

Digitizing treasury amid change

Willis Towers Watson



Welcome

Digitizing treasury amid change



Caroline Cundill - Director of International Treasury, Willis Tower Watson

Caroline joined Willis as Group Treasury Manager in London in May 2015. In February of this year Caroline moved to Amsterdam where she is setting up a global treasury centre for the combined Willis Towers Watson group.



Paul Higdon - Co-CTO, ION Treasury

Paul has almost 20 years of experience working within treasury software businesses. In his role as Co-CTO at ION Treasury, he currently manages product roadmaps and development teams for several ION Treasury solutions. Paul is also responsible for business development and client success for the IT2 product. Paul is passionate about software user experience and continually innovating to find fresh new ways to deliver value to ION's corporate treasury customers.

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Agenda

Digitizing treasury amid change

- ❖ Willis Towers Watson
- ❖ Vision for treasury
- ❖ Systems design & ownership
- ❖ Simplify operations
- ❖ Centralise and standardise

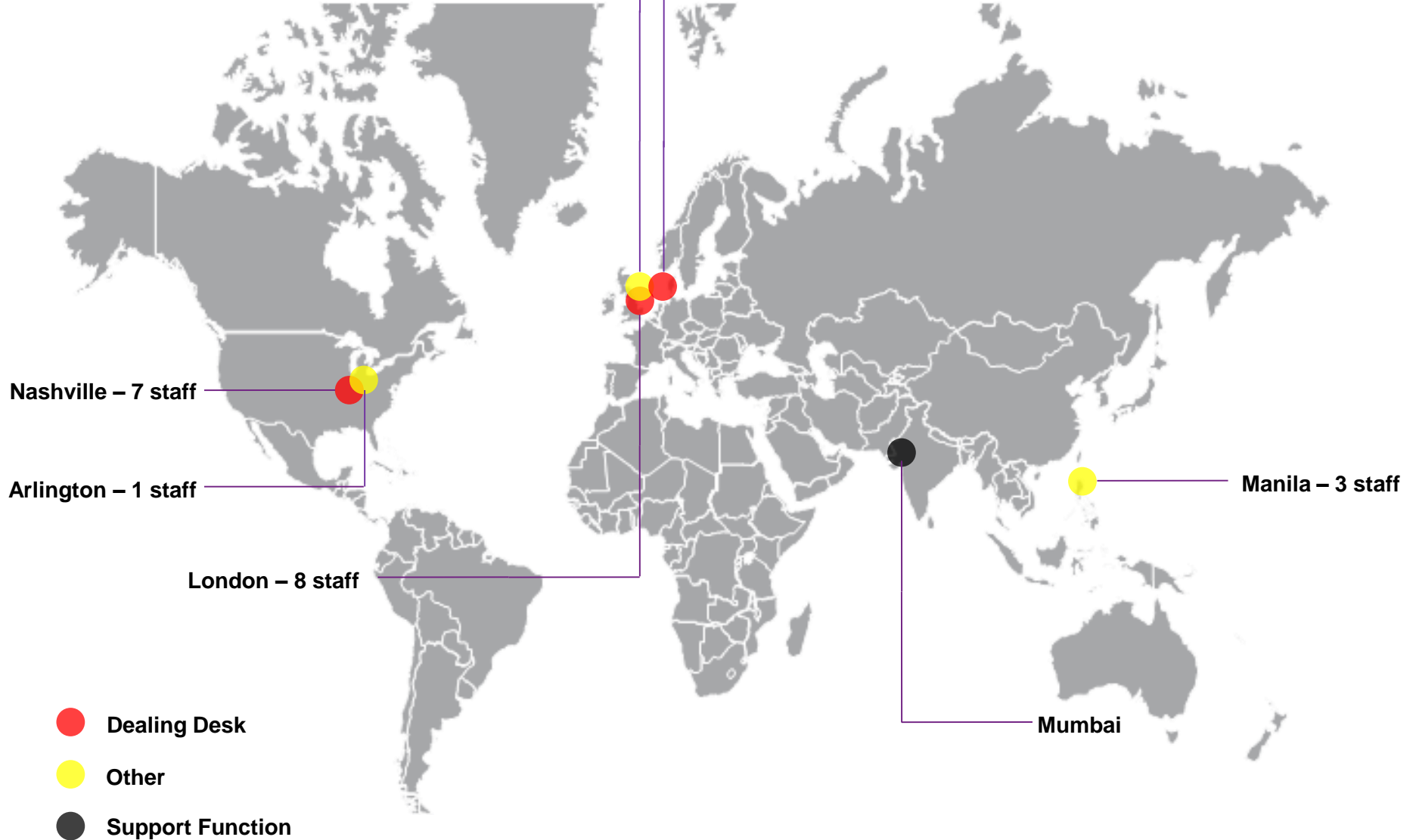
Willis Towers Watson

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- ❖ A leading global advisory, broking and solutions company
