



The Power of Experience®

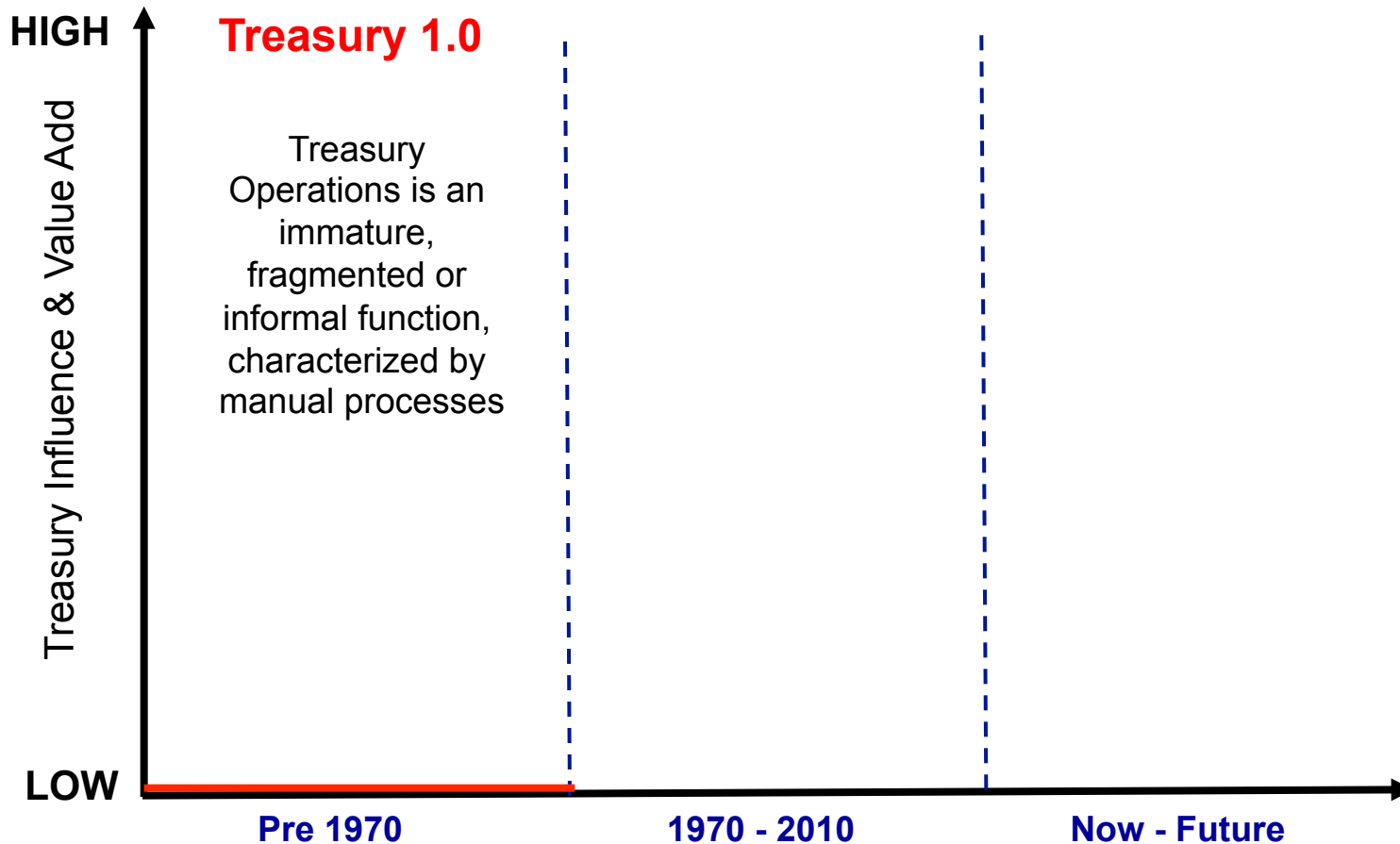
Treasury 3.0: Moving Towards Treasury Intelligence

