



The future treasurer - how will the function evolve over time

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Kyriba Your Trusted Partner



Kyriba: the global leader in cloud treasury solutions

Founded in 2000,
based in
San Diego
USA

2.022
Clients around the
world

75.000
users, in more
than 100 countries

230
New customers in
past 12 months

37%
bookings growth
in 2018

Revenus 2018
\$ 110
Millions

High customer
satisfaction
98%
(retention)

+600
staff globally, across
all time zones

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Context

New technologies
(IA, Machine learning, API's,...)

Technology

Compliance
(IFRS, PSD2, ...)

Compliance

CLOUD

Digital Transformation
Real Time
Data as a Service
Mobility

Society
Influences

Needs
(Corporates)

Needs

Offering
(Solution providers)

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Psychological
Influences

Cost control
Risk management

Economic &
financial
Influences

Globalization
Economics cycles
Volatility
Visibility

AGILITY

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Positioning & Strategy

« Support companies in the digital transformation of their Financial System »



100%
Cloud



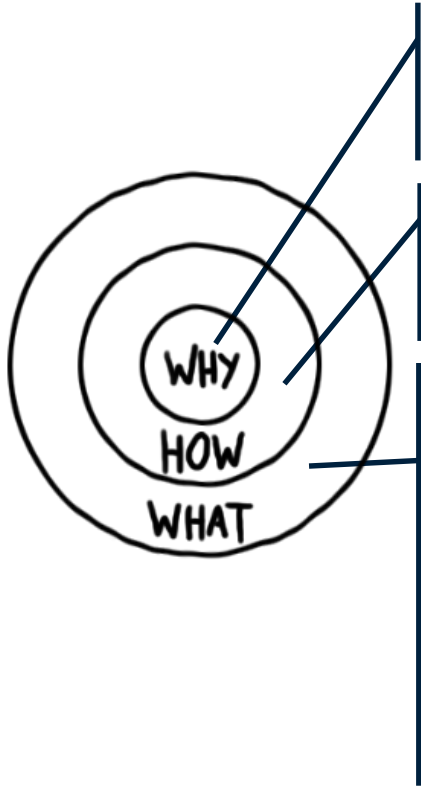
Security



International



Innovation



Liquidity Performance Management System

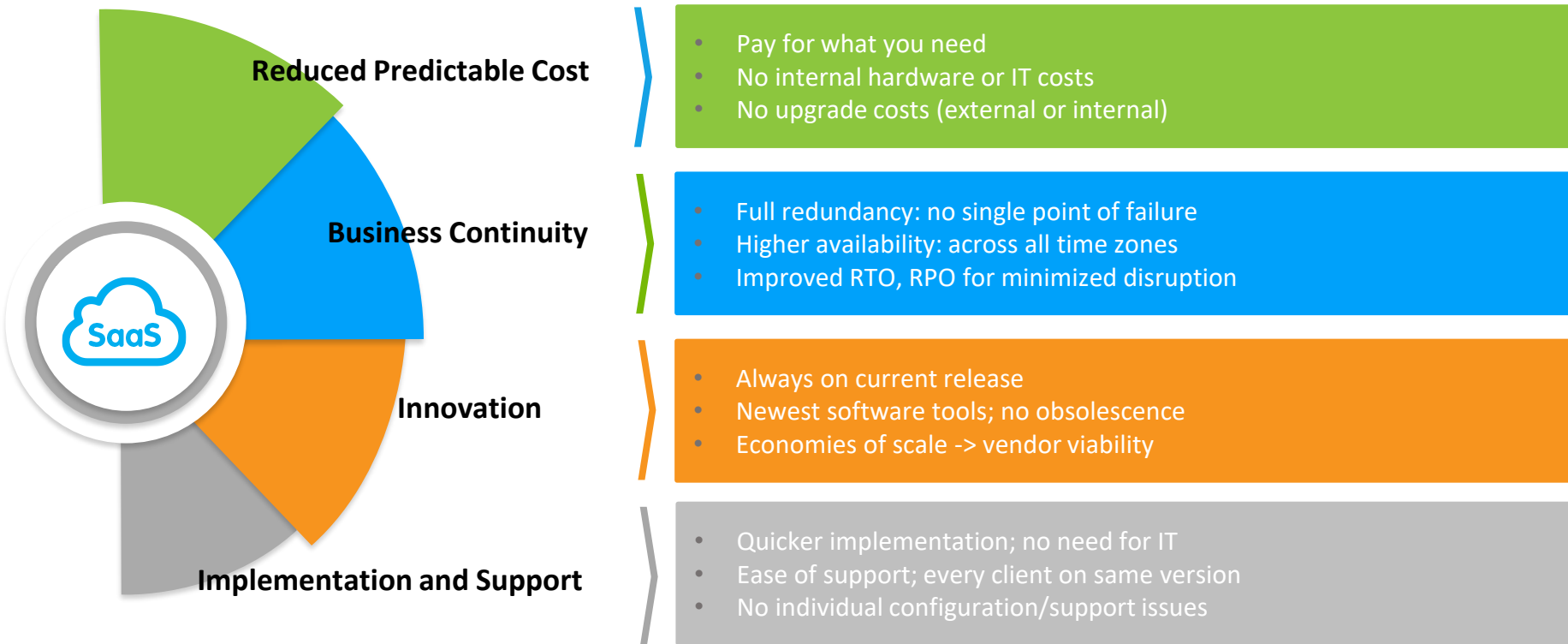
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Enterprise



