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Cash Forecasting 2.0: The Evolution to Liquidity Planning





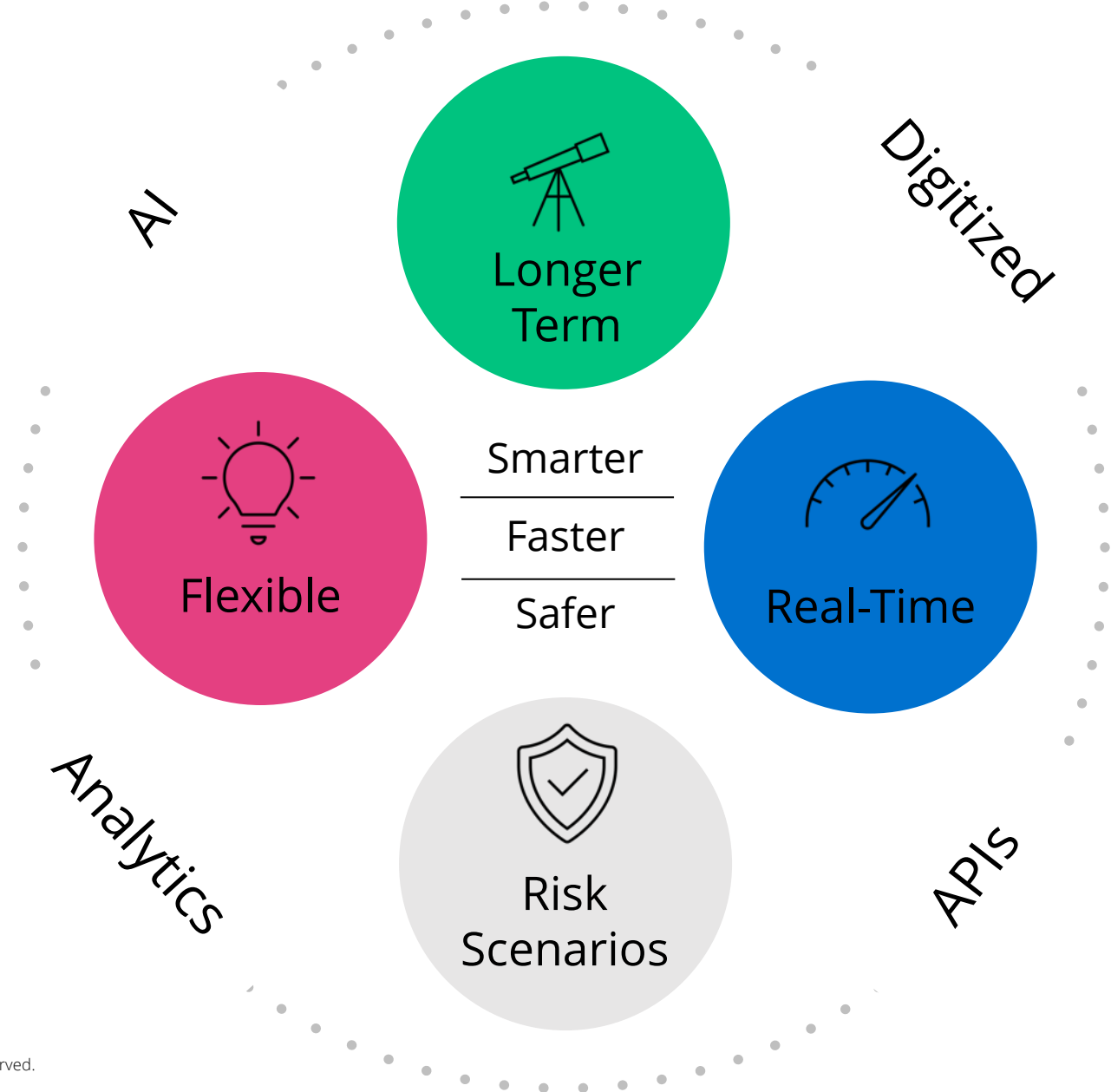
