

Finding greater yields for corporate accounts

How **Presidio Partners** made enhanced returns a reality

The situation

Our client's company had recently closed a large Series B. To date, they hadn't been concerned about cash yields, but with a much larger balance now sitting in his corporate account, our client wanted to ensure they were being smart with the new monies.

We were introduced to the company's CFO and discussed ways to increase their yield while maintaining daily liquidity for operational needs.



The strategy

1. Based on our advice:
 - The company opened a UBS corporate account and linked their day-to-day company checking account so they could easily move money between the two accounts.
 - This created a structure that allowed higher yields provided by a UBS asset management suite of high-quality, short-term financial instruments.
2. When the company raised a \$50M Series C, we referred them to UBS's Corporate Cash Management Group.
 - We helped the company develop a formal investment policy statement (IPS) to clearly define the management of their cash assets.
 - Corporate Cash Management Group then worked with them to create a customized portfolio of individual securities designed to meet their cash flow, risk tolerance and time horizon.

The result

With the higher yield from his investments, he has been able to hire valuable additional employees.

We consult with this client and his CFO on a regular basis as the business continues to grow. They know they have a trusted, thoughtful advisor who will serve as a sounding board when new challenges arise and help navigate future events, such as pre- or post-sale liquidity planning.