April 21, 2011

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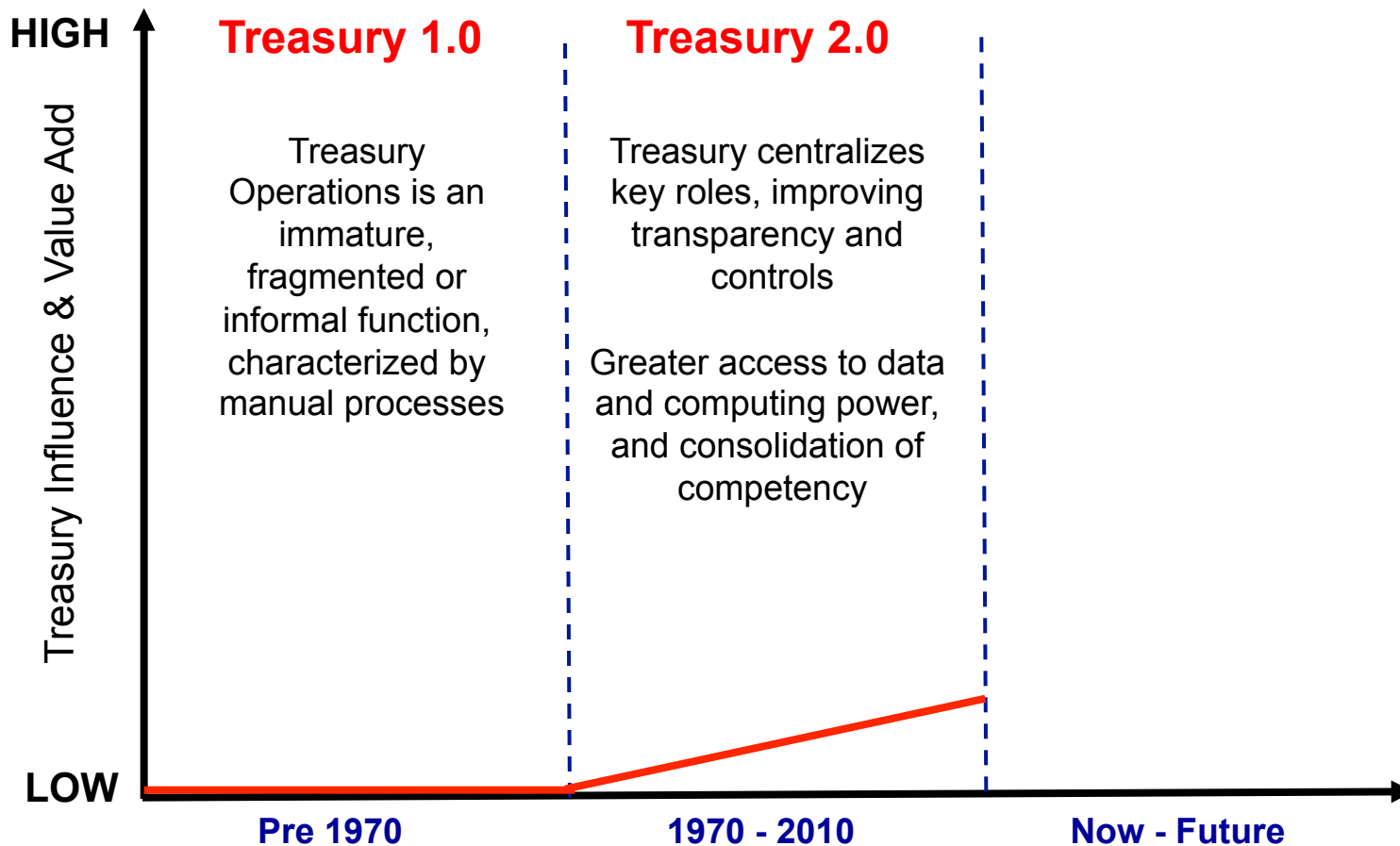
Treasury 3.0 - Corporate Perspective

