

DerTreasurer

ROUNDTABLE

Digital-
konferenz

Fokus: Cash Management

21. April 2020

VERANSTALTER

DerTreasurer
NACHRICHTEN FÜR DIE FINANZABTEILUNG

MITVERANSTALTER



WICHTIGE HINWEISE

- Schließen Sie alle anderen Programme im Hintergrund.
- Die Links zu den einzelnen Slots haben Sie per E-Mail erhalten.
- Informationen zu den Mitschnitten und den freigegebenen Präsentationen erhalten Sie in den kommenden Tagen.

TECHNISCHE PROBLEME?

- Häufig gestellte Fragen:
<https://www.dertreasurer.de/events/webinare/faq/>
- Nutzen Sie die Chatfunktion im Webinartool.
- Schreiben Sie uns eine Mail an webinar@dertreasurer.de.



Marco Hahn
Marquard & Bahls AG

PRAXISVORTRAG

Von der Pflicht zur Kür: Cash Management zukunftsfähig aufstellen





Marquard & Bahls AG | Group Treasury | Marco Hahn

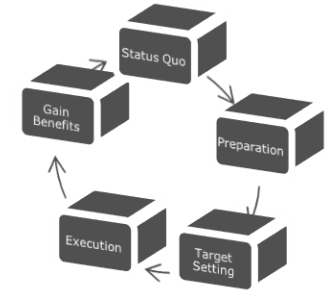
VON DER PFLICHT ZUR KÜR: CASH MANAGEMENT ZUKUNFTSFÄHIG AUFSTELLEN

CASH MANAGEMENT ROUNDTABLE – 21 APRIL 2020

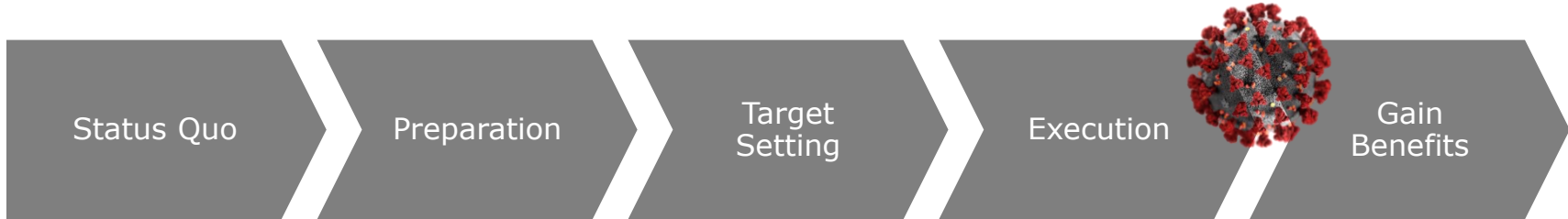
„From Duty to Freedom...“



••• I am open for changes, but not today...



Cash Management is constantly changing – we need to adopt permanently
Start now and listen how Marquard & Bahls started this journey