- ❖ Formed in January 2016 by the merger of Willis Group Holdings Plc and Towers Watson & Co.
- ❖ Nasdaq-listed with market capitalization in excess of \$20 billion
- ❖ An organization of more than 40,000 colleagues, serving more than 140 countries
- ❖ Broad customer base serving 90% of the Global Fortune 500 and 85% of the U.S. Fortune 1000

WTW Global Treasury Team

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Vision for treasury

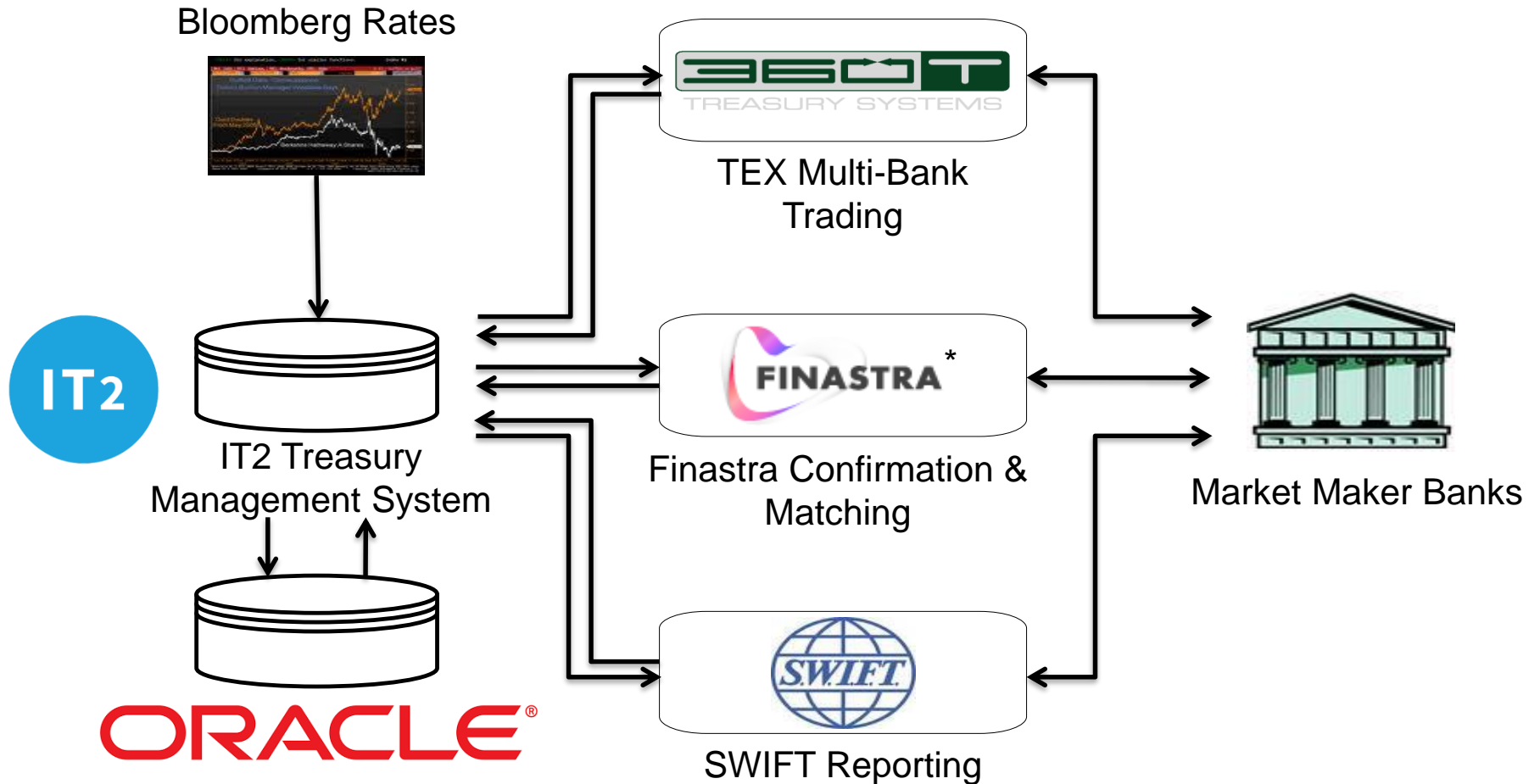
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- ❖ **Best in class Treasury function**
- ❖ **Forward looking, rather than managing the moment**
 - Looking ahead and pro-actively addressing issues
- ❖ **Effective through simplicity and automation**
 - Simple operating model = robust and efficient
 - “One Touch”-strategy: Get it right first time and automate the rest
 - High degree of automation avoids duplication of work and speedy information flow
- ❖ **Considered strategy translates into policy, process and procedures**
 - Day-to-day routine merely executes what has been agreed
 - Focuses organisation on what is critical, rather than visible
 - Risk Management driven by economic value, not accounting metrics
- ❖ **Treasury a strategic adviser to business and management**
 - Guide Willis Towers Watson on Finance strategy
 - See the big picture, beyond today’s practical issues



