

Overcoming the Difficulty of Doing Business Globally



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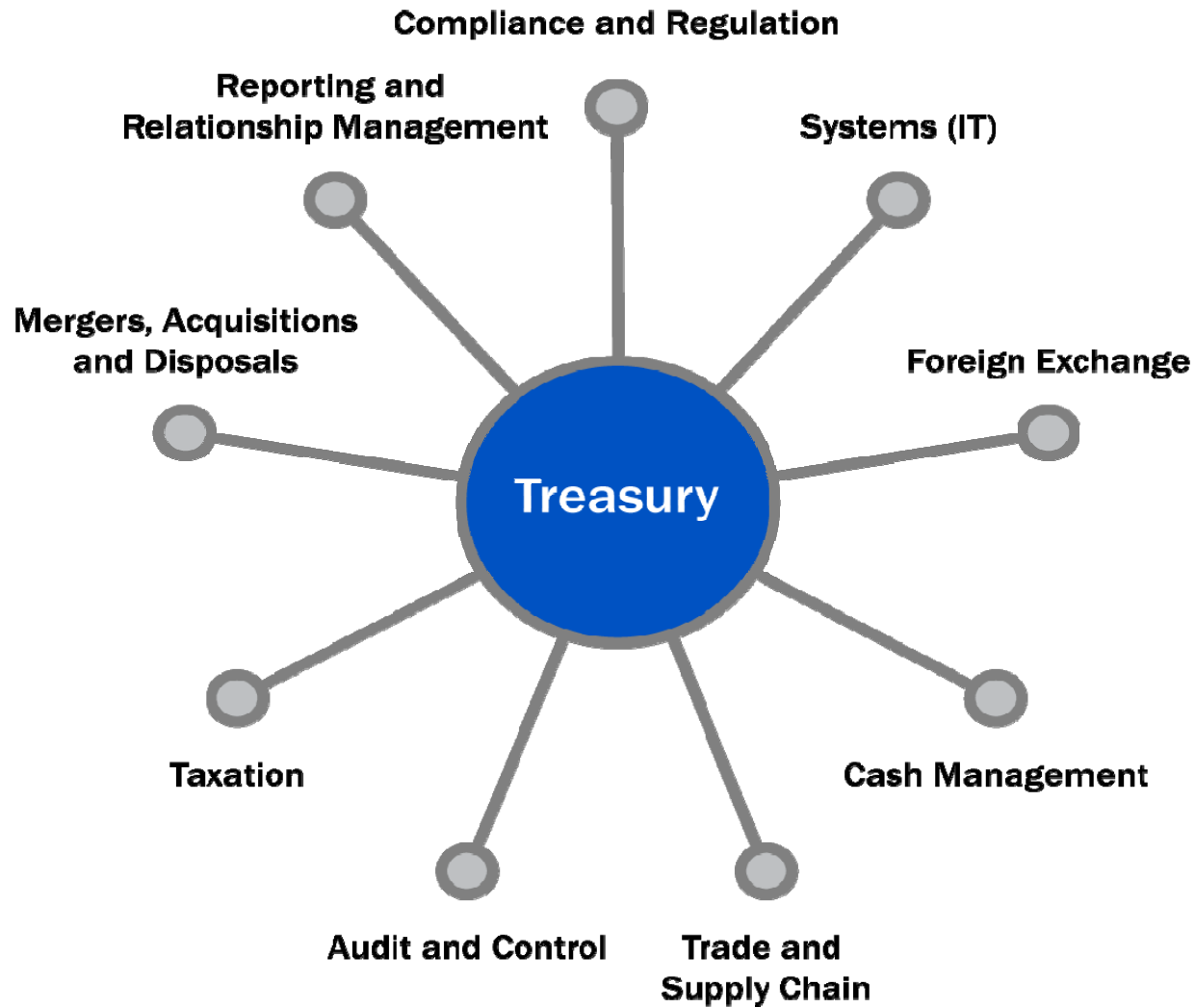
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Agenda

- I. **A Treasurer's balancing act**
- II. **Transition from local to global**
- III. **Key Treasury challenges**
- IV. **Identify ways of addressing/avoiding derailers**
- V. **Conclusion**

A Treasurer's balancing act



Key strategies when expanding globally

- **Audit & Control**
- **Cash Management**
- **Foreign Exchange**
- **Reporting & Relationship Management**
- **Compliance & Regulation**
- **Systems**
- **Trade/Supply Chain**

