

The Working Capital Forum

EUROPE 2022

Amsterdam, 1st December



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Silver sponsors





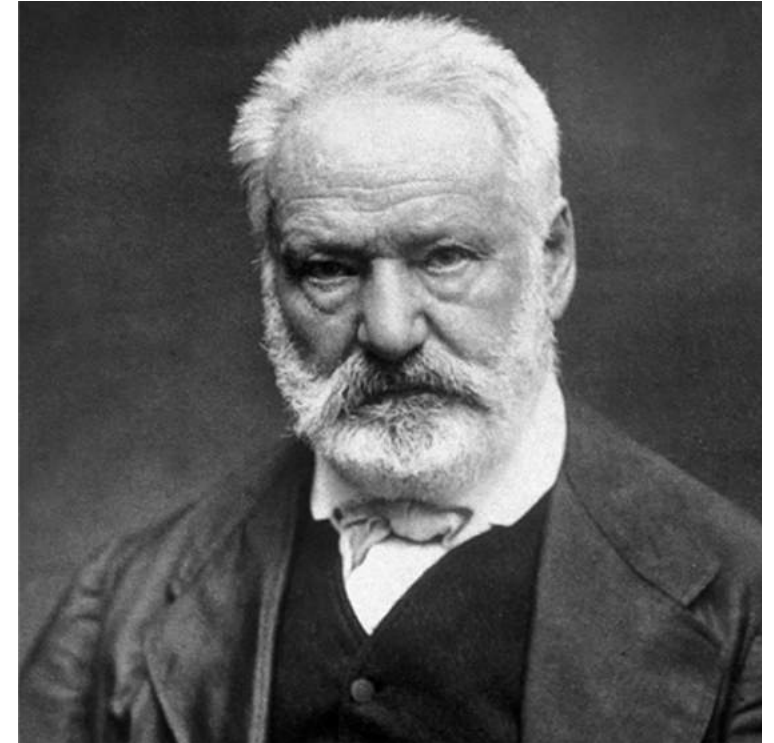
Payments | Treasury | Working Capital

Cash Forecasting for International Widgets, Inc. 2022-12-01 Amsterdam WCF

Is International Widgets weak, fearful or courageous?

*“The future has many names:
For the weak, it means the unattainable.
For the fearful, it means the unknown.
For the courageous, it means opportunity.”*