1. **KNOW**
2. **GENERATE**
3. **PROTECT**
4. **MOVE**

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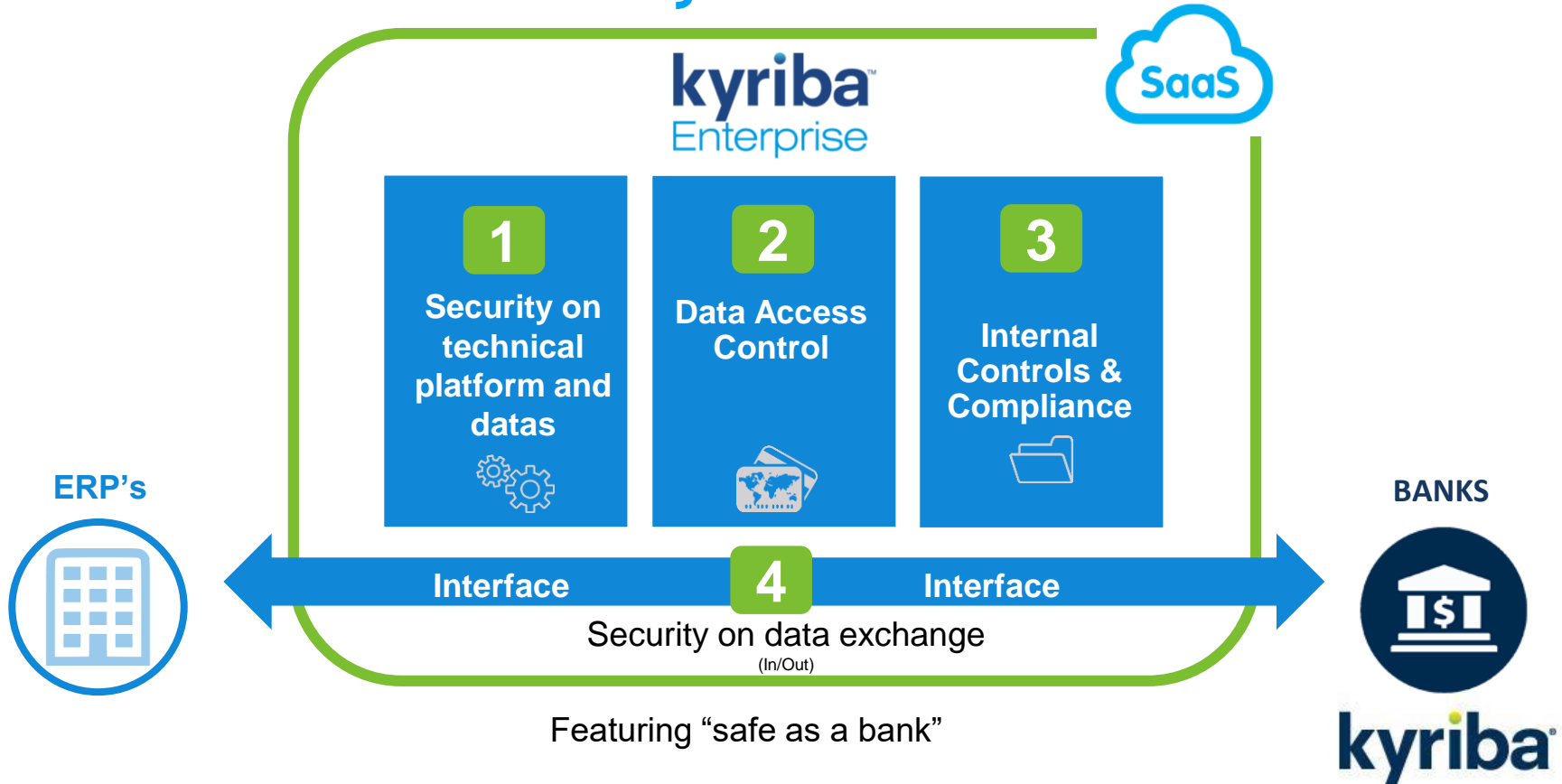
Benefits delivered by SaaS