Status Quo

Preparation

Target Setting

Execution

Gain Benefits



It's all about Transparency

Controlled **growth** with corporate **responsibility**

About **6,600** employees

International focus

Headquartered in **Hamburg**

in **35** countries

€ **14.7** billion

of revenues



since **1947**

Family-owned

Status Quo

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It's all about Transparency



**Tank Storage
Logistics**



Trading / Retail



**Aviation
Fuelling**





It's all about Transparency

>300 entities

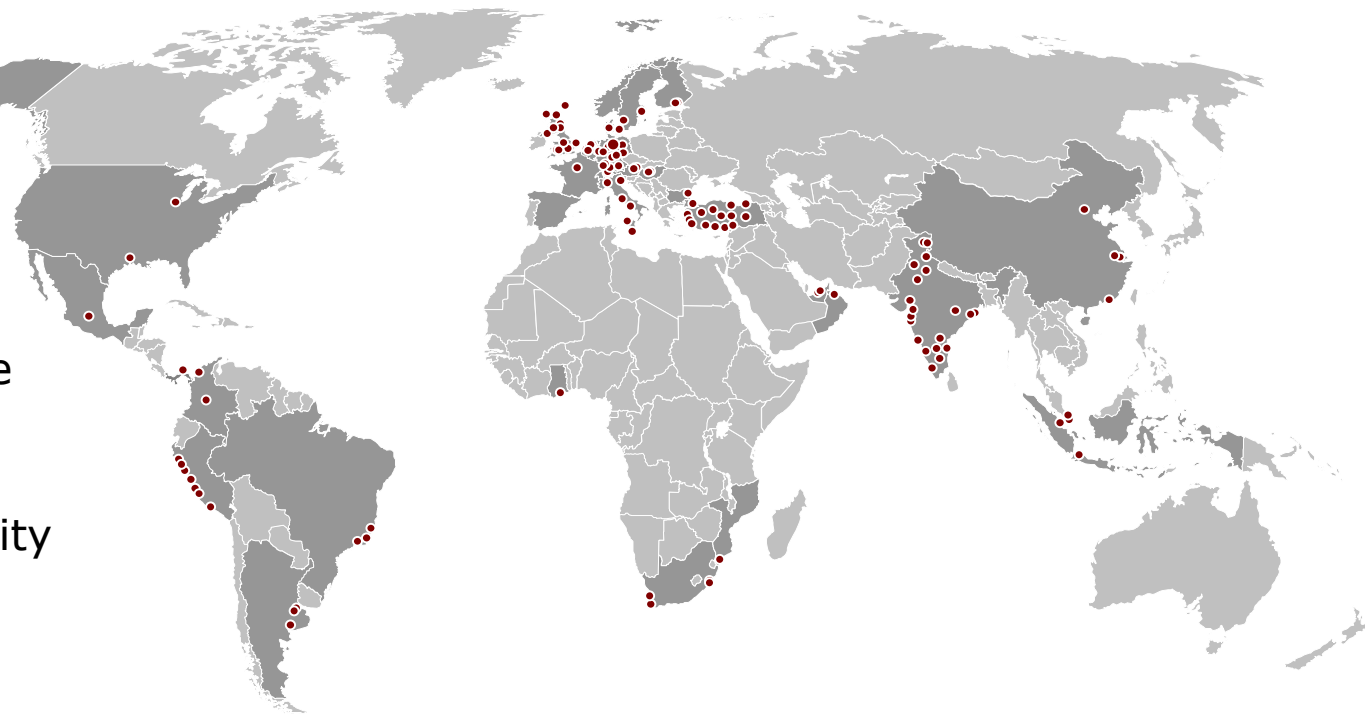
>100 banks

>1.200 accounts

missing group-wide
guidelines

manuel cash visibility

local processes



Status Quo

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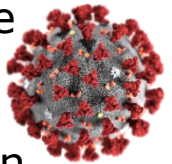
Gain Benefits



Less is more

Cash Management Project initiated in 2016:

- Core Cash Management Bank principle: RFP, selected 9 banks per region or per operating unit
- Sensitivity on number and cost of accounts, number and cost of online banking tools
- Sensitivity on number of authorized personnel, (e)BAM implementation



Status Quo

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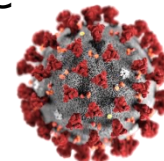
Gain Benefits



Standardisation enables Efficiency

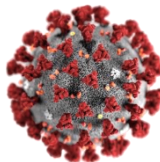
Group-wide binding policy and procedure:

- From 12 to 1: [...] reduce complexity, avoid fraud potential and ensure safe and timely payment transactions [...]
- Transparency on accounts and movements, 4-eyes principle, technical infrastructure, payment process, credit cards



Technical (cloud) support and integration:

- SAP S/4 Hana greenfield
- SWIFT
- Global Payment Engine



Status Quo

Preparation

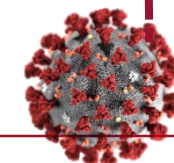
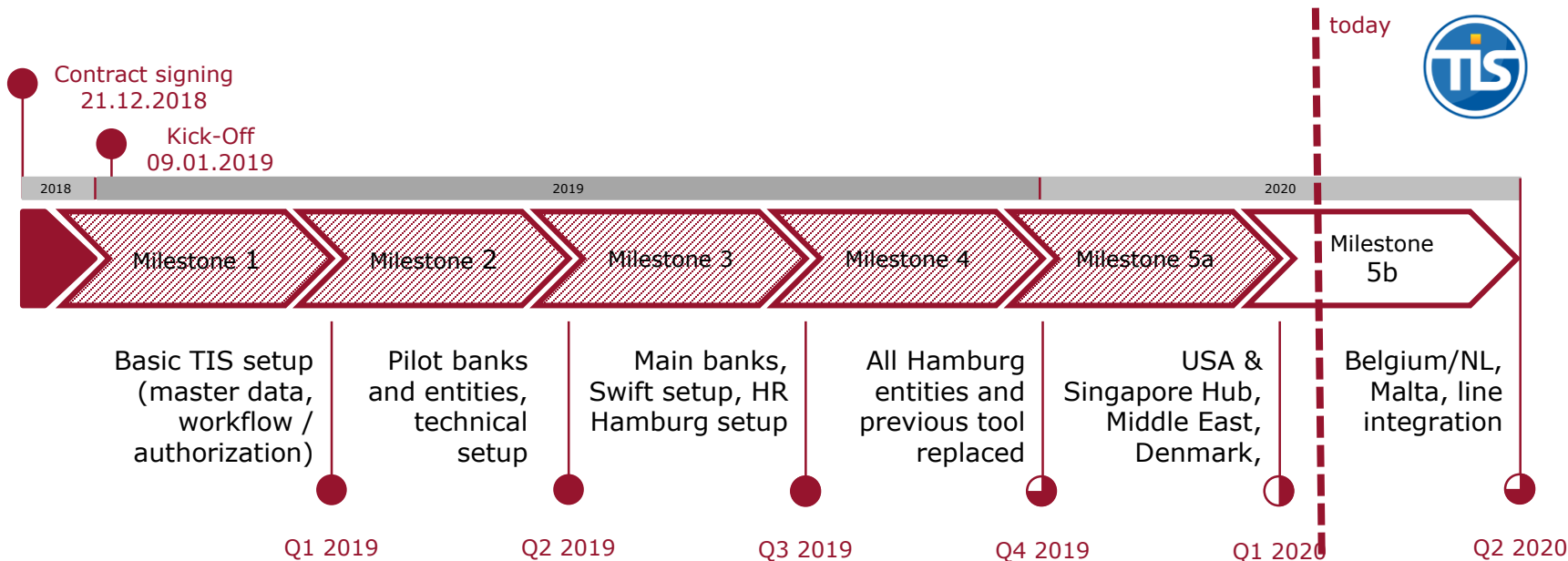
Target Setting