Treasury Management Timeline



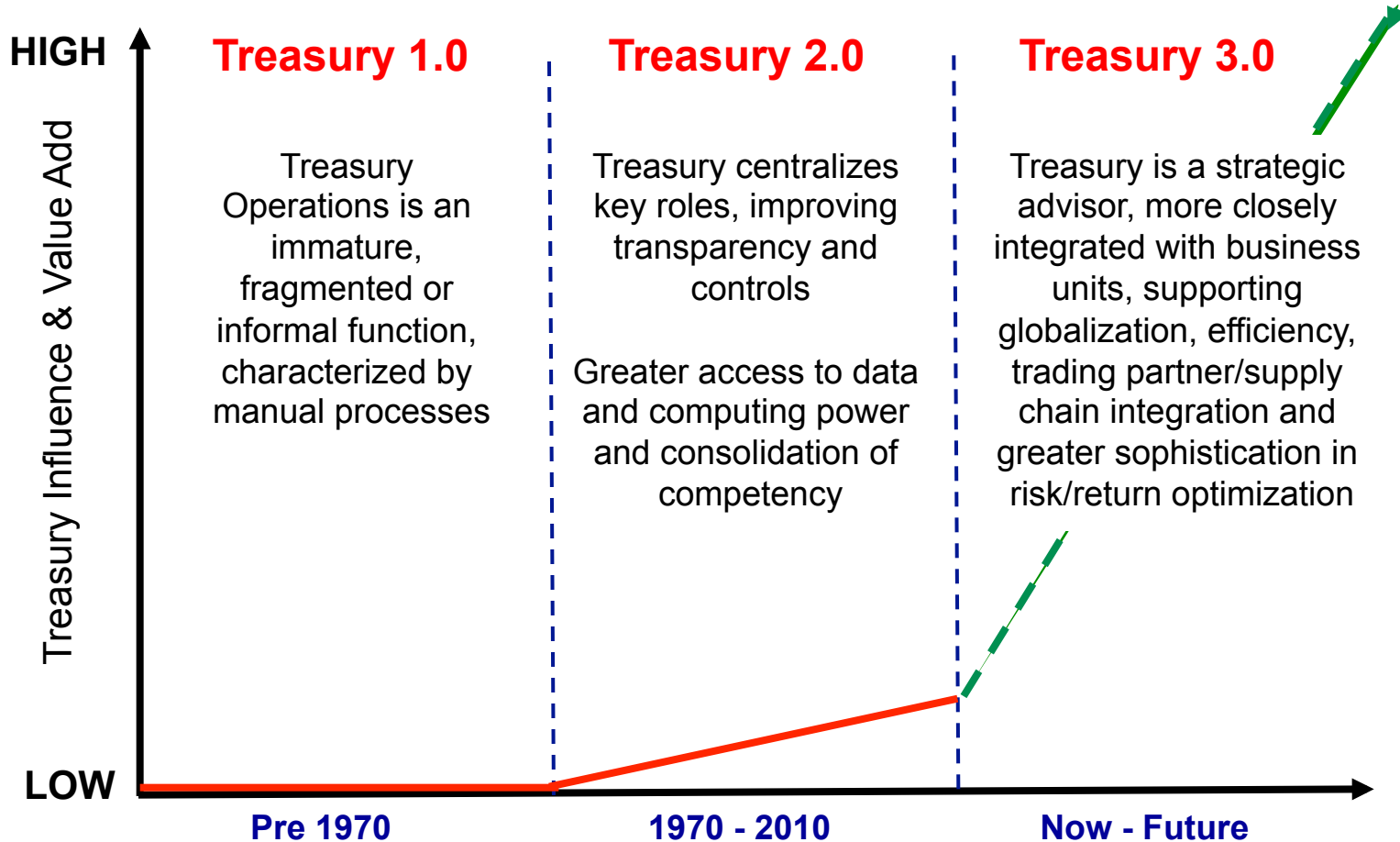
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