



The Power of Experience®

Corporate Treasurers' Executive Briefing

Retooling for Recovery

Taking Proactive Control

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Corporate Treasurers' Executive Briefing Series



The Corporate Treasurers' Executive Briefing Series will help you

- Get grounding in the issues
- Make sense of the issues and establish clear direction
- Capitalize on opportunities created by uncertainty

The Series includes three webinars, each thirty minutes long

July 20 Regulatory and Economic Impact on
Corporate Treasury

August 10 Treasury 3.0 & the Financial Nerve Center

August 24 Retooling for Recovery – Taking Proactive
Control of the Situation

Logistics

Questions:



Recording & PowerPoint:

A copy of the presentation and link to the recording will be sent to all registered participants in a few business days.

Recap: Regulatory Impact

- Massive
 - Covers all aspects of financial markets
 - Alters the flow of capital
- Intrusive
 - Into the details. Compensation, culpability, org structure
 - Heavy on compliance, reporting and prescriptive risk mitigation
- Global
 - Most countries developing their own schemes
 - International bodies weighing in
 - Like an arms race

Recap: Regulatory Themes



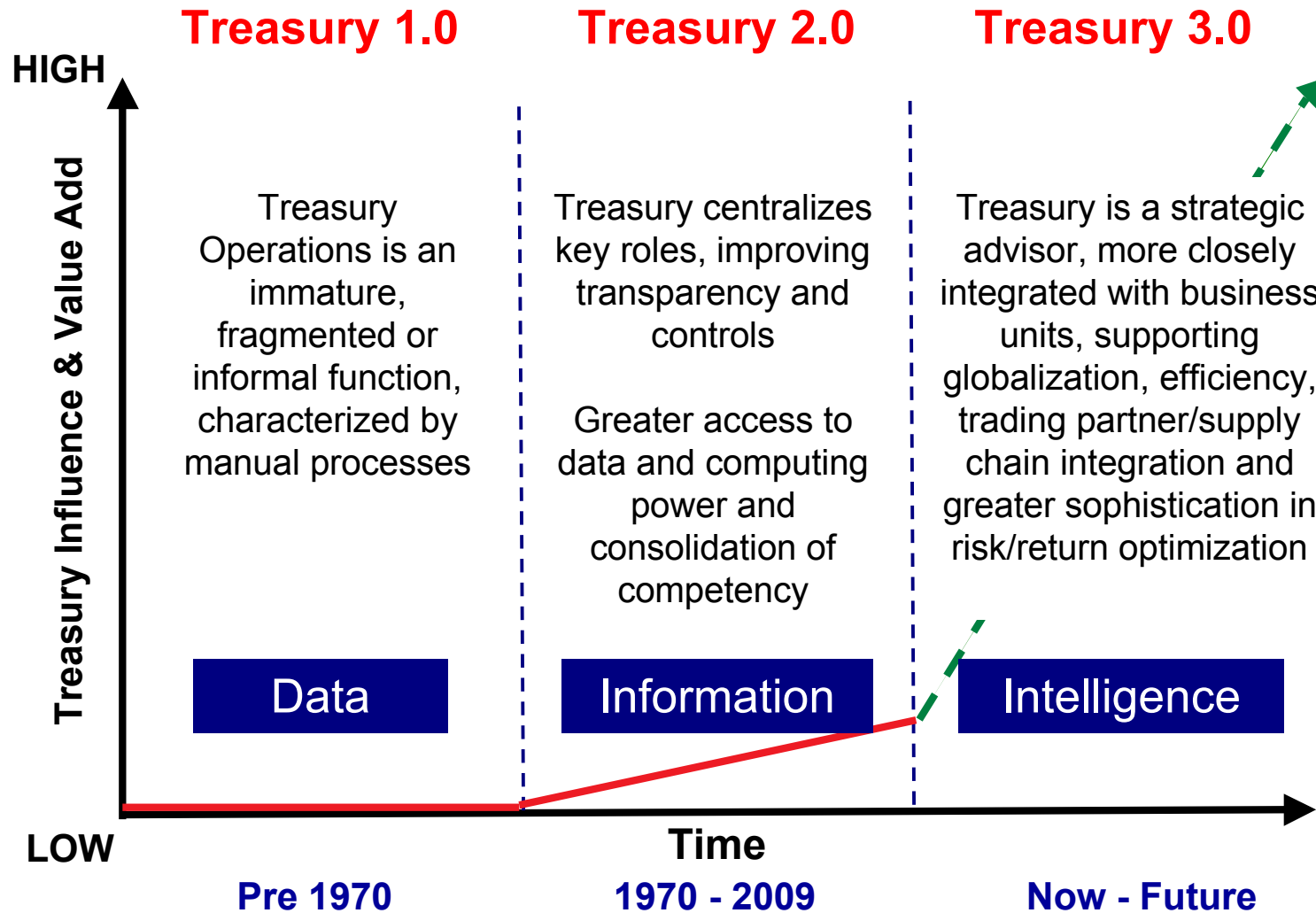
Key Global Themes

- Re-intermediation
- Liquidity buffers
- Capital requirements
- Collateral requirements
- Reporting requirements

