The FX Market

MARKET FACTS

- Largest financial market in the world
- Nearly 24 hours a day, 7 days a week
- $4 Trillion daily turnover
  - SPOT: 37%
  - Forwards: 31%
- Major Currency Pairs
  - EUR/USD: 28%
  - USD/JPY: 14%
  - GBP/USD: 9%
- In 2010 the USD was involved in 85% of all global currency exchange transactions

*2010 Triennial Central Bank Survey – Bank for International Settlements*
Exports – Pricing & Billing Strategies

GOALS

- Make it easy to buy from you
- Protect your profits
- Project a global image
- Take control

CONSIDERATIONS

- Location of customers
- Tolerance to currency movements
- Ability to adjust
- Predictability of sales/payments
Exports – Pricing & Billing Strategies

TOOLS & STRATEGIES

- Spot Payments
- Forward Contracts
- Other Hedging
- Dual Billing
- Billing in USD is a Strategy

Polish Zloty to U.S. Dollar

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Exports – Pricing & Billing Strategies

TOOLS & STRATEGIES

- Spot Payments
- Forward Contracts
- Setting the Price
- Dual Billing
- Billing in USD is a Strategy

Japanese yen to U.S. Dollar
THANK YOU

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