Driver for success - Phased approach 80-20

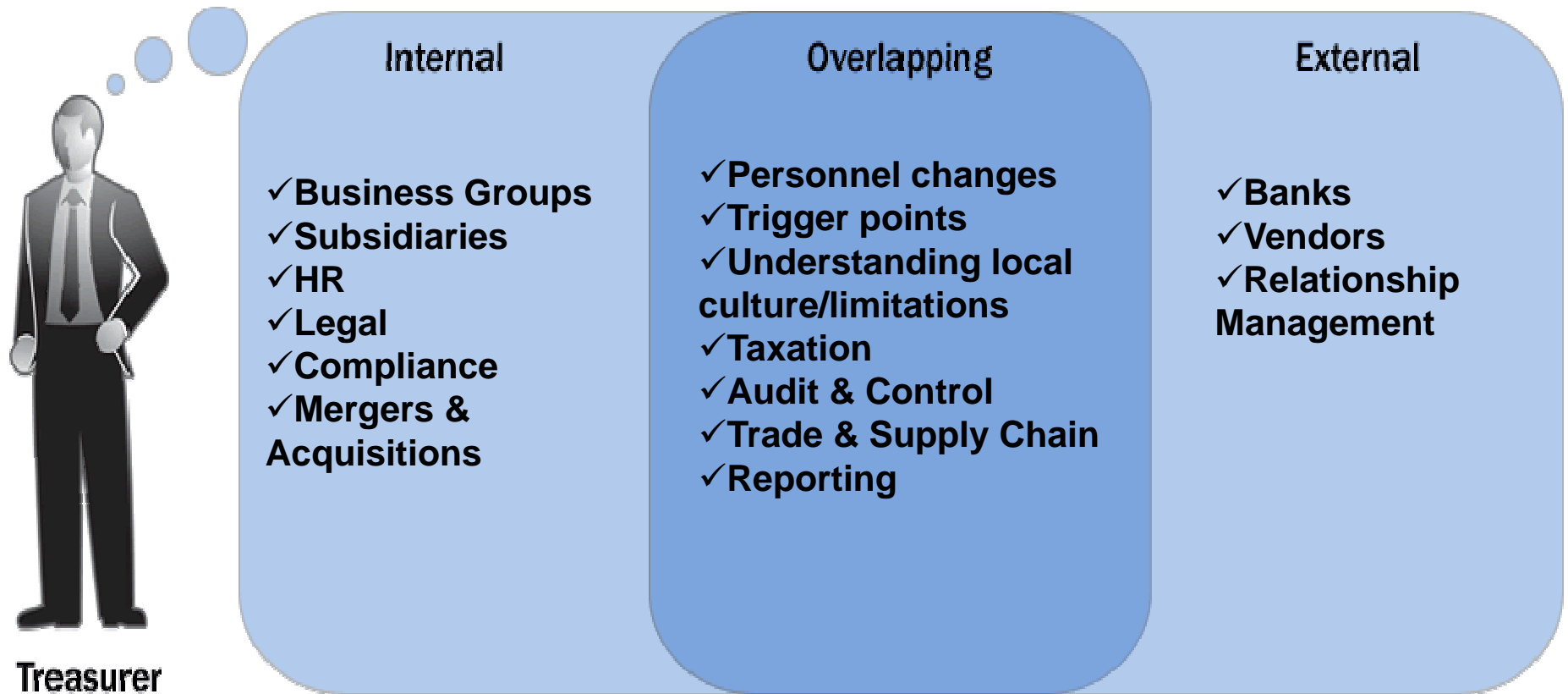
Transitioning from local to global



Where Should You Start?

- **Research the countries culture/regulatory environment**
- **Current state**
 - Strategy, risk
- **Streamline, automate, and centralize where you can**
- **Maximizing working capital**

Relationship Expectations



Key Treasury Challenges

- **Increasing control over bank accounts**
- **Minimizing idle cash balances**
- **Strengthening FX controls**
- **Automation**
- **Negotiating bank fees**
- **Trade/Supply Chain**
- **Risk/compliance/Process Control**

Key Derailers

- ✓ **Lean treasury machine**
- ✓ **Lack of Automation & Communication**
- ✓ **Managing Risk**
- ✓ **Managing Banking Relationships**

Lean treasury machine

- **Local treasury autonomy**
- **Open accounts everywhere you do business**
- **Forecasting**
- **“Jack of all Trades”**

Lack of Automation and Communication

- **Paper processing (i.e. cheques)**
- **Communication & Languages barriers**
- **Going 'green'**
- **Petty Cash & local currency transactions**

Managing Risk

- **Working capital**
- **Bank risk**
- **Currency risk**
- **Information security**

Managing banking relationships

- **Local Treasury Autonomy vs. Centralized Corporate control**

- **Negotiating Bank Fees**

Conclusion

- **Build strategies around key treasury functions**
- **Prepare for key challenges you may face**
- **Beware of derailers**
- **Banking relationship**

Global Bank with a local touch

Questions?





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