System design & ownership

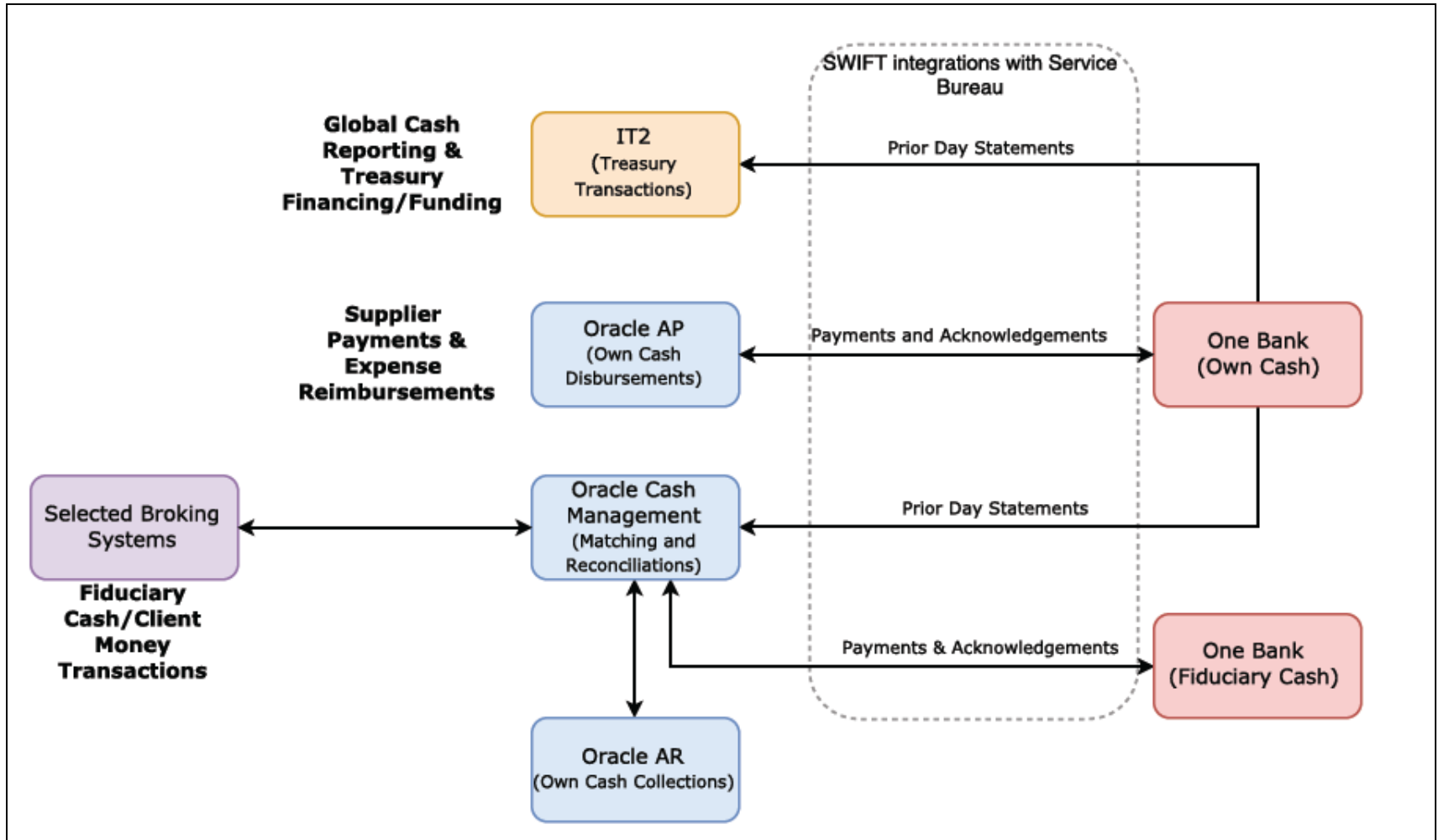
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*Mysis & DH Corp were combined by Vista to form Finastra in 2017