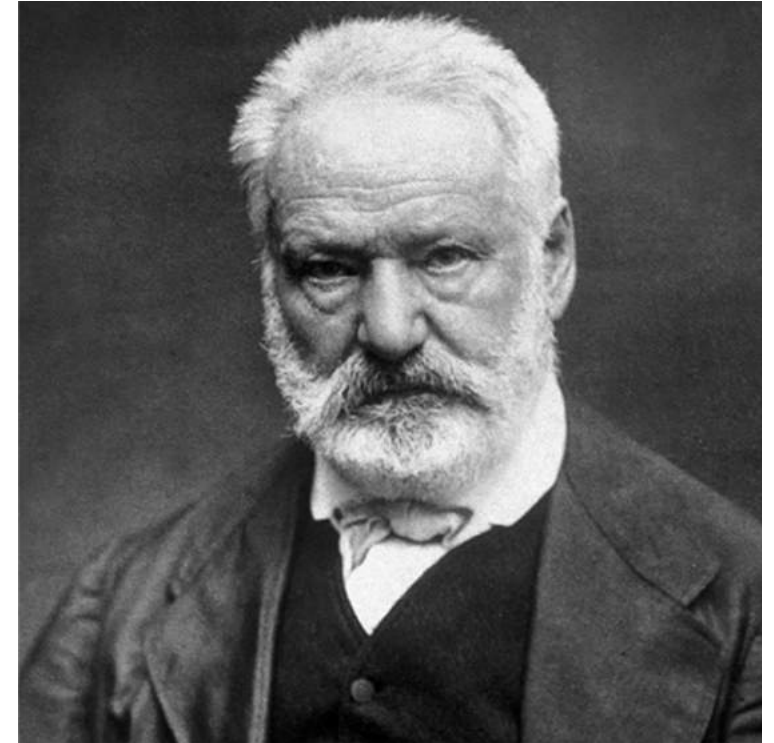
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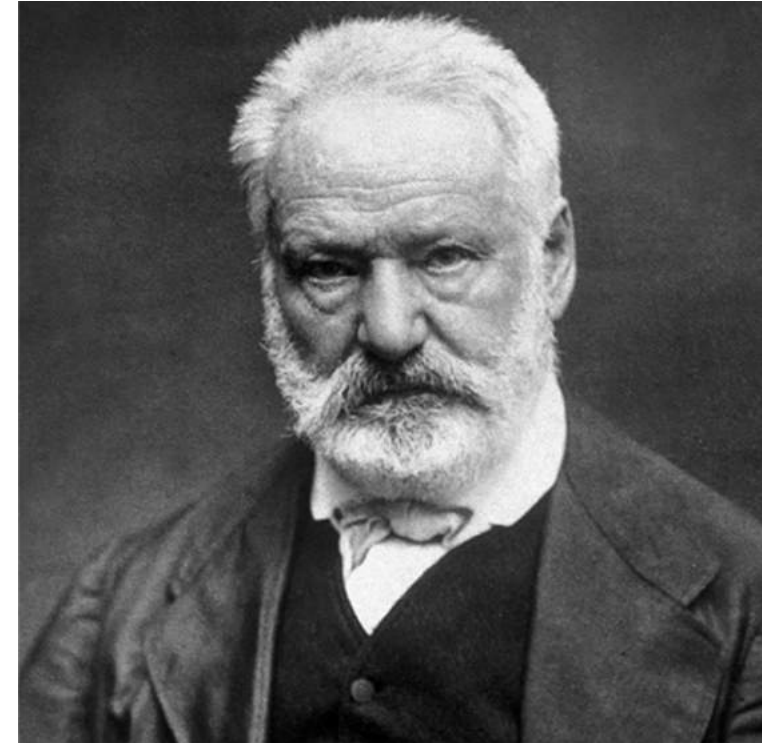
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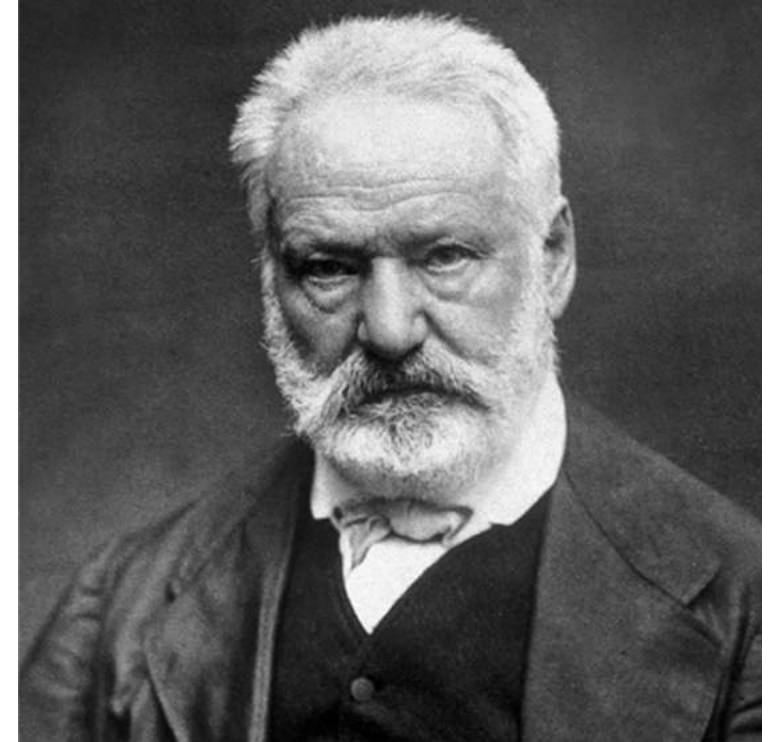
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“Nothing makes a man so adventurous as an empty pocket”