Evolution of Forecasting

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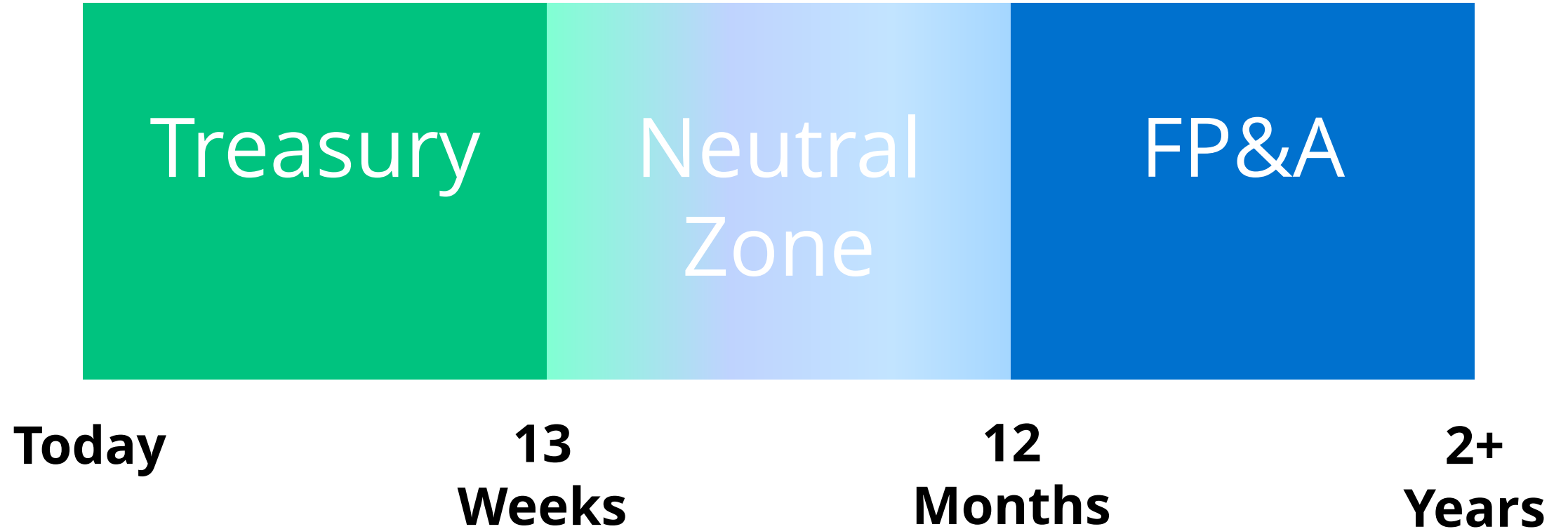
Forecasting Has Changed