Simplify operations

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Centralise and standardise

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❖ **Merger of Towers Watson and Willis Group**

- Legacy of duplicate Treasury systems
- Organisational structures and operating models differ

❖ **Global treasury centre**

- New, single entity as the in-house bank
- Cash management centre
- Location follows business

❖ **Offshoring / outsourcing**

- Enable corporate strategy to operate globally, not market based
- Single, corporate ERP system to be mirrored in Treasury
- Robust and effective data flow to support outsourcing

❖ **Maintaining process transparency and consistency**

- Global Treasury, with teams in multiple locations, requires streamlining of processes



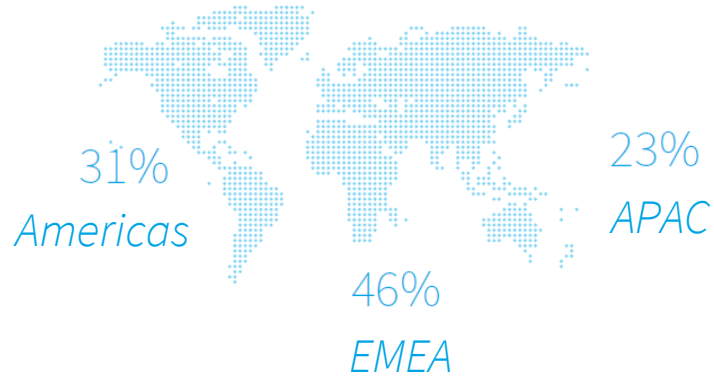
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Industry themes