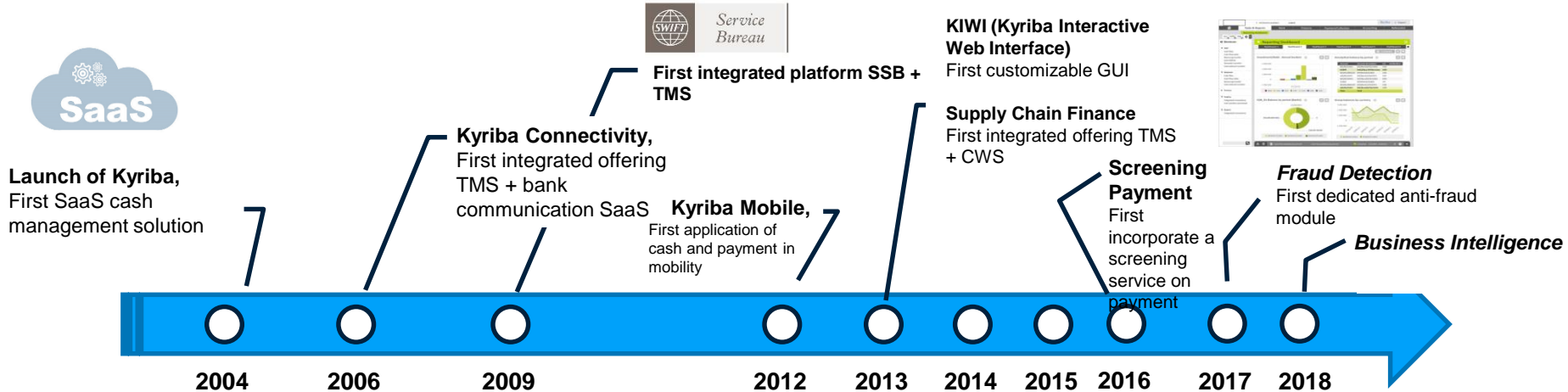
“Financial governance functionality has been made available in a SaaS model. Companies such as **Kyriba** (...) are SaaS vendors that are Now established competitors in corporate treasury.”
Robert DeSisto, vice president, Gartner



Security as a Service



Innovation like a driver of our growth



Certification SOC 1



Certification SOC 2

- + 100 people in R&D dept.
- Major release every 6 months
- Numerous Service Packs



Kyriba's Product Vision

From optimized finance to augmented finance

Tactical



SaaS
Platform

2002



Cash & Liquidity



Forecasting

2005



Payments

2010



Risk
Management



Supply Chain
Finance

2015



Business Intelligence



APIs



Fraud Detection



Lease
Accounting

2018

Strategic



Machine Learning /IA



Data as a Service



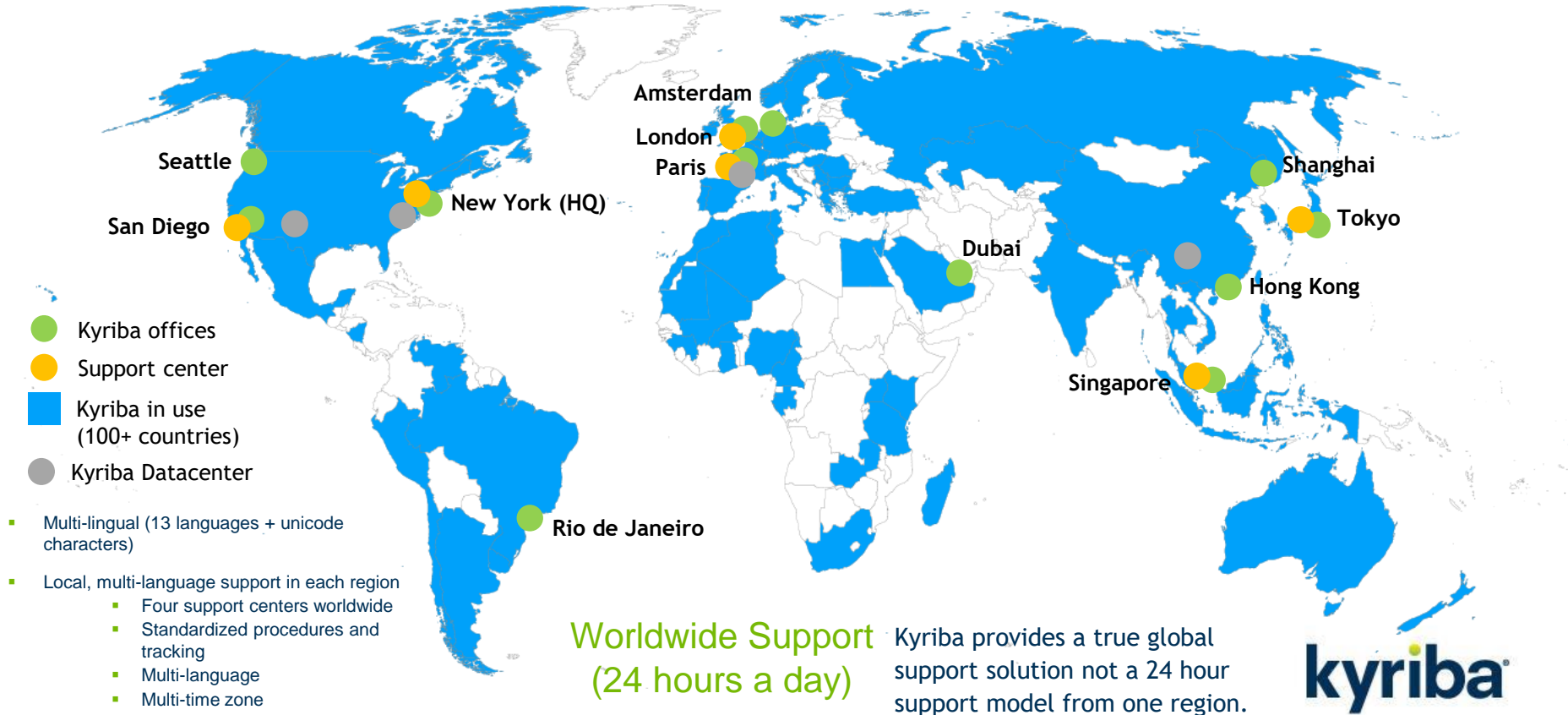
Robotic Process Automation



Extended Liquidity

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Kyriba supports global organizations