Currency
Volatility

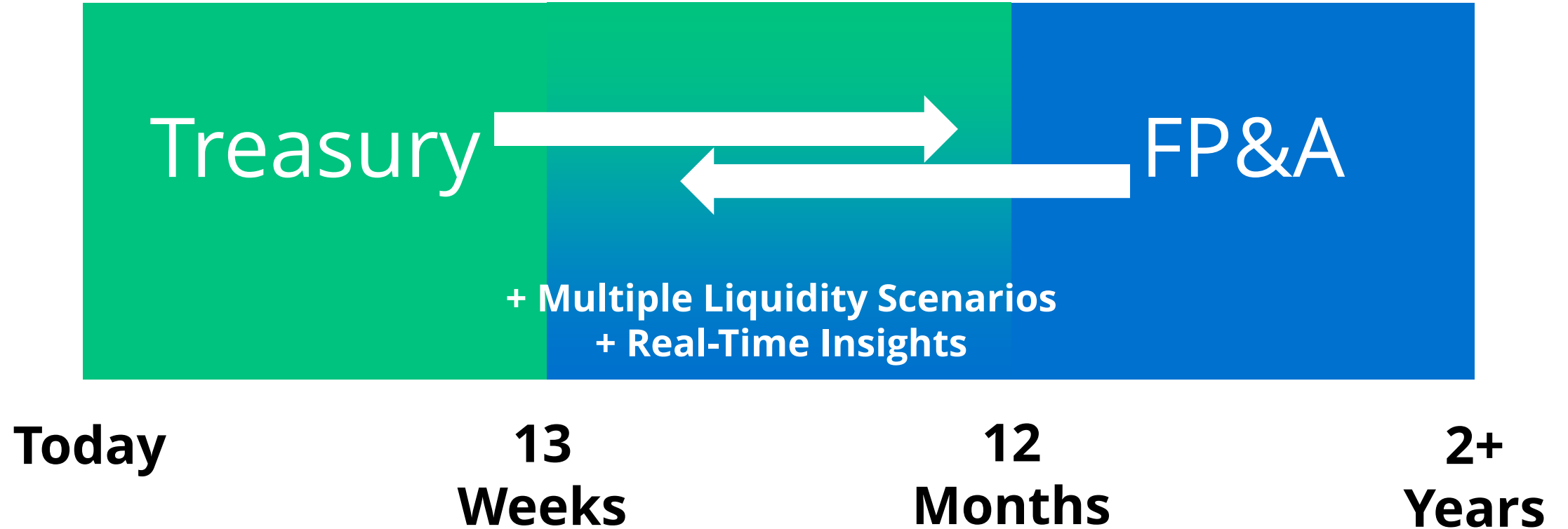
Tightening
Credit



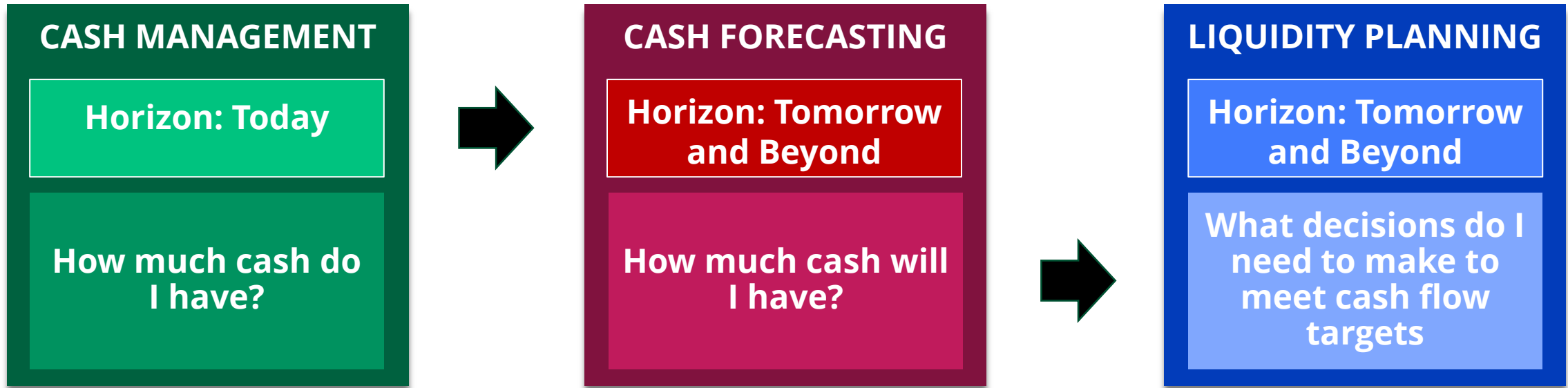
In the Old Days...



Since 2020...