Execution

Gain Benefits



Strive to Industry Standard





Strive to Industry Standard

Bank	Channel	Transition	Contract	Test system	Test manual / file / end2end
3 banks	H2H (Corp.Seal)	parallel to EBICS	✓	✓	✓ / ✓ / ✓
4 banks	H2H (Corp.Seal)	parallel to Online	✓	✓	✓ / ✓ / ✓
1 bank	EBICS (Corp.Seal)	parallel to EBICS	✓	n.a.	✓ / ✓ / ✓
3 banks	EBICS (Standard)	parallel to EBICS	✓	n.a.	✓ / ✓ / ✓
3 banks plus others	EBICS (Standard)	EBICS switch	✓	n.a.	✓ / ✓ / ✓
7 banks	SWIFT AL2 (Corp. Seal)	weekend switch	✓	✓	✓ / ✓ / ✓
Diverse others	SWIFT (Corp.Seal)	parallel to Online	✓	n.a.	✓ / ✓ / ✓

Status Quo

Preparation

Target Setting

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Strive to Industry Standard

85 entities, 29 banks and 364 accounts fully connected

103 users globally working with TIS

Time schedule and budget kept



TIS success factors:

- Dedicated project team and excellent implementation support
- TIS became part of the global SAP template, close cooperation
- State-of-the-art and functioning cloud application, easy handling

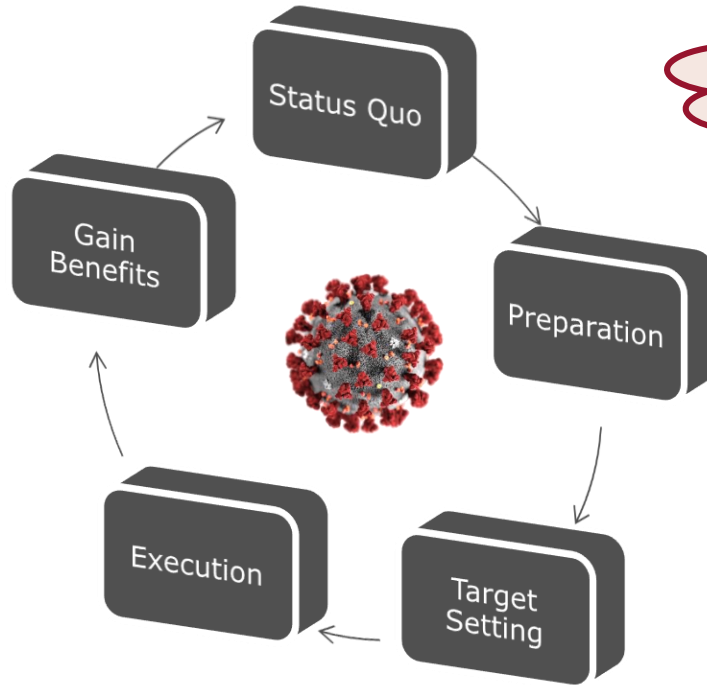


Life is Innovation

We have set the basics for:

- Real-time Treasury with instant payments
- Mobile banking, payment tracking, inhouse bank
- Big data analysis
- (Artificial) liquidity planning
- New technologies (MS Azure, DocuSign)

„Lesson learned...“



The freedom today is the duty of tomorrow!





MARQUARD & BAHLS

www.marquard-bahls.com

WEBINARRAUM-WECHSEL

PRAXISVORTRAG | 15.40-16.10 Uhr

**Cybersecurity & Treasury: Angriffsmuster,
Angriffsziele, Erkennungs- und
Abwehrstrategien**

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