Enhancing the Liquidity Lifecycle

Own the end-to-end cash lifecycle to accelerate growth and opportunity

1. KNOW

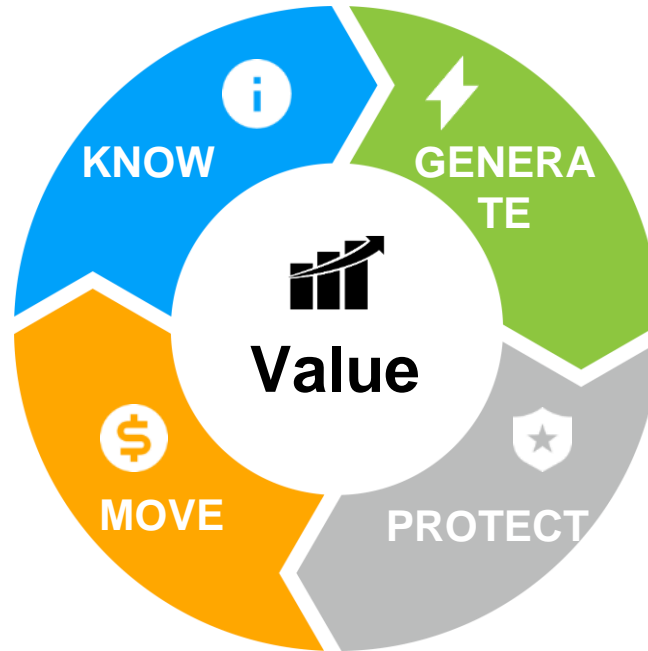
How much cash and liquidity do I have right now on a global basis.
What is the forecast?

- Cash & Liquidity
- Advanced Cash Forecasting
- Bank Fee Analysis
- Business Intelligence
- Connectivity

4. MOVE

How can I unify disparate payment systems and increase control, reduce costs?

- Payments / Collection
- Format Transformation
- Multilateral Netting
- Connectivity



2. GENERATE

How can I gain quick access to working capital to fuel growth, reduce debt, make investments?

- Supply Chain Finance (RF/DD)
- End to end investment system (BlackRock)
- Receivables Management (coming)
- Connectivity

3. PROTECT

Are my global cash operations protected from global financial and operational risks?

- Hedging / Risk Management
- Bank Account Management
- Payment Fraud Detection
- Reconciliation
- Connectivity



Liquidity Performance Enterprise Platform

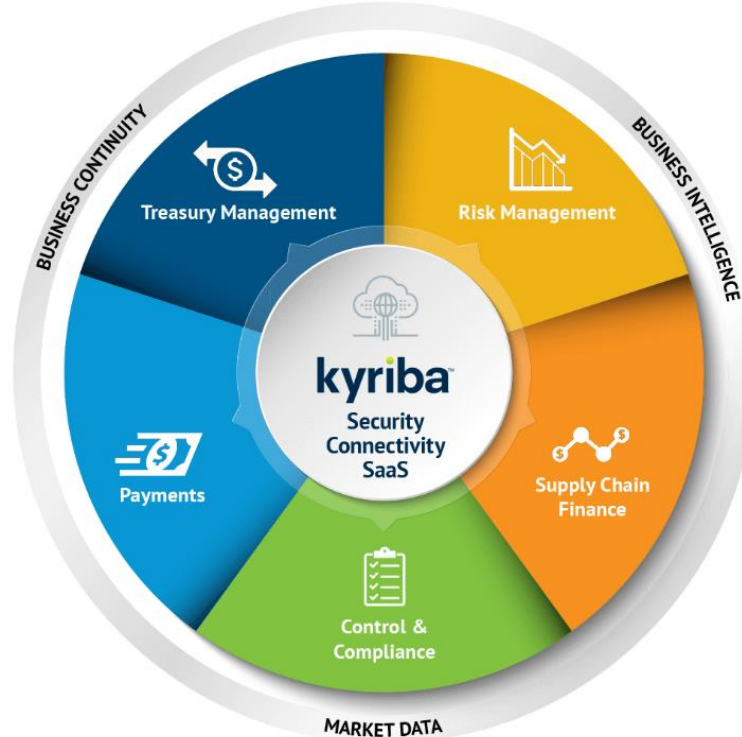
TREASURY MANAGEMENT

- Cash Management & Forecasting
- In-house Banking
- Multilateral Netting
- eBAM and Bank Fee Analysis
- Investments & Debt
- Intercompany Loans

PAYMENTS

- Treasury Payments
- Supplier Payments
- Payment Factory
- Direct Debit
- Format Transformation

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Enterprise



RISK MANAGEMENT

- FX and Interest Rate Hedging
- Mark-to-Market
- Hedge Accounting
- Exposure Management
- Credit Risk
- Value-at-Risk

SUPPLY CHAIN FINANCE

- Reverse Factoring
- Dynamic Discounting
- Supplier Onboarding

CONTROL & COMPLIANCE

- Fraud Detection
- Sanctions List Screening
- Login Protection
- Digital Signatures
- Control Center

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A Sample of Kyriba's Clients

Retail



Manufacturing



Financial



Services



Transport



Healthcare



Technology



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Select Kyriba Clients

Retail

KATE SPADE & COMPANY

Amway **MURPHY USA**

Columbia

Manufacturing

PSA PEUGEOT CITROËN

Beazer Homes

Steelcase

BRIDGESTONE

Financial

ENBRIDGE **EDF**
energies nouvelles

NABORS

OIL STATES
INTERNATIONAL, INC.