Evolving Beyond Visibility



1. Surrounding Forecast with Data

- Current Debt and Borrowing Availability
- Money Market Investments
- Exposures and Hedging Projections
- Cash Conversion Cycle - DPO, DSO

2. Required Capabilities

- Direct & Indirect Cash Flow Modeling
- Multiple, parallel forecasts
- What-If scenarios
- Real-Time/On-Demand Reporting

Why many forecasts are on spreadsheets

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2023 Forecasting Drivers

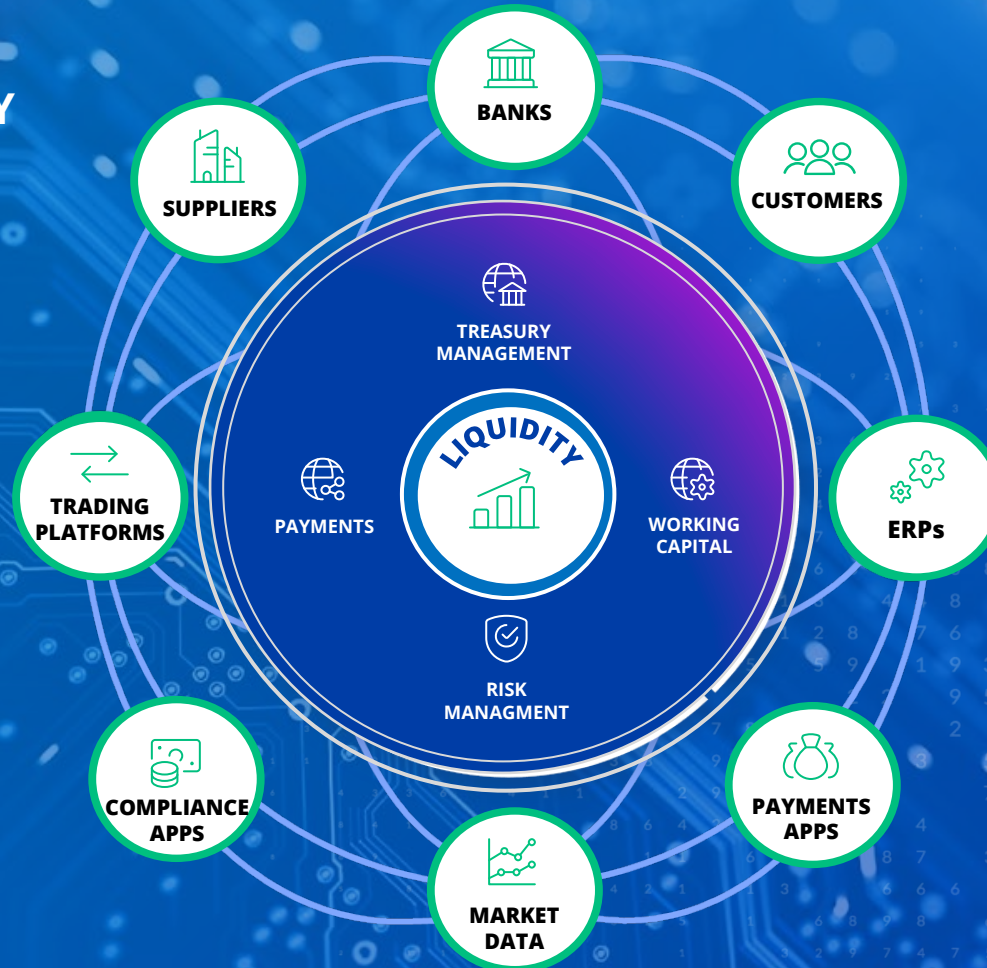
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DRIVING YOUR DATA STRATEGY

- Unifying Data with APIs
- Harnessing Data with AI
- Analytics for Data-Driven Decisions

REAL-TIME PERFORMANCE

- On-Demand APIs
- Instant Payments
- Actionable Decisions



ENTERPRISE LIQUIDITY

- Making Your Forecast Actionable
- Surrounding with Data to Optimize Investing, Borrowing, Hedging, Working Capital Decisions

MINIMIZING RISK

- Reducing Vulnerability to Rising Rates and Currency Volatility
- Improving Controls and Fraud Prevention

Top 5 Forecasting "System" Challenges

1

Data Silos - Treasury, AP/AR, FP&A

2

Multiple Scenarios - how do you track and stress-test more than one forecast?