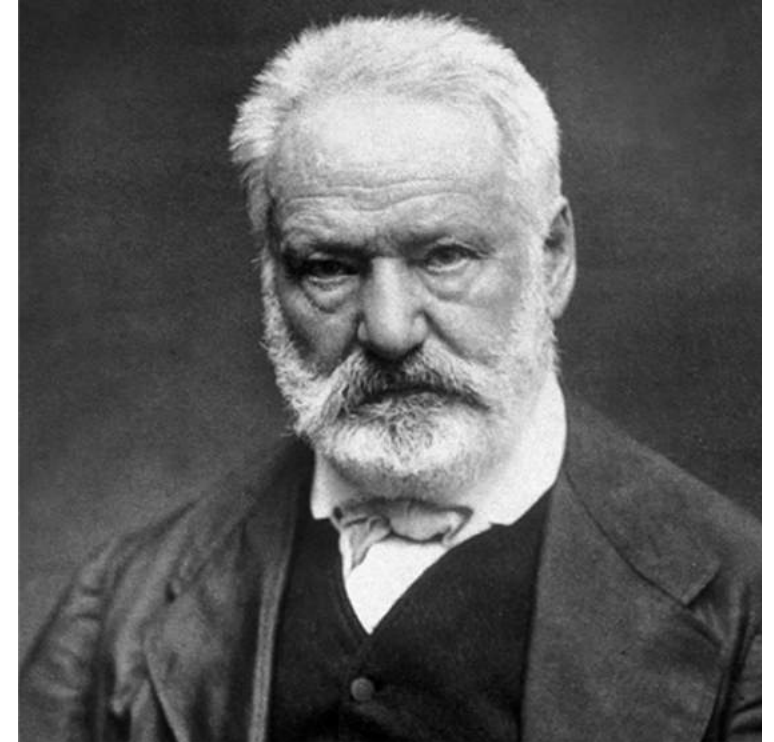
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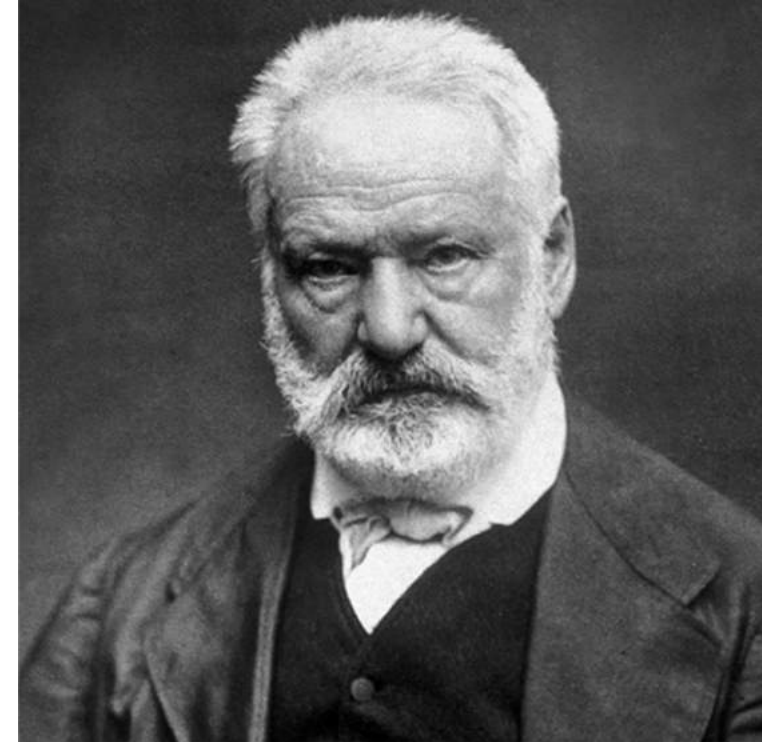
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International Widgets - be courageous!

- Transform the unknown into known!
- Plan the future!
- Seize opportunities!



International Widgets' Challenges

- No visibility into actual cash
- No group-wide cash forecast
- No visibility into FX exposure
- No automated processes
- No unified ERP/system landscape



Optimize Your Spend, Payments, and Liquidity In One Platform



Forecasting with Coupa

- Cash, mid and long-term forecasting
- User-defined time units for reporting
- Rolling forecast, scenarios, planning calendar
- Direct cash planning per currency
- Customizable categories and many structures
- Automatic categorization of actuals
- Actual-plan comparisons

- ▼ Operative Cash-flows
 - ▼ Inflows
 - Sales cash-in
 - Other Cash-in
 - ▼ Outflows
 - Supplier cash-out
 - Salaries & Wages
 - Tax
 - Other cash-out
 - ▶ IC operative cash-flows



The data problem

landscape of ERPs. The topic is 3 dimensional:

- Diversity of ERPs and/or instances of ERPs,
- Diversity of settings within instances,
- Diversity of processes.