Services

Booz | Allen | Hamilton

ECOLAB **United Rentals**

PARSONS BRINCKERHOFF

Transport

avis budget group

ATLAS AIR
WORLDWIDE

EUROSTAR

The **CSL** Group Inc.

Healthcare

ST. JUDE MEDICAL

Mercy

PARTNERS
HEALTHCARE

PRIME
THERAPEUTICS

Technology

QUALCOMM

DASSAULT
SYSTEMES

EA

symantec

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Some references in Luxembourg!



FAREVA



Bev.It SA



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Context and Trends



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A faster and faster evolution



1995 >>>

- ▶ Internet
- ▶ E-mail
- ▶ Floppy disk
- ▶ Client server systems and Local Area Network (LAN)

2000s

- ▶ Electronic payments
- ▶ Remote Banking and Home Banking
- ▶ Treasury Management Systems
- ▶ Increasing use of data and information providers
- ▶ New communication channels
- ▶ Hard token
- ▶ Electronic invoices

2010 >>>

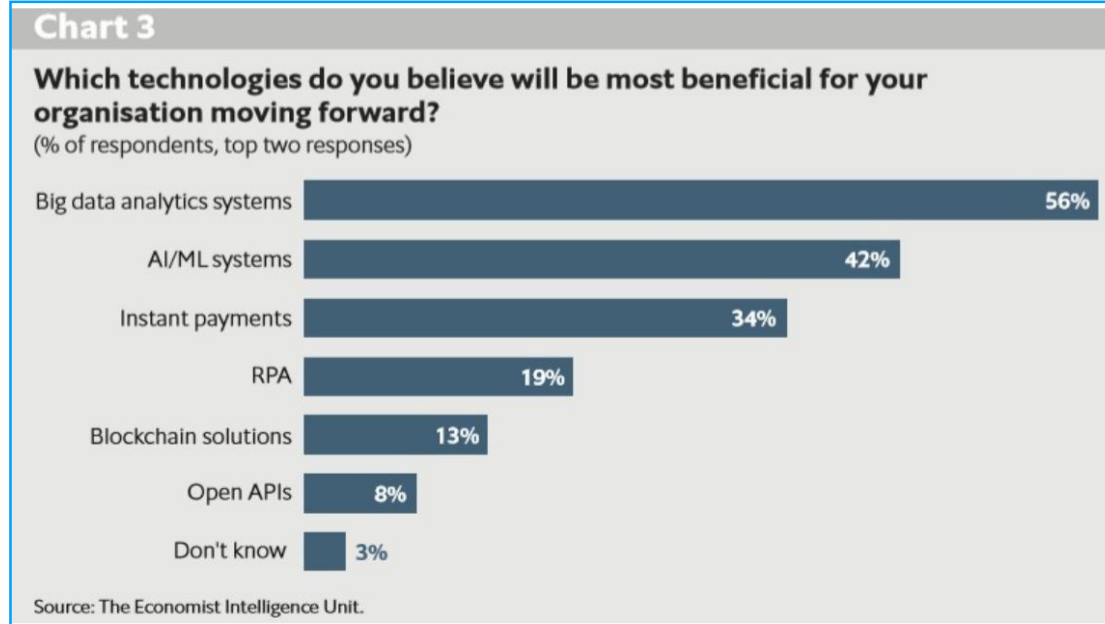
- ▶ Swift for corporates
- ▶ Unification and standardization of messaging (eg. XML, ISO20022)
- ▶ Digital workflows
- ▶ Digital invoices and e-payments
- ▶ Smartphones – Tablets
- ▶ SaaS and Cloud solutions for Treasury Technology
- ▶ Straight Through Processing (STP)
- ▶ QR codes

>>> 2025

- ▶ Consolidation of cloud solutions
- ▶ New service provider such as FinTechs
- ▶ New means of Connectivity to banks and service providers
- ▶ XS2A Access-to-Account Service (PSD2 enabled)
- ▶ Peer-to-peer solution (e.g. funding and investment)
- ▶ Robotic Process automations
- ▶ Data analytics and machine learning
- ▶ Cryptocurrencies and blockchain solutions
- ▶ eBAM
- ▶ Cybersecurity

Source : E&Y and Kyriba - 2019

What Financials expect from New Technologies?