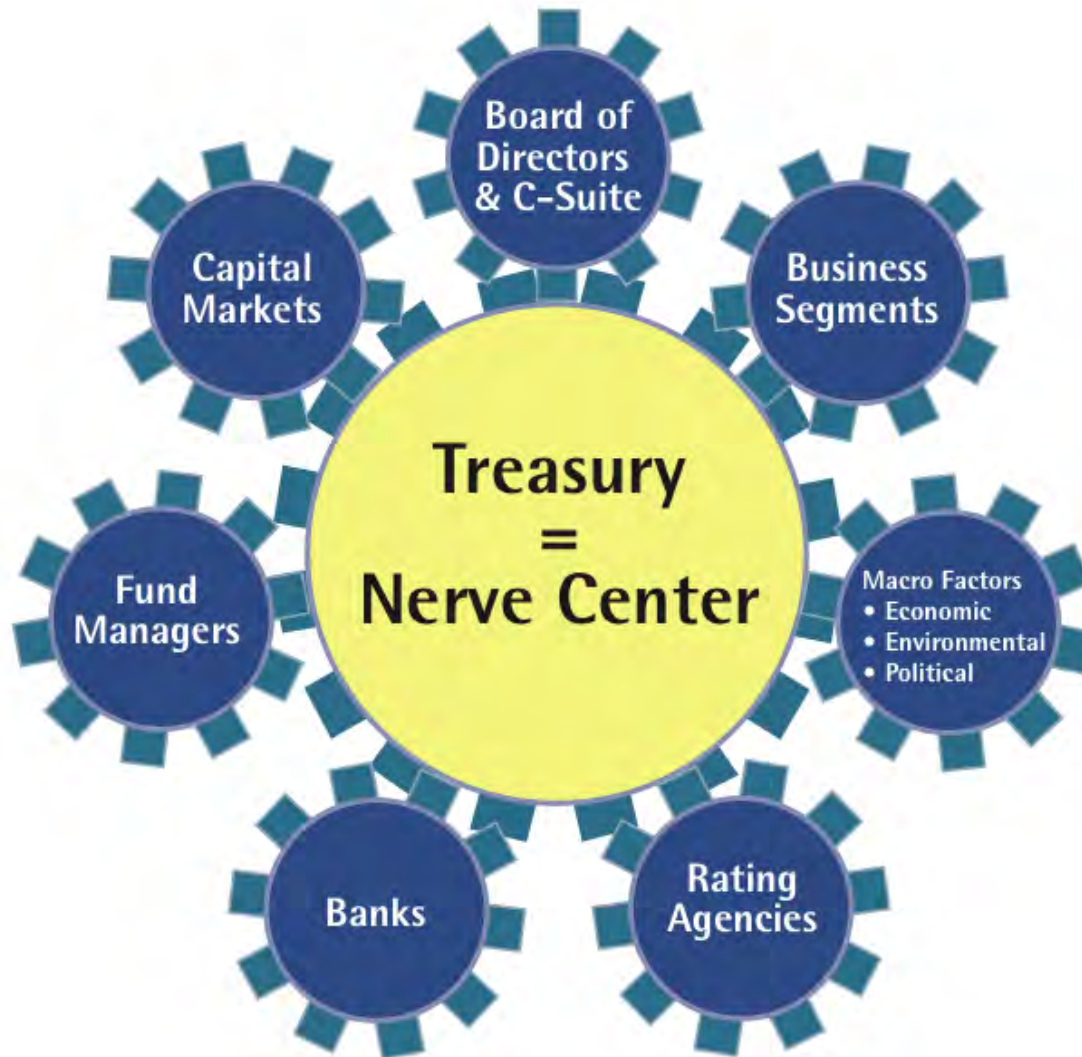
Specific Topics

- **Money market fund 2a-7 regulations**
- **Interest on business checking**
- **Deposit insurance / TAG program**
- OTC derivatives / collateral
- Volcker's Influence
- IFRS accounting standards
- Basel II and III
- European bank stress tests
- Individual Liquidity Adequacy Standards
- Interest on reserves
- Term Deposit Facility
- **Fees on daylight overdrafts**
- Regulations on consumer revolving credit
- Interchange fees on card
- **Same day settlement ACH**
- SEPA

Recap: Treasury 3.0



Recap: Financial Nerve Center Vision



Taking Proactive Control

Internal

- Cash flow
- Working capital
- Counterparty risk
- Investment
- Debt
- Fraud

External

- Regulation
- Economy
- Federal action
- Banking turmoil
- Political risk

Taking Proactive Control

You can control these

You can assess the impact of these

Internal