3

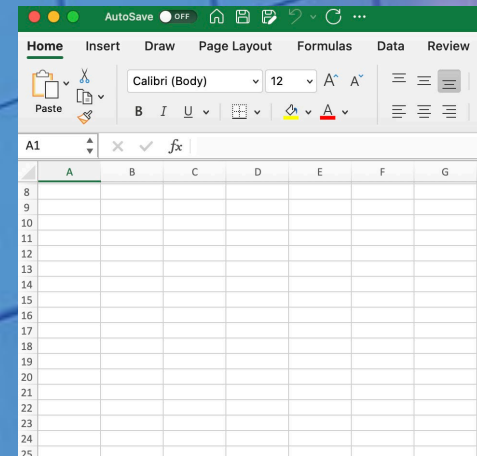
Easier to Use Excel - typing & copy/paste

4

Modeling the Forecast - Layouts, Rollups and Hierarchies

5

Presentation - Visualization, Reporting and Analytics



Emerging Technology

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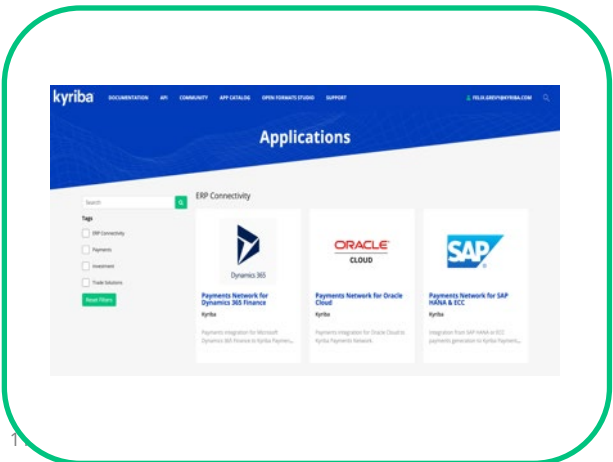
APIs: Connecting Data and Process