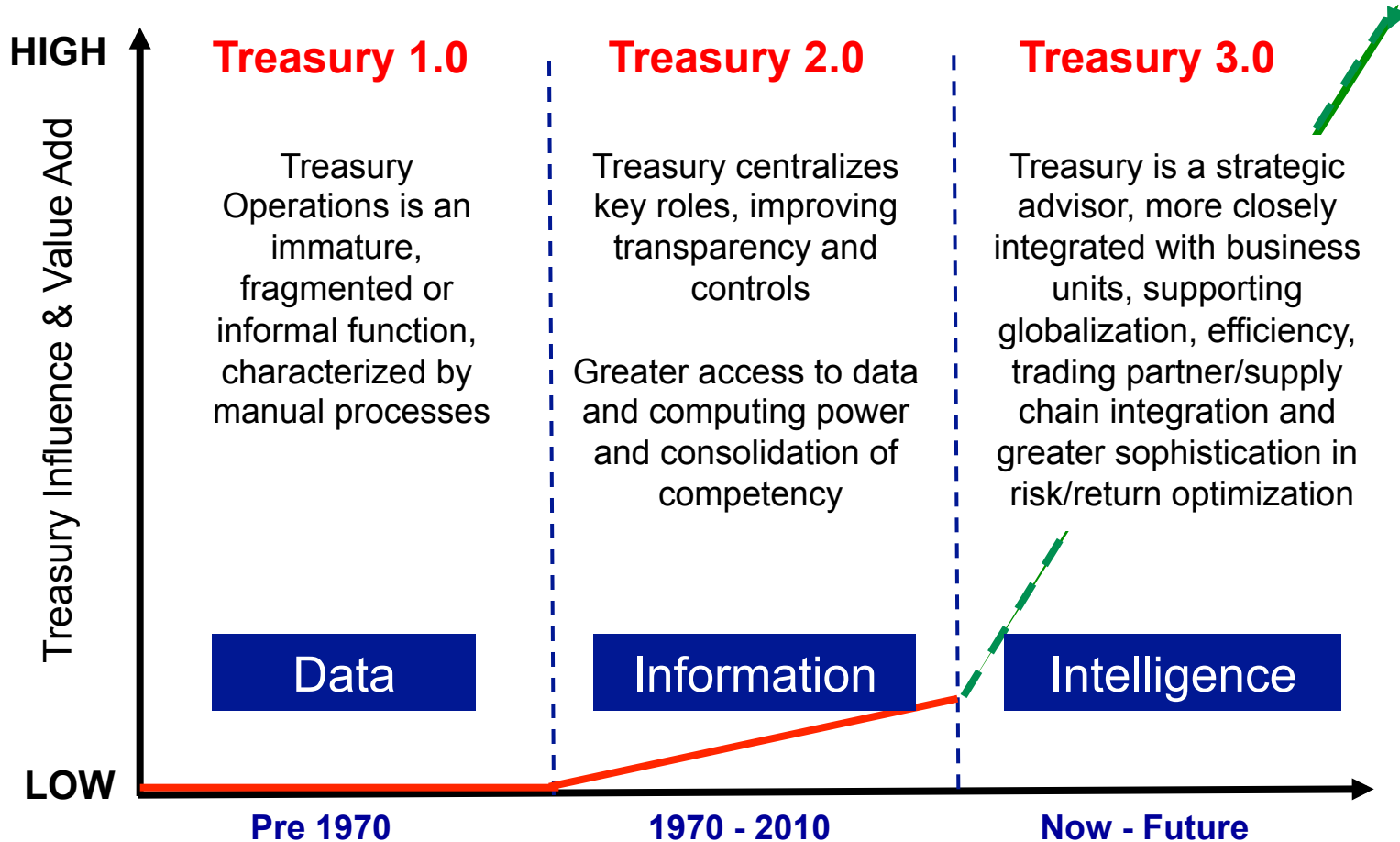
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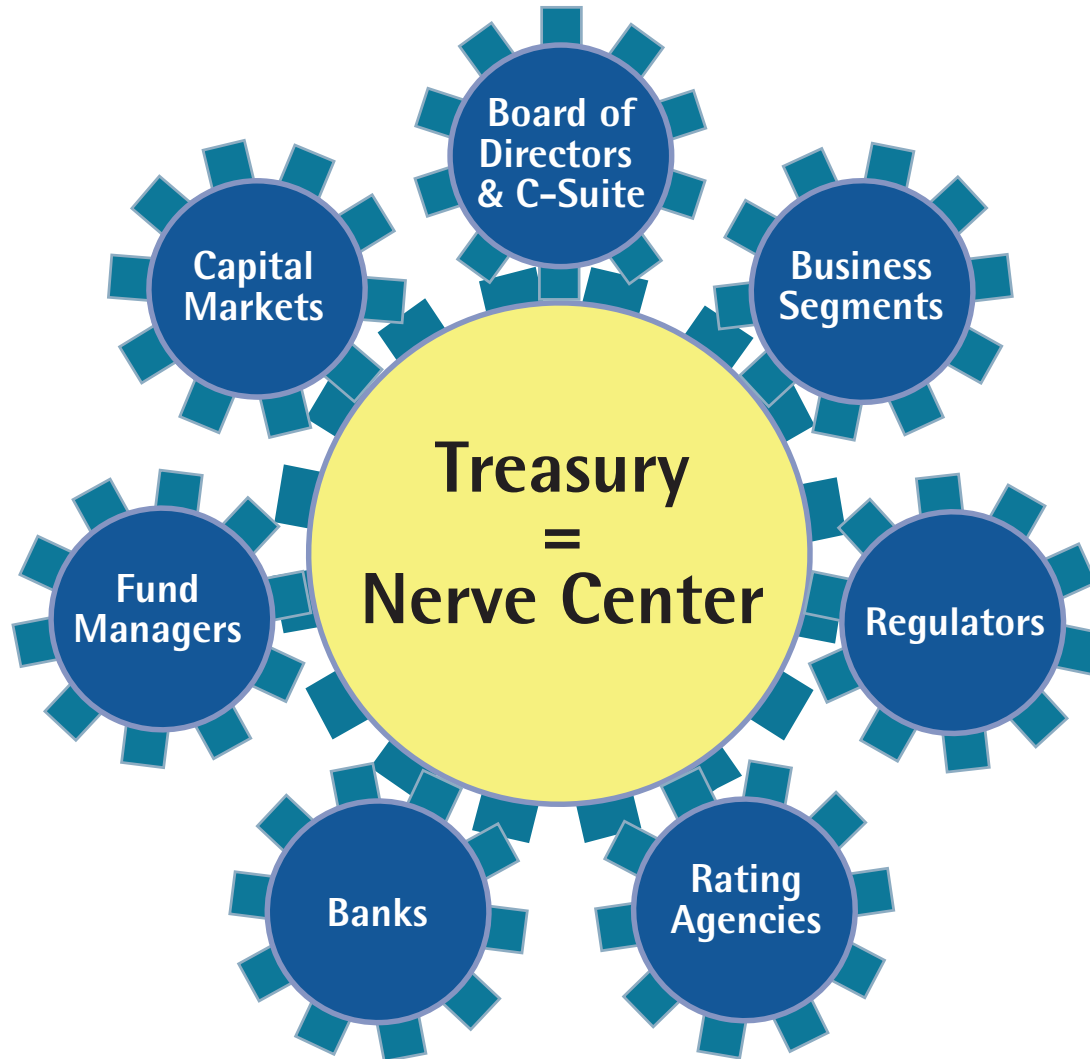