- Cash flow
- Working capital
- Counterparty risk
- Investment
- Debt
- Fraud

External

- Regulation
- Economy
- Federal action
- Banking turmoil
- Political risk

Retooling Themes

What You Can Control

- Operations
- Infrastructure
- Risk Management
- Oversight & Policies



Roadmap to Treasury 3.0

Specific Topics

- Automate Treasury operations
- Improve cash forecast
- Lock down global cash visibility
- Align & streamline bank network
- Rationalize your organization
- Identify counterparty risk
- Identify FX risk
- Minimize payments risk
- Review and update financial controls
- Tweak liquidity structures
- Revisit financial dashboards / metrics
- Update all Treasury policies

Operations



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Automation

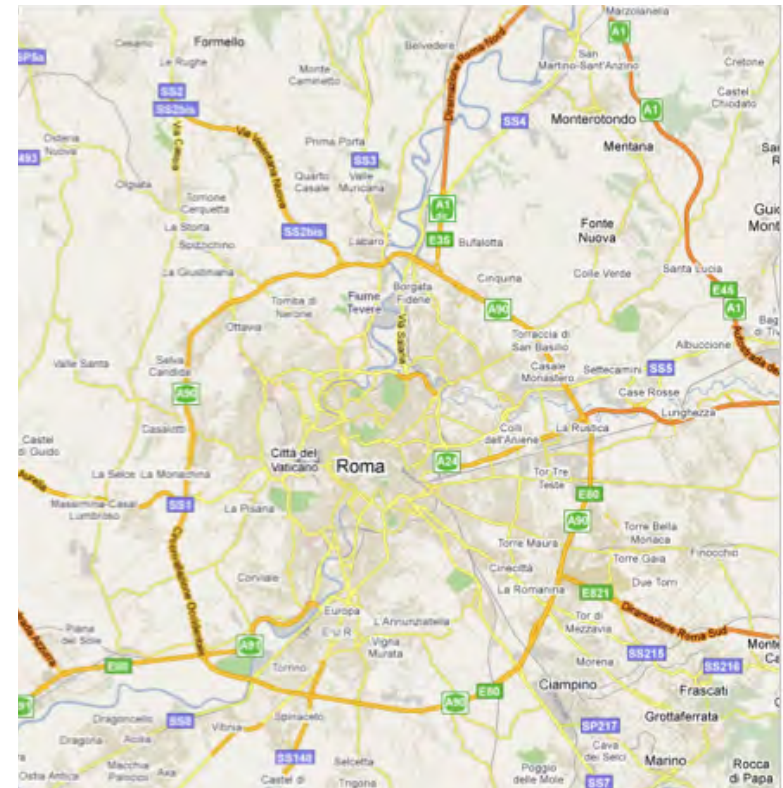
- Eliminate manual processes
- Leverage current technology
- 3.0 roadmap