On Demand and in Real-Time

Enterprise Systems



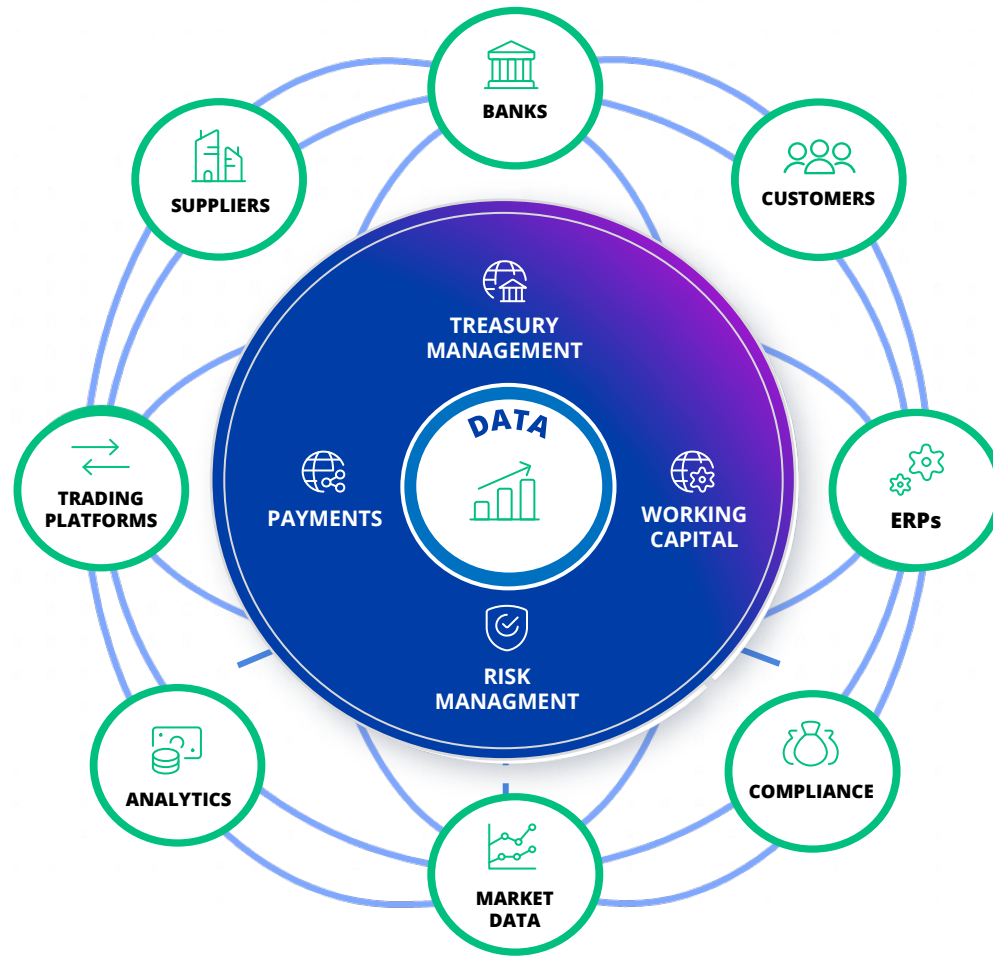
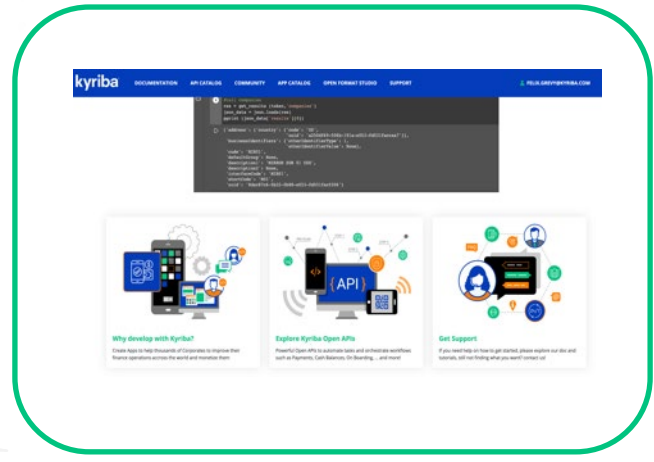
External Apps and Data



Bank Connectivity



Internal Systems





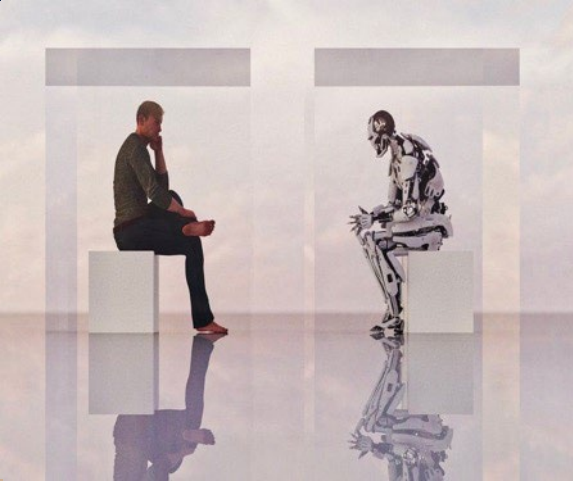
PREDICT

Enhance amount and/or timing of existing forecast cash flows



GENERATE

Create new forecast data sets (e.g. company acquisition)

