

Deloitte.



Global Treasury Advisory Services
Creating Value with Innovation

Our Services



350 industry veterans in 20+ cities

Commercial-minded



Serving global companies & financial institutions

Deep sector domain knowledge



Focused on lifetime events like M&A and Transformation

Hands-on approach in providing solutions



Treasury technologists

120 systems experts worldwide with direct delivery experience



Intimate knowledge of cash management, currency and interest rate risk management

Linking tax and accounting

Treasury Priorities for CFOs in Southeast Asia

For many companies in Asia, the treasury function has evolved tremendously over recent years; quickly catching up with counterparts in the western world.

Treasury has moved from being traditionally a transactional function to becoming more strategic and treasurers are partnering CFO and Business Leaders in managing market risks and supporting commercial decisions. Treasurers now play multiple roles in some organisations: Business Partner, Change Champion, Process Innovator and Portfolio Risk Manager.

In a rapidly changing world of technological advancement, market volatility and changing regulatory landscape, what are the “top-of-mind” topics for CFOs and treasurers in Southeast Asia?



Visibility to Liquidity

Managing liquidity is a key mandate for treasurers. Regional context and in-country regulations add complexities for companies operating in Southeast Asia. The biggest challenge for CFOs and treasurers is forecast accuracy.



Debt Management

After an unprecedented period of low interest rates, the expectation is that global interest rates will rise. That requires treasurers to review their funding strategy, and for some companies, to consider alternatives to traditional bank financing.



Managing Foreign Exchange Volatility

Foreign exchange risk management has to be anchored on a set of sound principles. Market volatility and decisions on financial instruments, associated cost of hedging and hedge accounting are often heavily debated by senior management.



Automation, Security and Technology

While technology offers efficiency through automation, the shift from using spreadsheets to a treasury management system very often requires process realignment. For some companies, manual processes and the lack of robust controls within existing treasury operations can result in vulnerability to fraud and cyber-attacks.

How can we add value to your business?

Mergers & Acquisitions

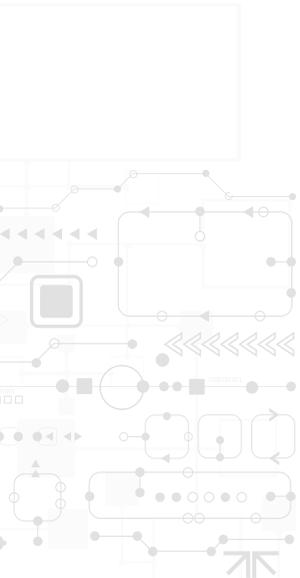
- Treasury due diligence
- “Stand-Up” treasury
- Post-merger integration
- Treasury carve-outs and setting up new treasury departments
- Value creation strategies (working capital optimisation, debt refinancing)

Analytics & Digital

- Risk Analytics
- VaR / CFaR implementation
- Board report design

Digital

- Executive dashboard visual design and prototype
- Workflow to distribute treasury data to digital touchpoints (mobile, tablets)



Treasury Technology

- Scope and design of solution/ Target operating model
- Request-for-proposal (RFP) / Vendor selection
- SWIFT or other bank connectivity implementation
- Project management
- System interface planning and set-up
- Test strategy and data migration
- Fraud / Cyber Security

Treasury Transformation

Treasury Management

- Treasury effectiveness diagnostics
- Policy review and development
- Operating model and process design
- Investor communication strategy

Funding

- Capital structure analysis and optimisation
- Setting up debt capital market programmes
- Interest rate risk management
- Project financing

Working Capital Management

- Process improvements
- Credit control on trade receivables

Foreign Exchange

- FX exposure identification
- Hedging strategies

Derivatives

- Derivatives valuation and strategies
- ISDA/Credit support annex
- Hedge Accounting

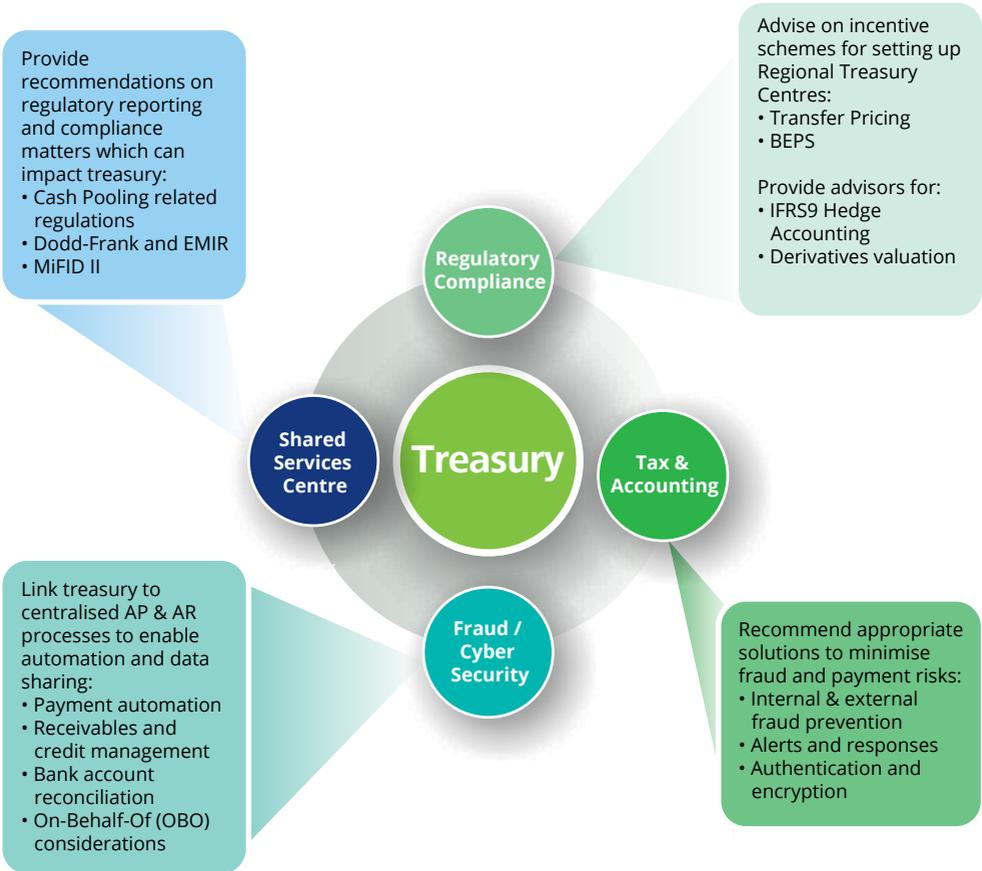
Cash Management

- Liquidity forecasting
- Bank account architecture and operating bank selection
- Implementation of cash management solutions
- Payment factories
- Credit risk management
- Excess cash investment

The Deloitte Difference

Looking at the broader treasury ecosystem, collaboration with other business functions such as Accounting, Tax, Internal Audit and IT is essential.

With our diverse areas of expertise, Deloitte is able to leverage on different functional adjacencies to offer a strong value proposition that is all-encompassing in optimising your business structure and information flow.



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