This is a key issue currently being addressed within the Group. The Group has chosen to align its ERPs, settings and processes as part of a program called the “ERP Roadmap”. The purpose of this program is to migrate the approximately **120 distinct systems** currently used in the Group into **13 ERPs**, as listed below.

The data problem solved

Coupa supports

- Manual Input / Upload
- CSV via sftp
- API read & write

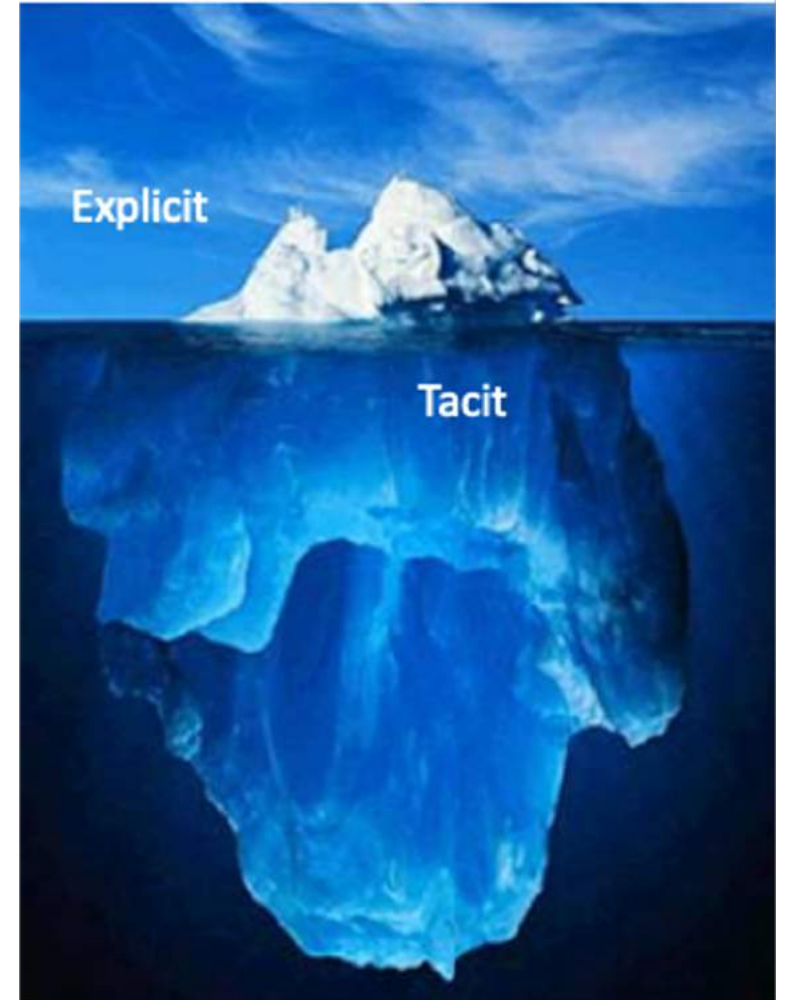
Integration Runs

[Runs](#) [Warnings](#)

Export to		View	All	Advanced	Search	
Id	Integration	Status	Start Time	End Time	Success Count	Error Count
628	Standard Charge CSV Import	successful	11/28/22 04:20 AM	11/28/22 04:20 AM	1	0
626	Standard Charge CSV Import	successful	11/28/22 04:18 AM	11/28/22 04:18 AM	1	0
624	Standard Charge CSV Import	successful	11/28/22 03:57 AM	11/28/22 03:57 AM	1	0
623	Standard Charge CSV Import	successful	11/28/22 03:40 AM	11/28/22 03:40 AM	1	0

The knowledge problem

Data != Information != Knowledge



The knowledge problem solved

Data != Information != Knowledge

Coupa is

- LoadBalancedTreasury
- Supporting intercompany planning
- Collaborative platform