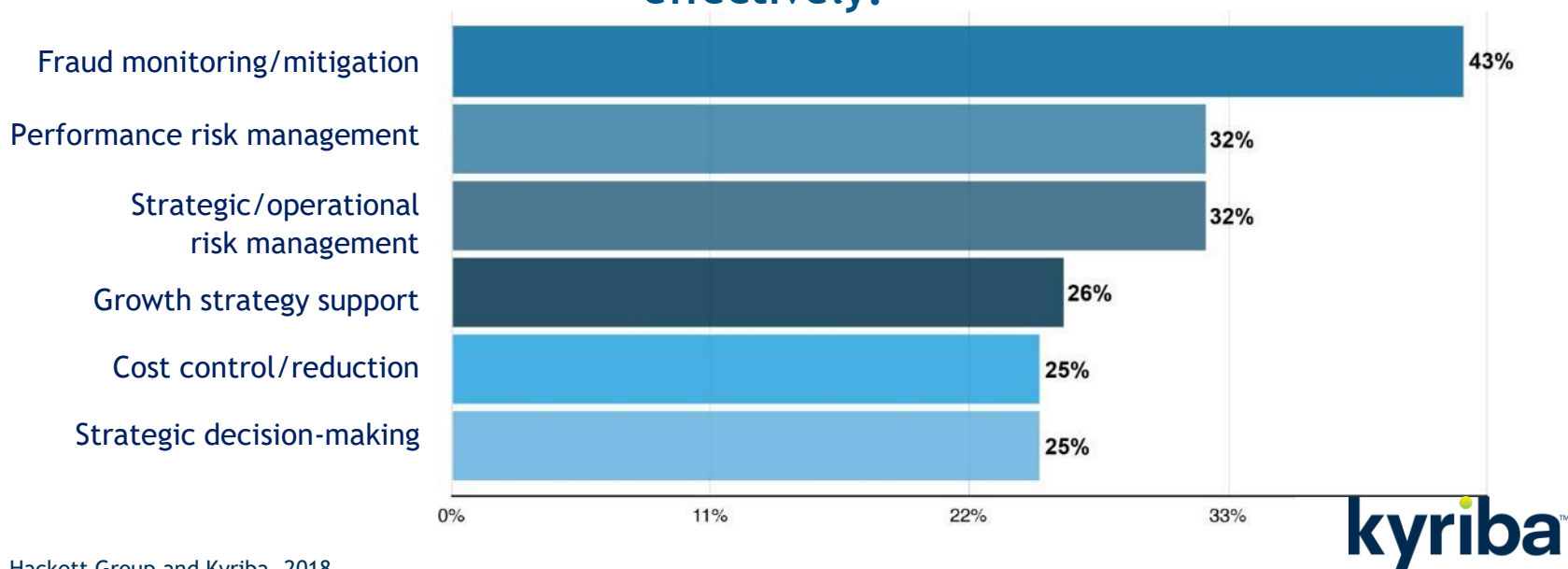


Deutsche Bank study partnering with The Economist
2018



Six Key Areas Where CFOs Aren't Giving Boards Everything They Need

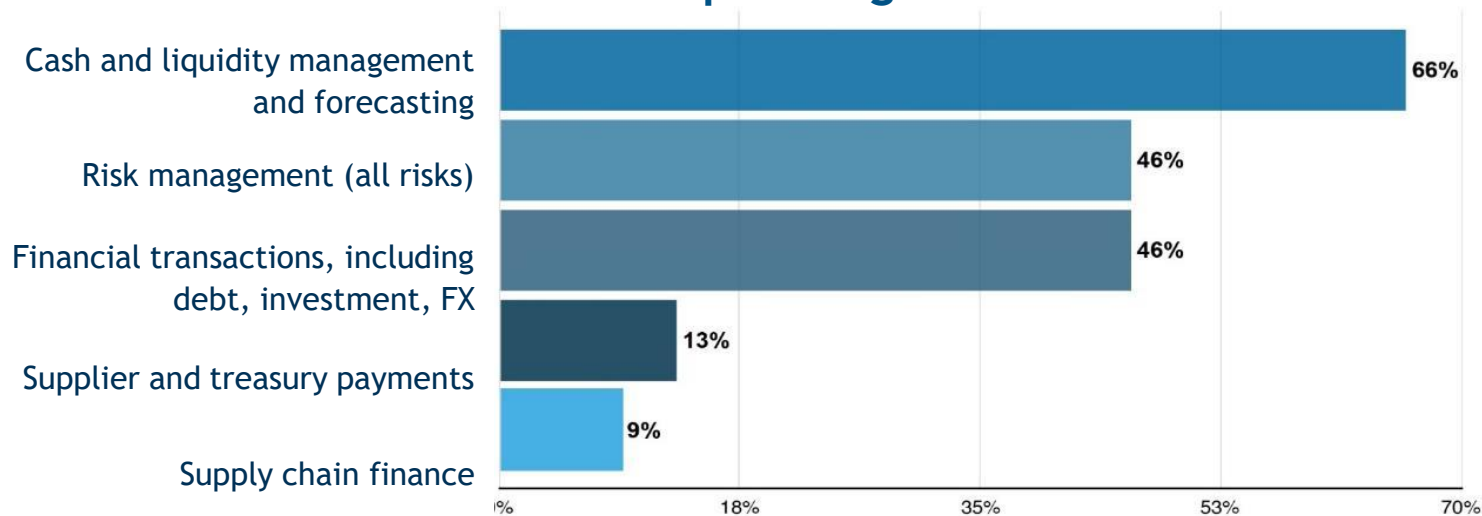
CFOs are expected to manage risk - and boards believe a better job can be done. This drives treasury to manage fraud, FX, and liquidity exposures more effectively.



Source: Hackett Group and Kyriba, 2018

The Most Important Treasury Management Functions for the CFO

Cash management - including reliable forecasting - remains the most important function for any organization, followed by managing financial risk and liquidity planning.



Source: CFO.com, 2018

Market trends - Fintech

- On the periphery of treasury, new and disruptive technologies introduced by financial services technology companies (FinTechs) are changing the way customers and businesses interact.