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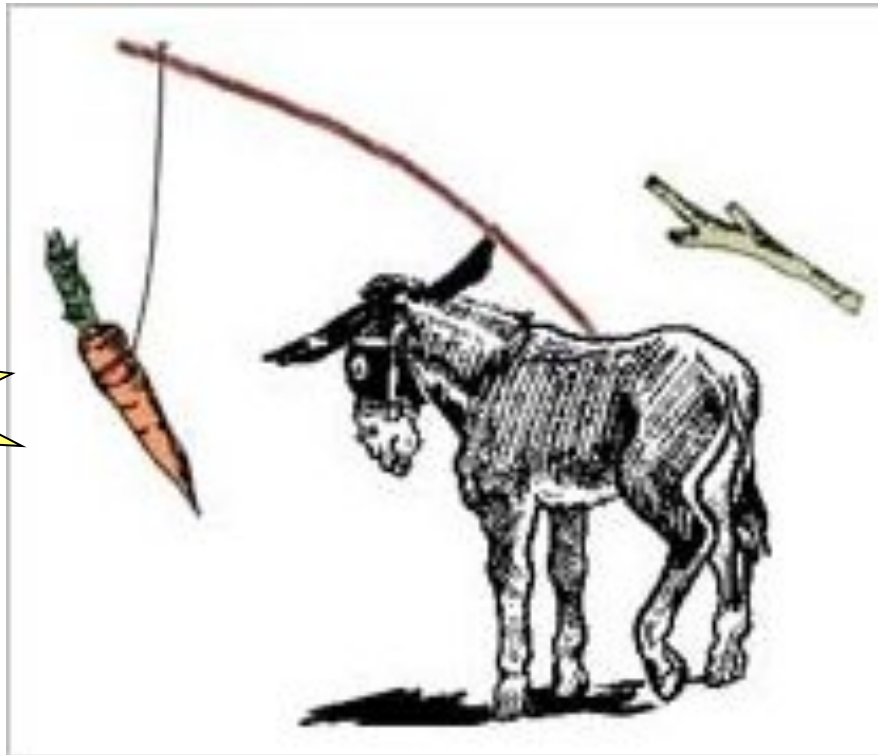
Treasury Is the Financial Nerve Center