Cash Forecasting

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

Cash Visibility

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



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
- Balance S-L-Y

Oversight and Policies



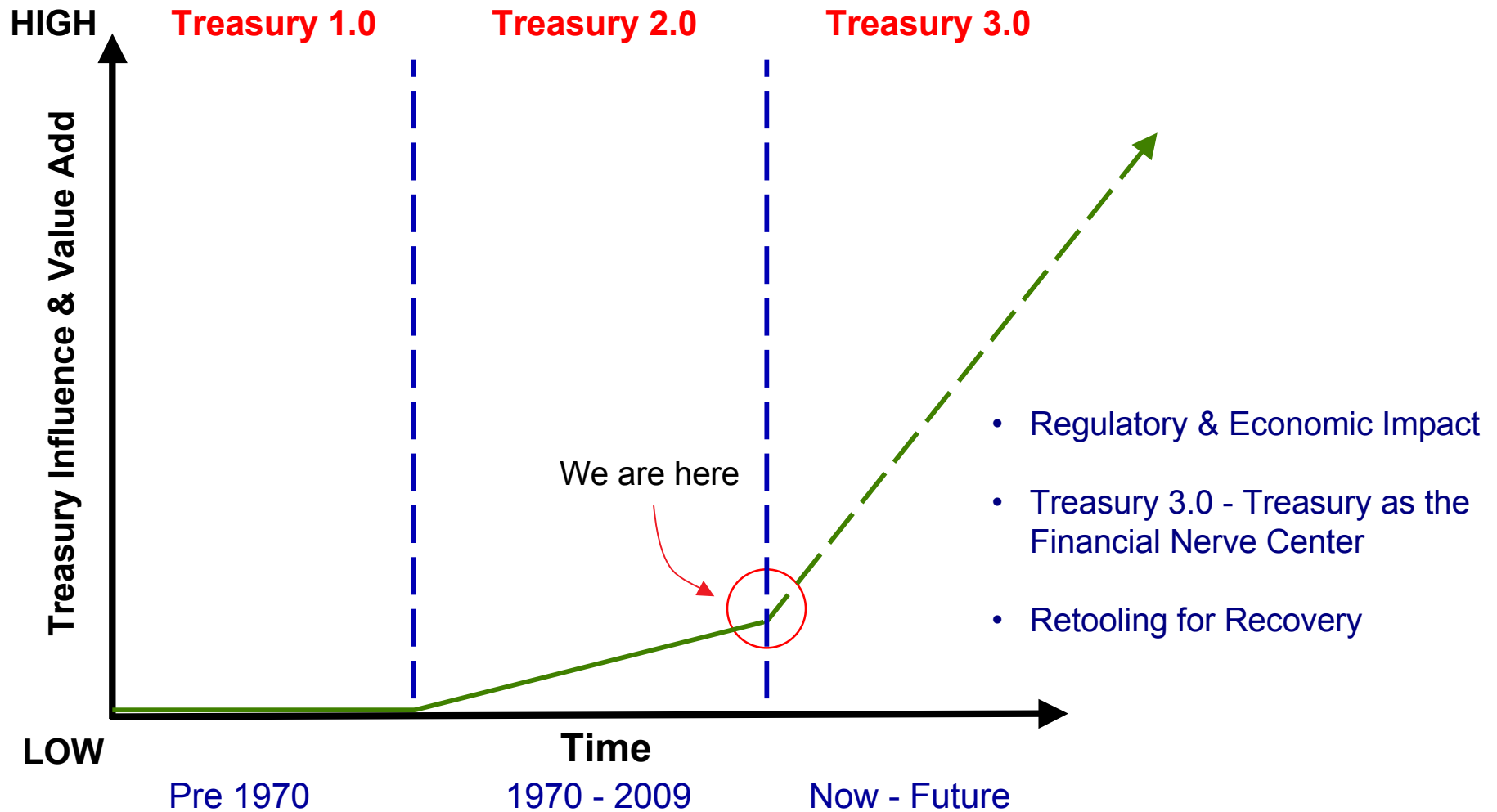
Dashboards / Metrics

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

Policies

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

Summary



Exit Poll



Where does your Treasury require the most focus from now until year end? Check all that apply.

- Regulatory Assessment
- Developing 3.0 Roadmap Vision
- Operations
- Infrastructure
- Risk Management
- Oversight & Policy

Would you recommend these briefings to a colleague?

- Yes
- No