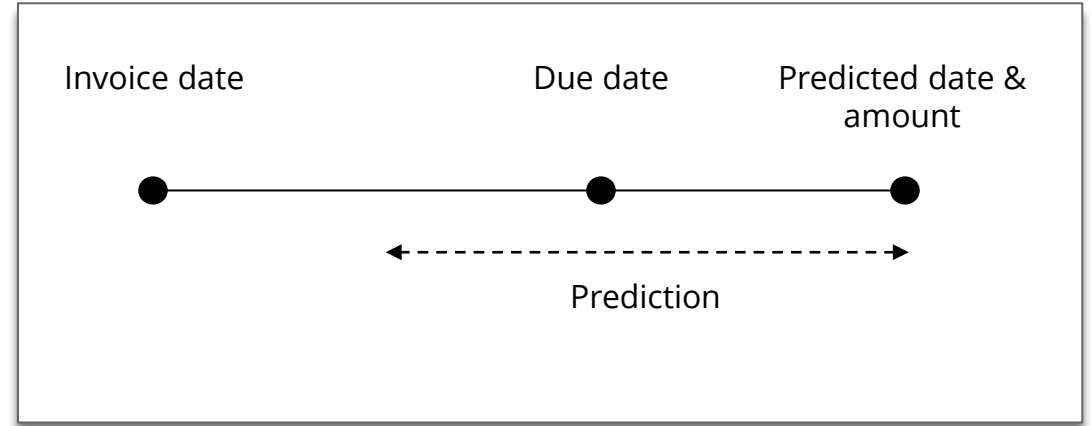


AUTOMATE

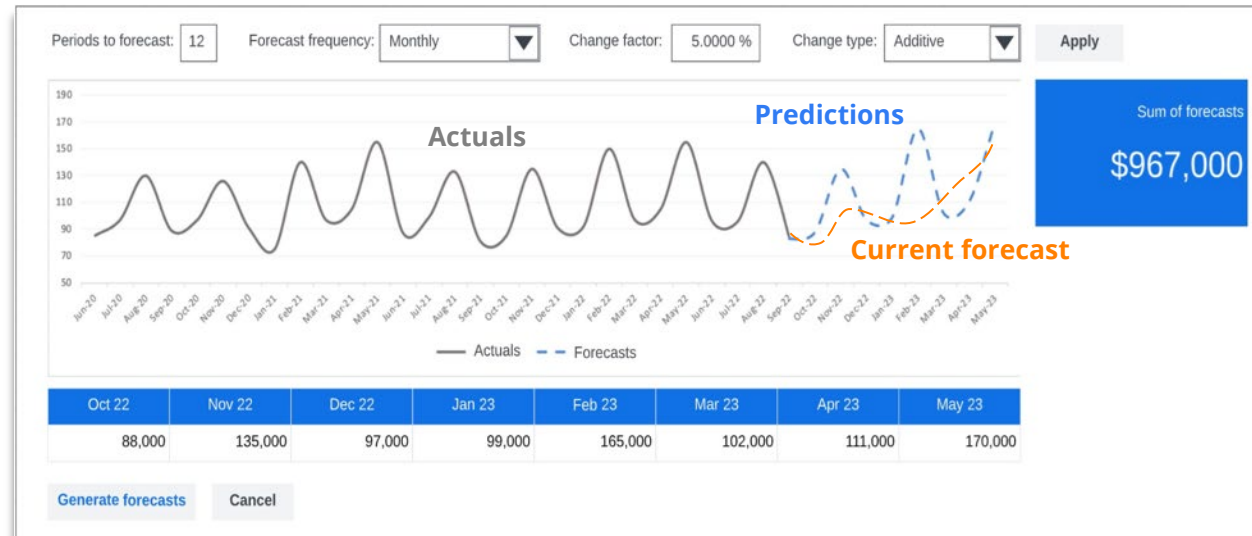
Presentation of data and insights. AI will replace your mouse.

