

# REALIZE IMPROVEMENT MANAGING PROACTIVELY



INDUSTRY/ SOFTWARE

LOCATION/ CANADA



SERVICE/ FX ADVISORY

## TECHNOLOGIES, INC.

### ➤ **BACKGROUND**

Technologies Inc., a leading provider of computer-aided design software bases their business model upon the worldwide use of a single software platform. Its software available in 15 languages is sold in more than 90 countries.

### ➤ **CHALLENGE**

As an international company Technologies Inc. has offices throughout the world, and its ability to manage its cash flow is greatly impacted by volatile currency movements. With continued growth in global sales the impact of FX volatility on the company's cash flows rapidly became more critical. It was clear that more proactive management was required.

Given the company's continued growth plans, it was also imperative that whatever risk management program were used needed to also be highly scaleable.

### ➤ **APPROACH**

HIFX utilized a two step approach. First, HIFX performed a FX risk audit, one that enabled HIFX to understand Technologies' business profile and how its inherent FX exposures were created. Next, HIFX designed and implemented a hedging program that satisfied both the immediate and longer-term requirements of the company.

### ➤ **RESULTS**

Technologies implemented a 12 month rolling hedge program that effectively mitigated USD/CAD volatility which previously had materially impacted its cash flow. The effectiveness of the hedging program also provided the company better visibility into its revenue and growth forecast. As the company continues to increase its exposure through growth and acquisitions, the hedging program has been shown to be highly effective and scaleable. The additional resources provided by HiFX also has provided management with the confidence that its exposures are being managed on an active forward-looking basis.