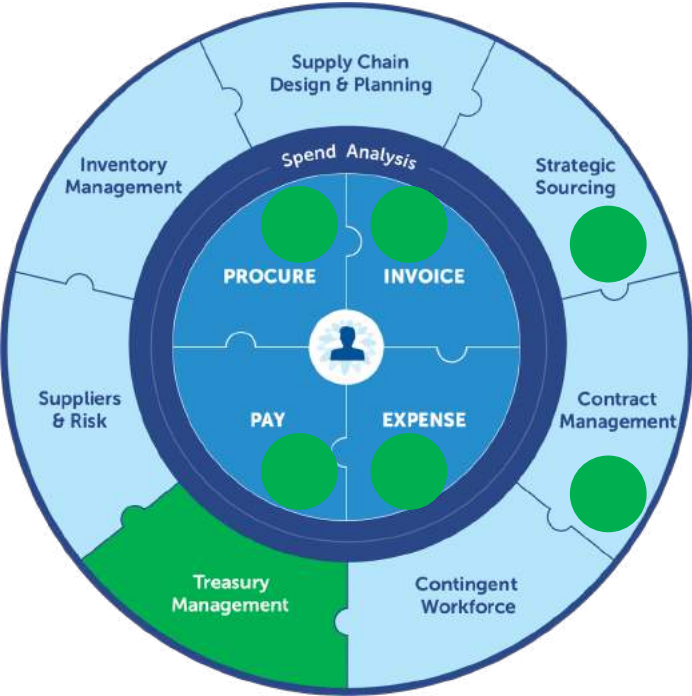
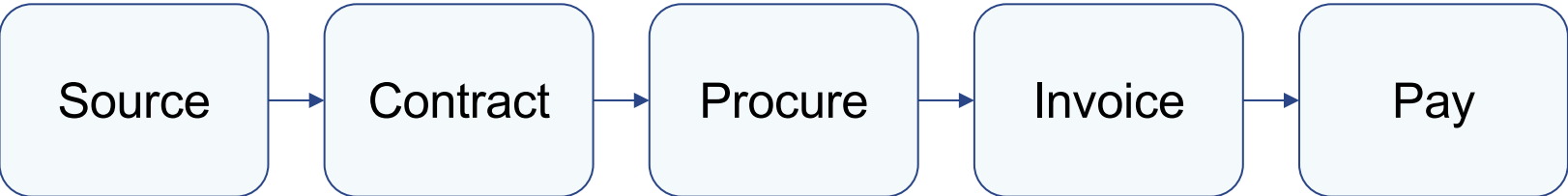
Sensitivity

Category Value Date Project