- For instance :

Robotic Process Automation (RPA)

- is starting to **change low value and repetitive work** through enhanced automation.

Artificial Intelligence (AI)

- opens the possibility of **machines performing cognitive tasks** on the basis of **historical data and learning**.

Blockchain

- has the potential to **eliminate float from trusted financial transactions, eradicate settlement processing time** and errors in booking, and support real-time global integration between finance and business operations systems.



Source : E&Y and Kyriba - 2019

Market trends- Cost & Security

- **More treasury systems** are being implemented in the **Cloud**, either as a pure **Software as a Service (SaaS)** application or as a **private Cloud** on dedicated client databases.
- **Reasons :**

Costs & Security

- This trend has been driven by cost and security with the prevailing view being that **outsourcing IT infrastructure and security to dedicated vendors is cheaper and more efficient than installing systems in-house.**

Harmonization & Standardization

- **SAAS allows to accelerate process harmonization and standardization.** This is even more relevant for **newly formed business** that are expanding quickly and abroad.

Collaborative & Innovation

- The way **SAAS works enables some intelligence**, not only in **term of technology but also in term of process.** This is an attribute that starts to arise across users and buyers.



Source : E&Y and Kyriba - 2019



ECOSYSTEM

Technology Providers

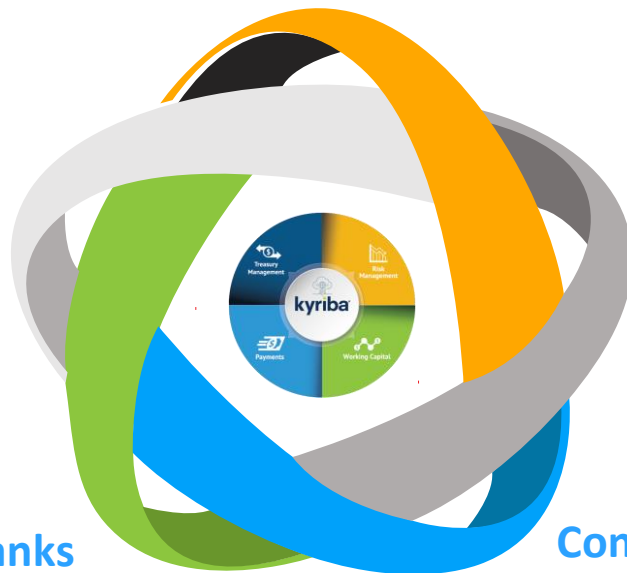


ERP'S

Banks



J.P.Morgan



VAR's



APSYS MIDCAP



SOFTEAM GROUP

Consulting Firms



The Technological foundations of the ecosystem

“web service” APIs that give you access

- To Reference Data : Bank accounts, Users...
- to transactions: Payments, Forecasts, Accounting Entries...
- A des workflow fonctionnels avec des applications partenaires

The banking APIs(account info, payment initiation, eBAM...)

- American or Asian Banks APIs
- Relevance of the APIs PSD2 for Businesses

UI/UX & Mobile

- New look & feel
- Validation of payments with Swift SConnect
- New version of Kyriba Mobile: SSO, Dual Factor, BI



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The Paradox

Companies have implemented TMS solution to uncover sources of liquidity



According to a recent IDC2 survey, only 1% of treasurers believe their companies are well equipped today to benefit from better process centralization and autonomy

More advanced companies have introduced more comprehensive platform and process standardization