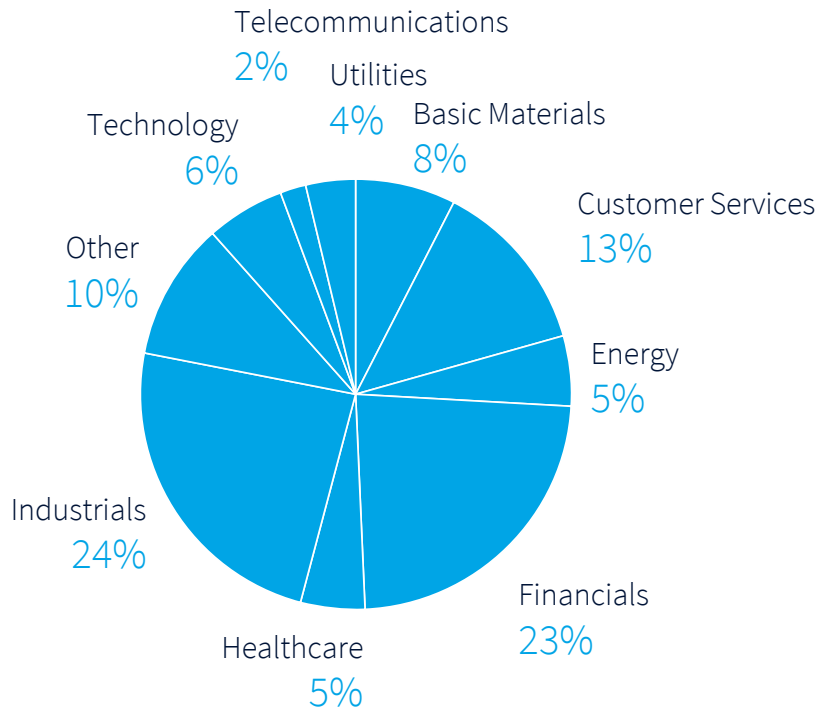
Treasury benchmarking survey



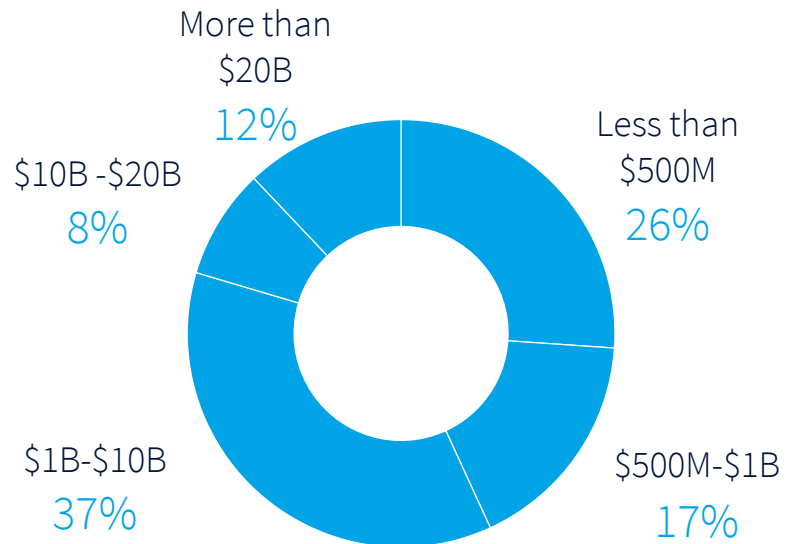
Participants by region



Participants by industry



Participants by company size



Treasury is challenged by constant change



Top 10 regulatory challenges



Global business growth adds complexity



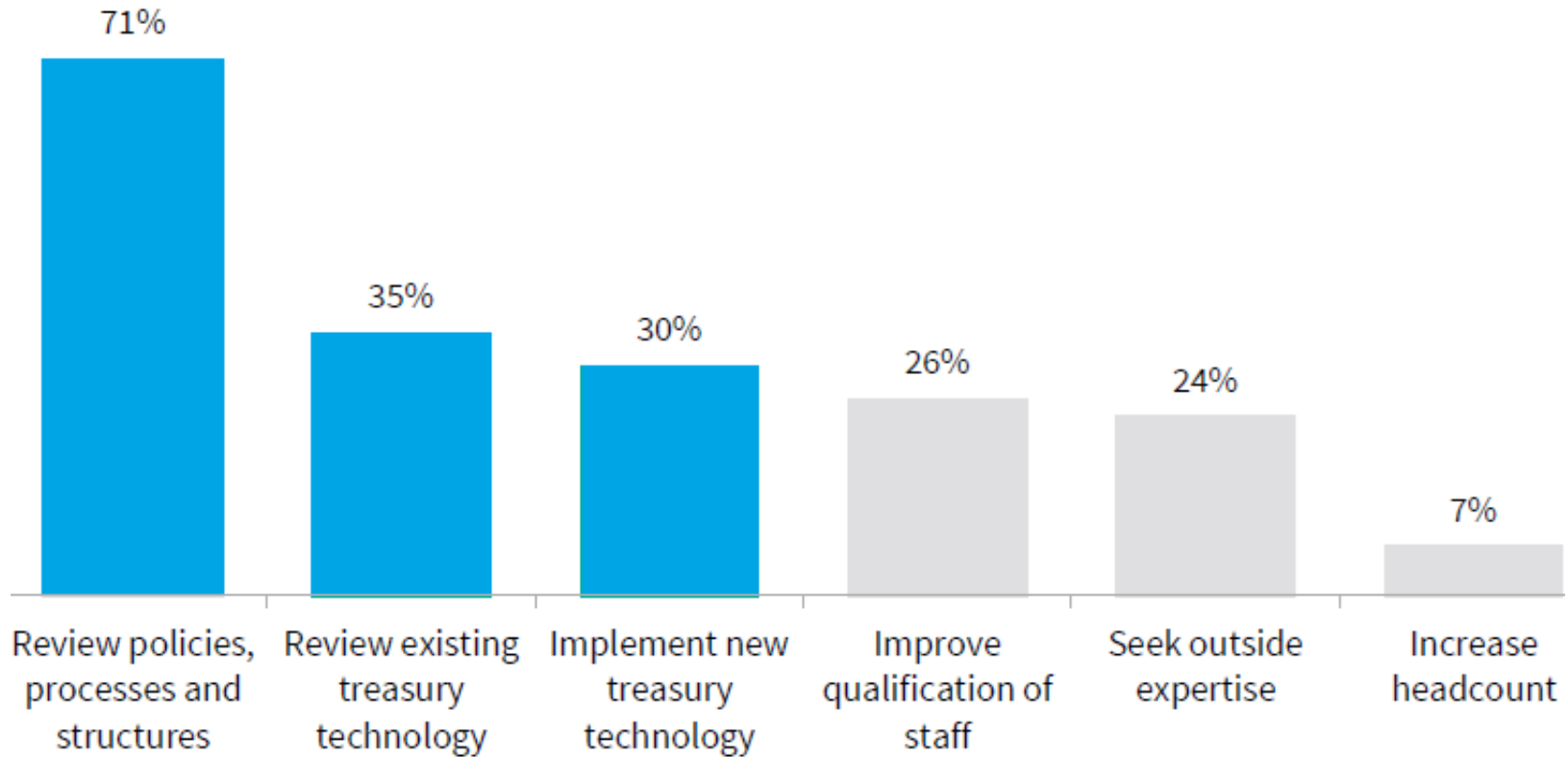
Internationalization	Revenue <500M USD	Revenue 500M-1B USD	Revenue 1B-20B USD	Revenue > 20B USD