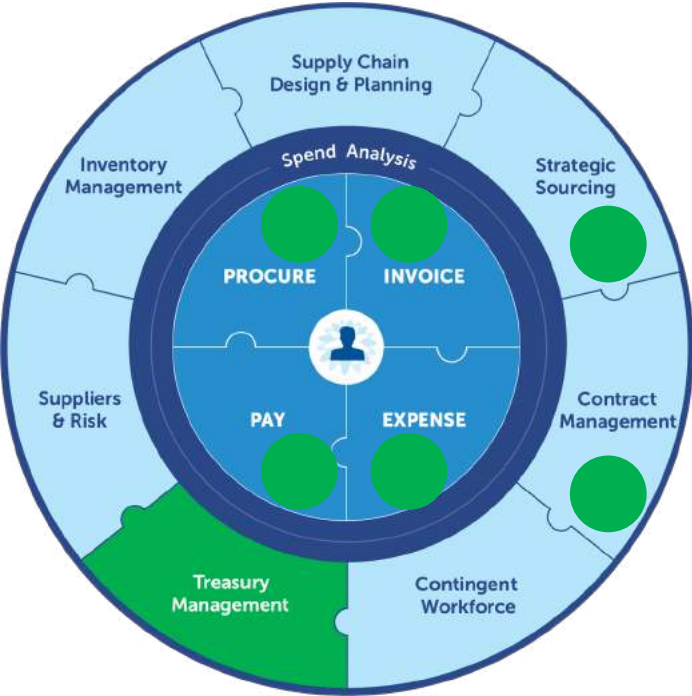
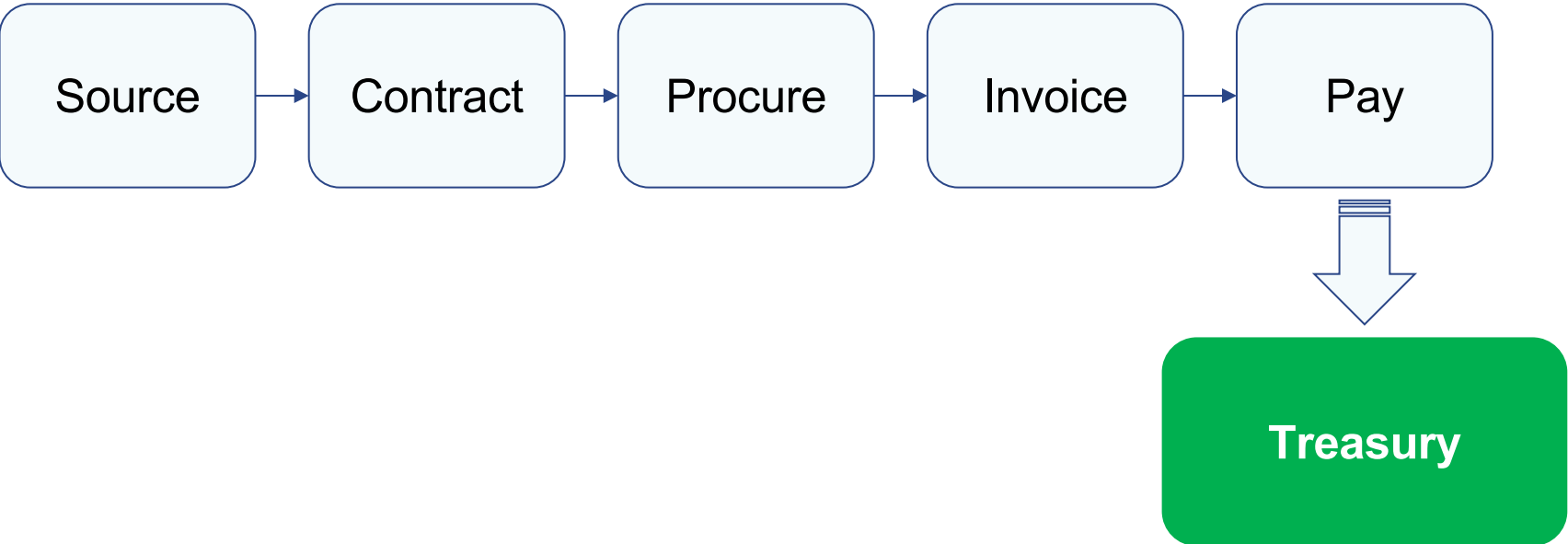
Amount +/- 0,00 0 %