\$1.1 trillion worth of liquidity trapped inside companies



Liquidity: the oxygen of a corporate



***FIRST BREATH IS TAKEN WITH THE CONTRIBUTION OF
CAPITAL INJECTION***



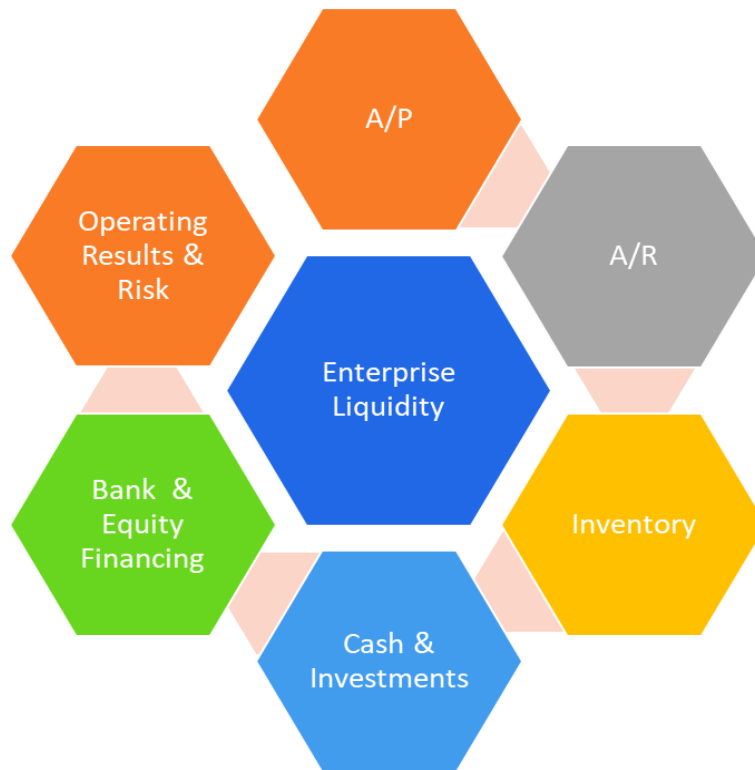
*EVERY BREATH IS MADE OF A FLOOD OF CASH OR A
LIQUIDITY SHORTAGE*



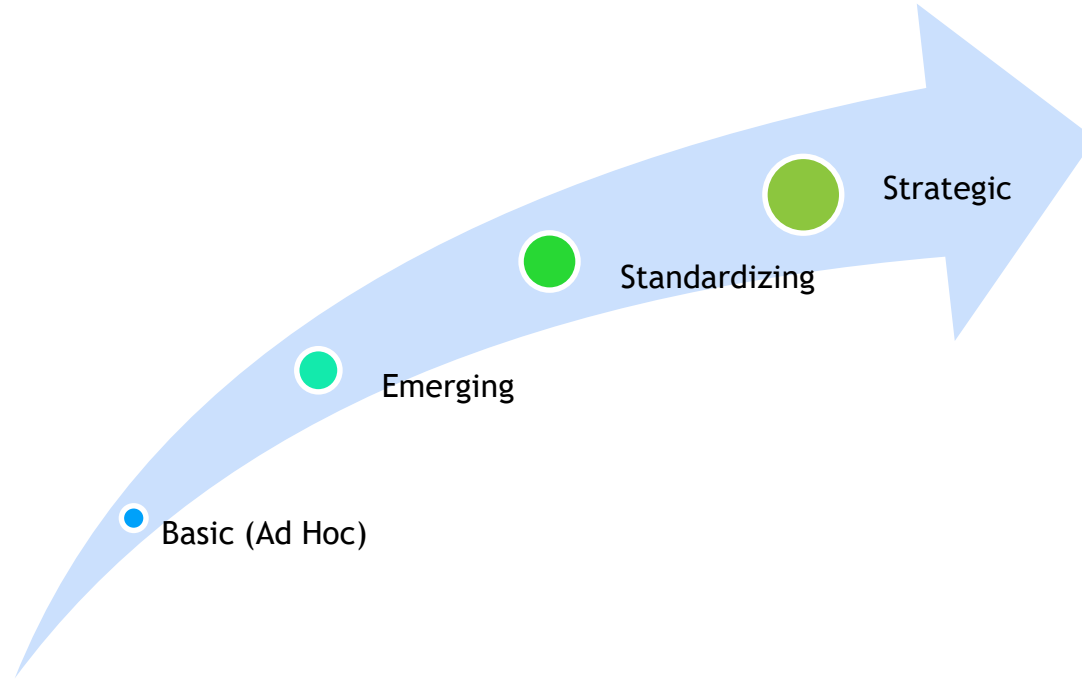
LAST BREATH IS OFTEN RELATED TO LACK OF LIQUIDITY



The Treasurer has to expand its role and scope of action, wherever the liquidity is in the company



... focusing on every process, assessing their maturity and their performance



Process Maturity Approach (PMA) - Kyriba Value Engineering

Liquidity Performance Management: from a departmental view to an accretive enterprise process

Treasury Management

Cash
Management

Payments

Bank
Relationship
Management

Capital
Markets,
Investments
and Risk
Management

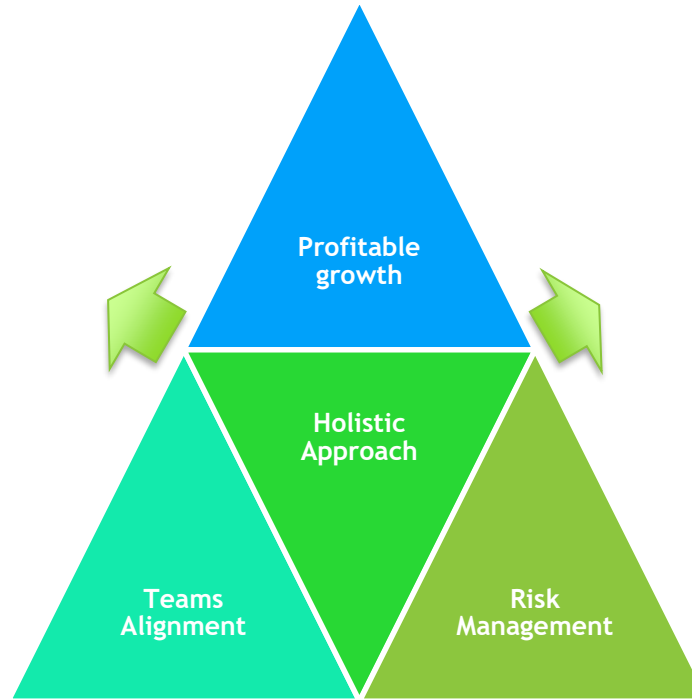
Compliance
& Controls

Working
Capital
Management

Business
Partnering

kyriba®

Must shape proactive strategies ...



... to become a true business partner, going beyond its circle of responsibilities

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NEW RESPONSIBILITIES FOR A NEW ERA OF GROWTH AND TRANSFORMATION

The Treasurer becomes a
CHIEF LIQUIDITY OFFICER





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Thank You!

Q & A

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