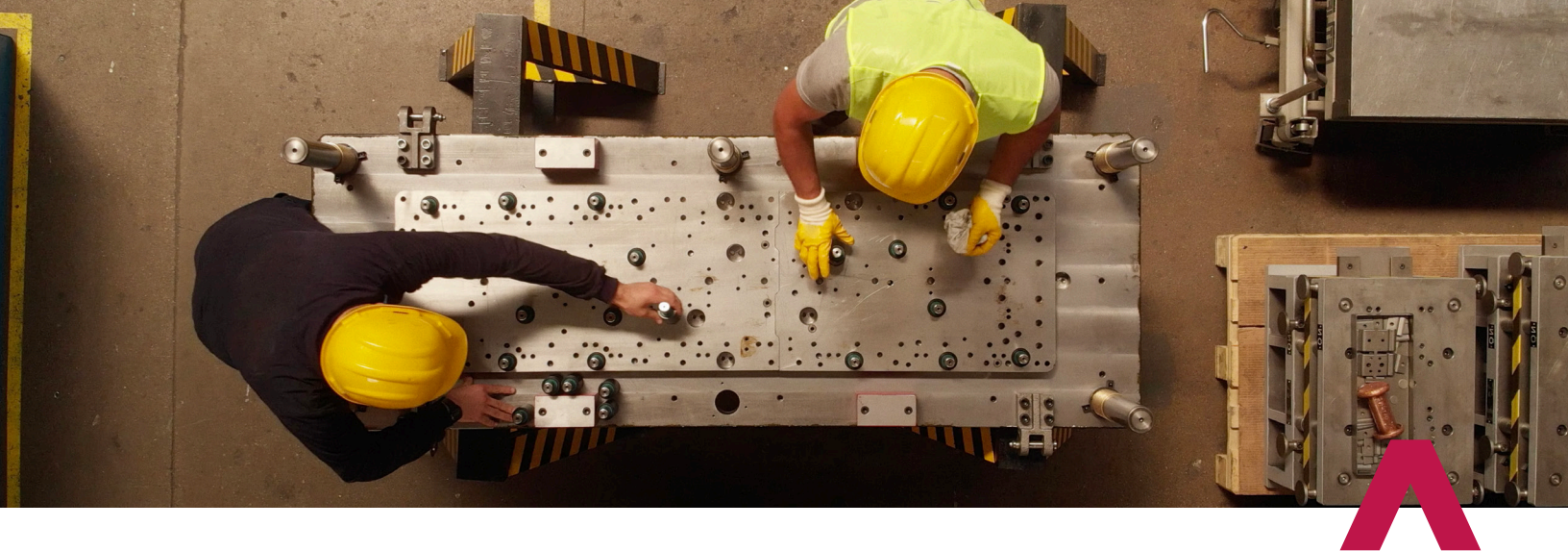


Case Study

# Equipment Placement





## CASE STUDY

# Equipment Placement



### What does your company do?

Equipment Placement supplies goods and services to Australian and international clients in the mining and construction industry.

### What countries do you trade with / which currencies do you trade in?

The most common currency we trade in is USD. However, as the main country we import from is Finland, we regularly deal with the Euro and Swedish Krona. We are the sole provider for some of our partners in Australasia as well as some areas in America, Asia, Africa and Kazakhstan – often transacting in different currencies.

### What are your typical monthly currency volumes in AUD?

There is no such thing as a typical month for us because the majority of our large deals occur at irregular intervals and have very long lead times. The bulk of our clients

are Australian-based, but if we have a big deal with an international client, this can significantly influence our currency volume for any given month.

### Why do you need to manage currency risks? What is your biggest challenge when it comes to receiving international payments and currency risk management?

It is important for us to properly manage currency risks due to the variation in monthly volumes and infrequency of our international transactions. Mismanagement of currency fluctuations and volatility are of equal concern, because these factors can have a notable effect on our profits. Navigating these ever-moving parts takes time and expertise which is an integral way in which Corpay helps our company.

## How do you use Corpay? Which products do you use to manage your currency exposure and payments?

Equipment Placement has been with Corpay for more than seven years. During this time, we have relied on Corpay to assist with many large international transactions. Their rates are competitive, and they often have specialist hedging products the banks do not offer. Considering we choose products for our trades on a case-by-case basis, the flexibility and product range helps to remove uncertainty. The product we use the most is a Participating Forward which allows us to lock in part of the trade while leaving a portion open to the market movements. Doing so helps us to manage risk and plan ahead, whilst retaining some level of flexibility. For us, our products have long lead times, up to nine months, during which the market can shift significantly.

## Can you give a specific example of how you've used Corpay to manage an international exposure?

For us, appropriate hedging is key to safeguard the success of a trade and can even provide some upside. For instance, we made an extra 4.5% profit on a previous client contract because we were hedged correctly thanks to guidance from Corpay.

## How has Corpay helped you to address the challenges you face when trading internationally?

I speak to Corpay at least once a month and over time we have built a great rapport. They invest in getting to know our processes, needs and preferences then provide us with reliable and professional service which benefits our business. I can advise them on upcoming contracts, and I know they will keep track of relevant market moves and provide appropriate products.

## What is the single biggest reason you would recommend Corpay's service offering?

To summarise why Corpay continues to be a valuable part of our business, it comes down to their advice and support. They have ultimately been able to protect and enhance our business's bottom line through their expertise and competitive hedging options.