Increase	52%	48%	55%	58%
Stay the same	45%	49%	43%	41%
Decrease	3%	2%	2%	1%

- Growing organizations introduce complexity
- Disruption to existing treasury processes and technology infrastructures
- Digital treasuries are better able to adapt

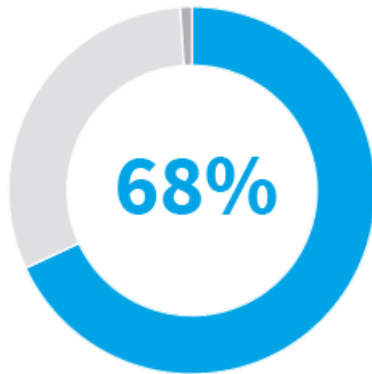
Treasuries plan to improve their functions



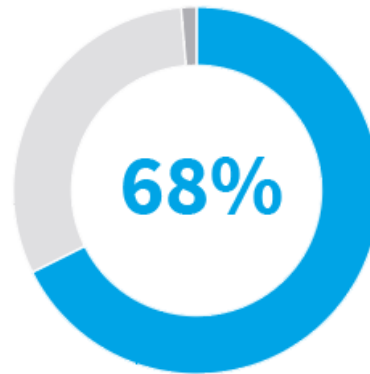
Top 6 treasury transformation activities