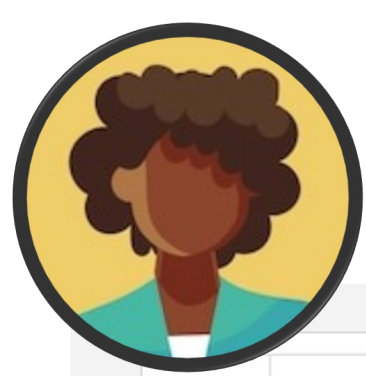
AI: New Opportunities

Predict

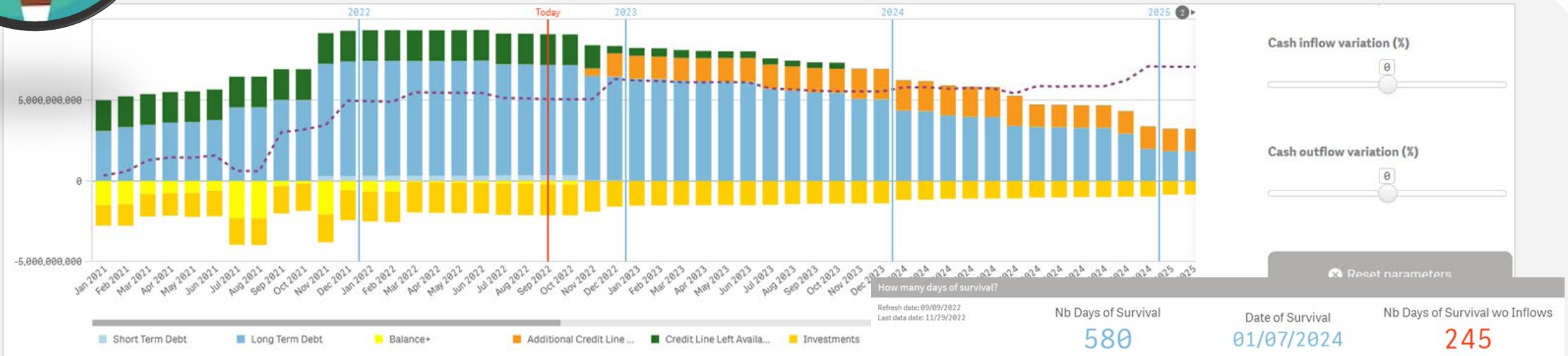


Generate

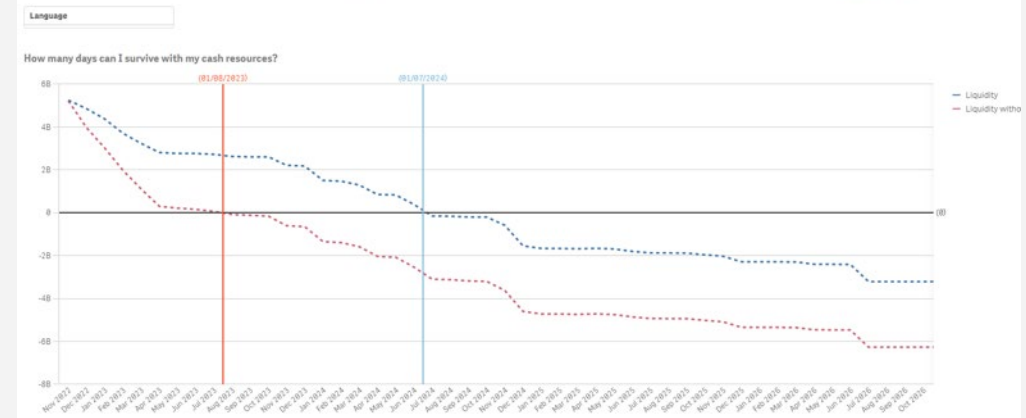




“Analytics allow me to surround the forecast with data to assess potential impacts to liquidity”



- Available Credit Lines
- Used Credit Lines
- Long Term Debt
- Short Term Debt
- Cash Balances
- Liquid Investments



Summary

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Evolution of Cash Forecasting

- 1) Make your forecast actionable by surrounding with data: APIs, AI, Analytics
- 2) Quantify the impact of external exposures: FX, Commodities, Interest Rate...even Fraud
- 3) Unlock the Cash Conversion Cycle: Proactively Manage DPO and DSO to (more cost effectively) meet cash flow targets



**Beyond
Visibility**

**Protect
Cash**



**Unlock
Internal
Cash**



Thank You!

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