Feeling the 3.0 Forces

PULL

- Regulations
- Globalization
- Senior management and business needs



PUSH

- Resource constraints
- Risk management
- Compliance and audit requirements

Treasury 3.0 Benefits

- Broaden Treasury focus beyond execution to strategic evaluation and support
- Respond to Senior Mgmt rapidly, comprehensively
- Assess impacts of major events
- Plan proactively
- Access the power of integrated data



Challenges to Reaching Treasury 3.0

- Disintegrated, siloed approach
- Constant curveballs
- Non-believers
- Tactical/execution focus
- Short-term perspective



How Do We Prepare??

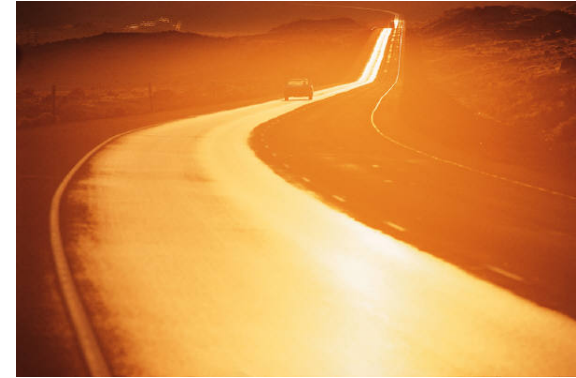
Roadmap to Treasury 3.0

Establish the vision

Plan a multi-year roadmap

Anticipate challenges

- diversions, funding, organizational change



Taking the First Steps

- Operations
- Infrastructure
- Risk Management
- Policy & Oversight



Automation

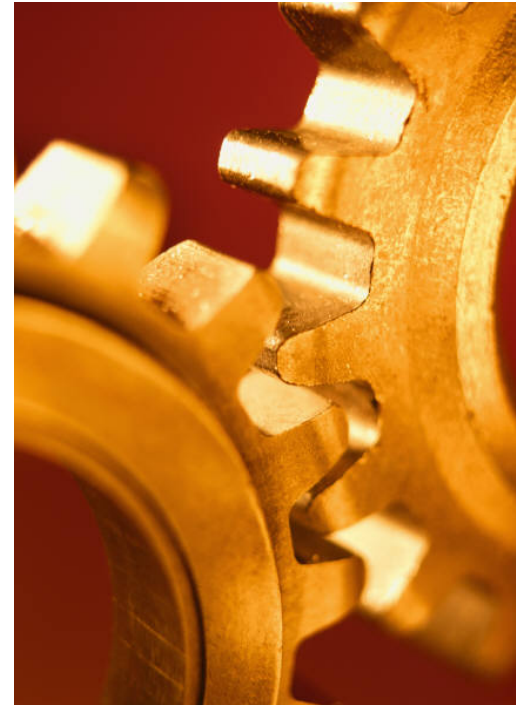
- Eliminate manual processes
- Leverage current technology
- 3.0 roadmap