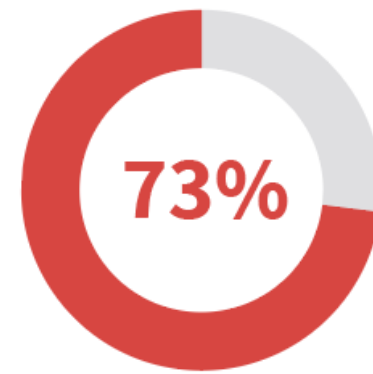
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Treasury teams remain lean



Importance
of treasury
will increase



Scope of treasury
will increase



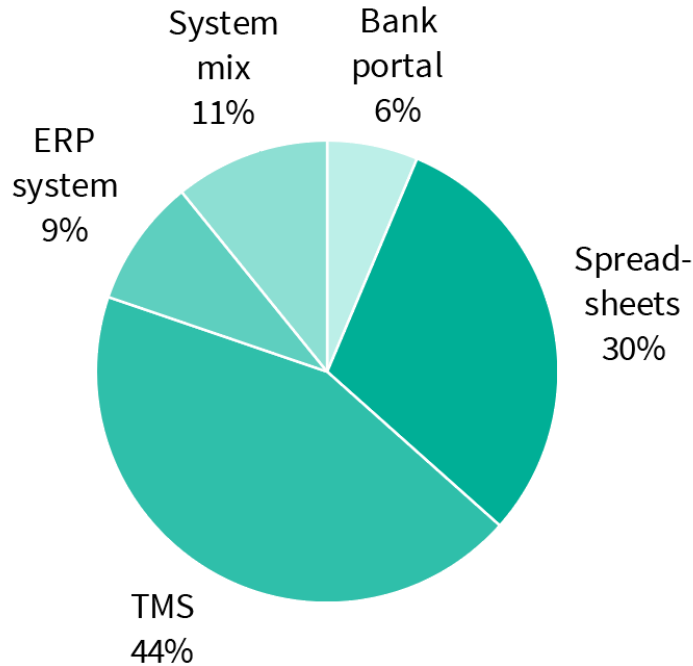
Treasury staff
will stay the same
or decrease

- Concept of “doing more with less”
- Treasury as a strategic adviser
- Greater demand for automation

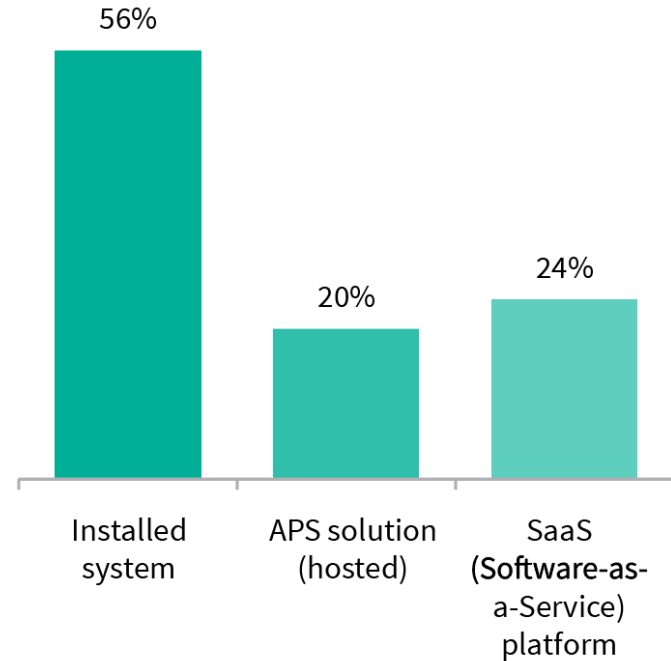
Treasury is becoming more digitized



Primary technology in treasury



Treasury technology delivery models



- Best practices driving treasury digitalization
- Different pace of technology adoption across geographies and company sizes
- Increasing demand for hosting services