Cash Visibility

- Get to 100%
- Automate
- Find the hidden cash

Cash Forecasting

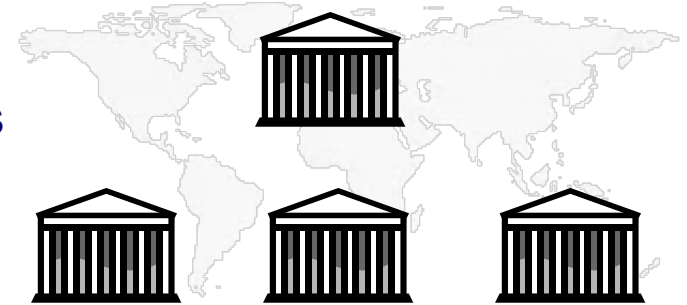
- Do variance analysis
- Improve compliance
- Scope: liquidity, balance sheet targets, covenant coverage



Infrastructure

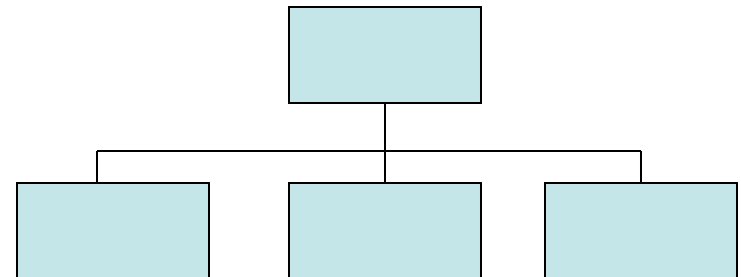
Bank Network

- Align with geographic and org structure needs
- Streamline
- Relationship risk



Organization

- Align with geographic and corporate structure needs
- Rebalance in favor of analytics
- Ensure access to IT resources



Risk Management

Counterparty Risk

- 360 degree view
- Look through

FX Risk

- Revisit hedging objectives
- Pooling
- Intercompany netting

Payments Risk

- Availability of funds
- Finality of settlements
- Intraday exposures

Financial Controls

- Segregation of duties
- Fraud minimization services
- Payment file security
- Timely reconciliation

Liquidity Structures

- Button up access to credit
- Stress test portfolio



Policies

Policies

- Align with senior management and Board dictates
- Align with new market and regulatory realities
- Specific compliance reviews

Dashboards/Metrics

- Align with senior management requests
- Reflect new market realities
- Revisit timeliness



Moving towards Treasury 3.0

Forces are pushing and pulling us towards Treasury 3.0 and we want to get there.

Moving takes planning!

- Vision
- Roadmap
 - Operations
 - Infrastructure
 - Risk Management
 - Policy & Oversight



About Treasury Strategies, Inc.



Who We Are

Treasury Strategies, Inc. is the leading treasury consulting firm working with corporations and financial services providers. Our experience and thought leadership in treasury management, working capital management, liquidity and payments, combined with our comprehensive view of the market, rewards you with a unique perspective, unparalleled insights and actionable solutions.

What We Do

Corporations

We help you maximize worldwide treasury performance and navigate regulatory and payment system changes through a focus on best practices, technology, liquidity and controls.

Treasury Technology

We provide guidance through every step of the technology process. Our expert approach will uncover opportunities to optimize the value of your treasury through fully integrated technology solutions.

Financial Services

Our experience, analytic approach and benchmarks provide unique consulting solutions to help you strengthen and grow your business.



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