Contact us



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Caroline Cundill

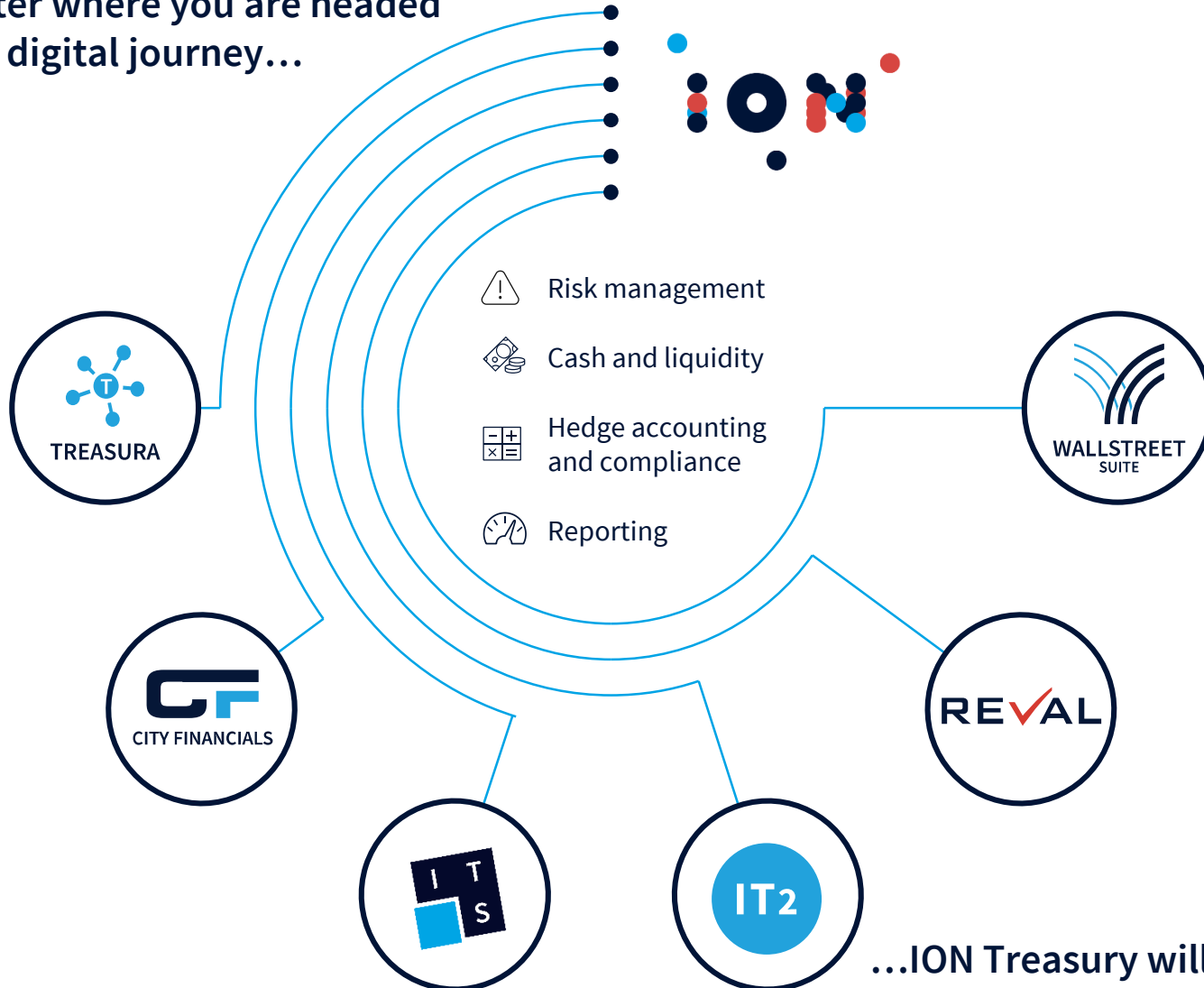
Director of International Treasury, WTW

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ION Treasury



No matter where you are headed
on your digital journey...



...ION Treasury will take you there.