		Counterparty					
		CH Entity	DE Entity	UK Entity	US Entity	Total	
Entity	CH Entity		EUR -30			CH Entity	EUR -30
	DE Entity	EUR -30		EUR 0	EUR 0	DE Entity	EUR -30
	UK Entity		EUR 0		USD 0	UK Entity	EUR 0
	US Entity		EUR 0			US Entity	EUR 0
			USD 0				USD 0
		CH Entity	DE Entity	UK Entity	US Entity		
Total		EUR -30	EUR -30	EUR 0	EUR 0		
			USD 0		USD 0		

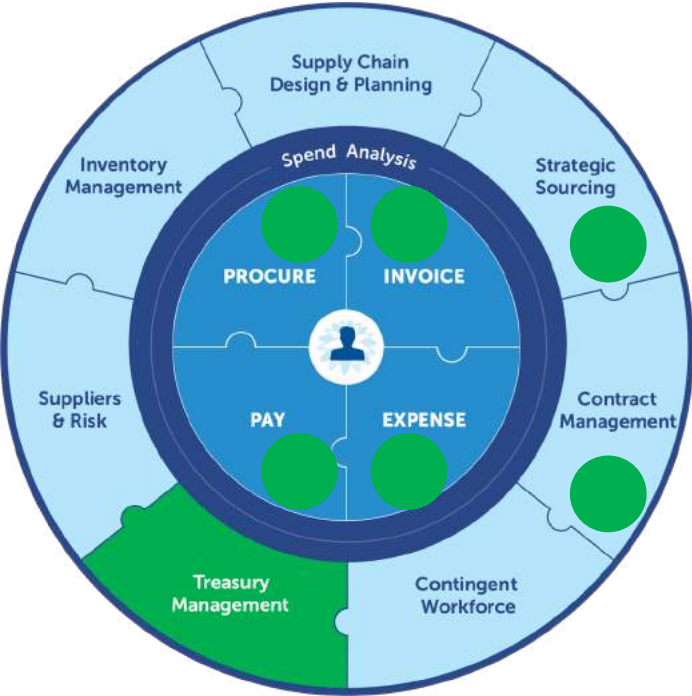
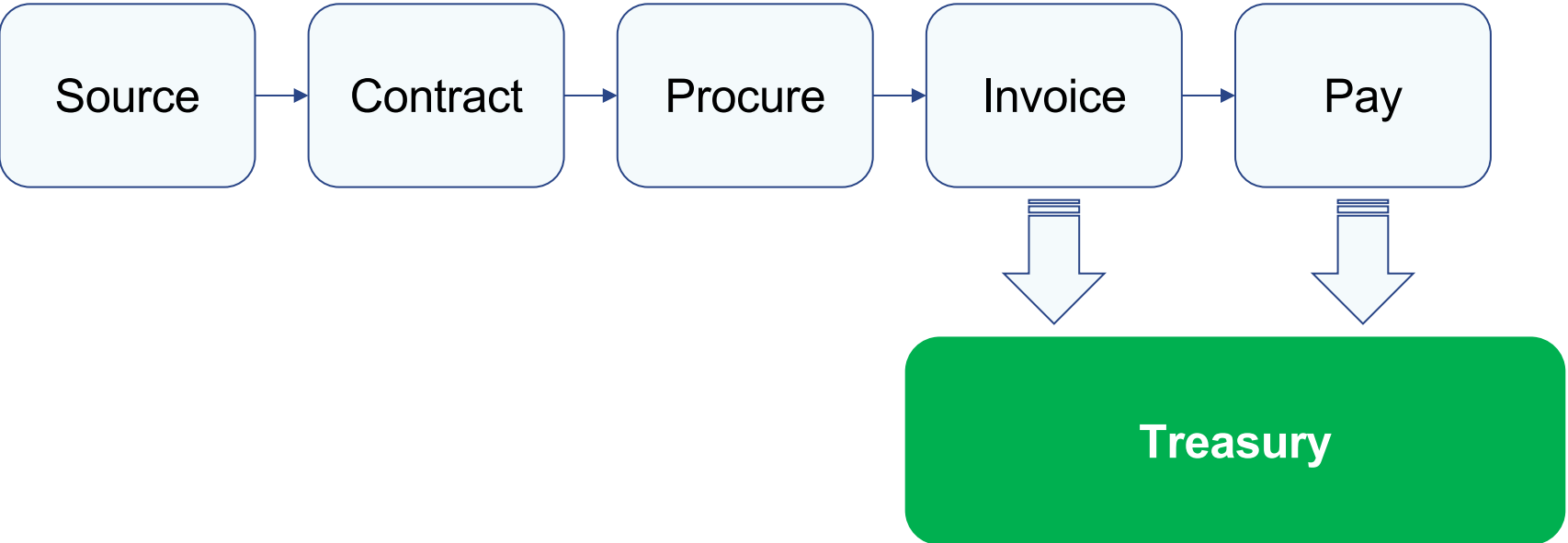
Coupa offers IW's Treasury insights in all spend



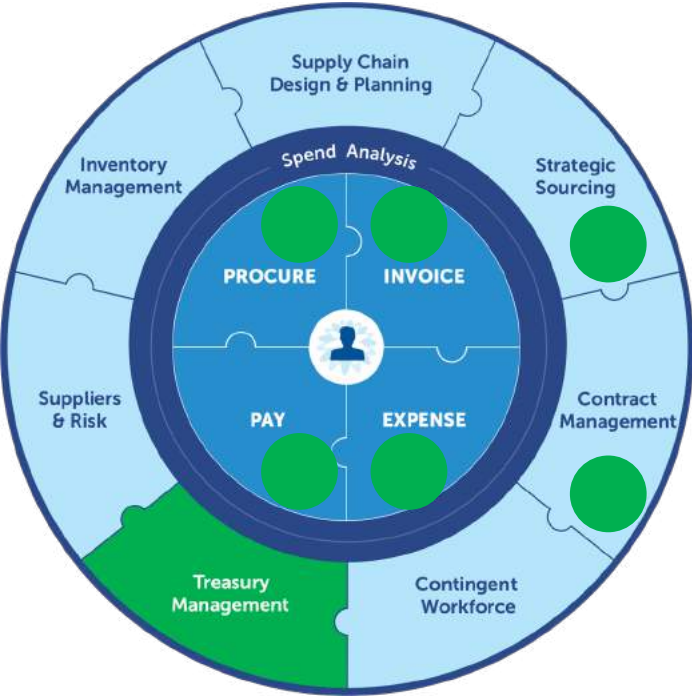
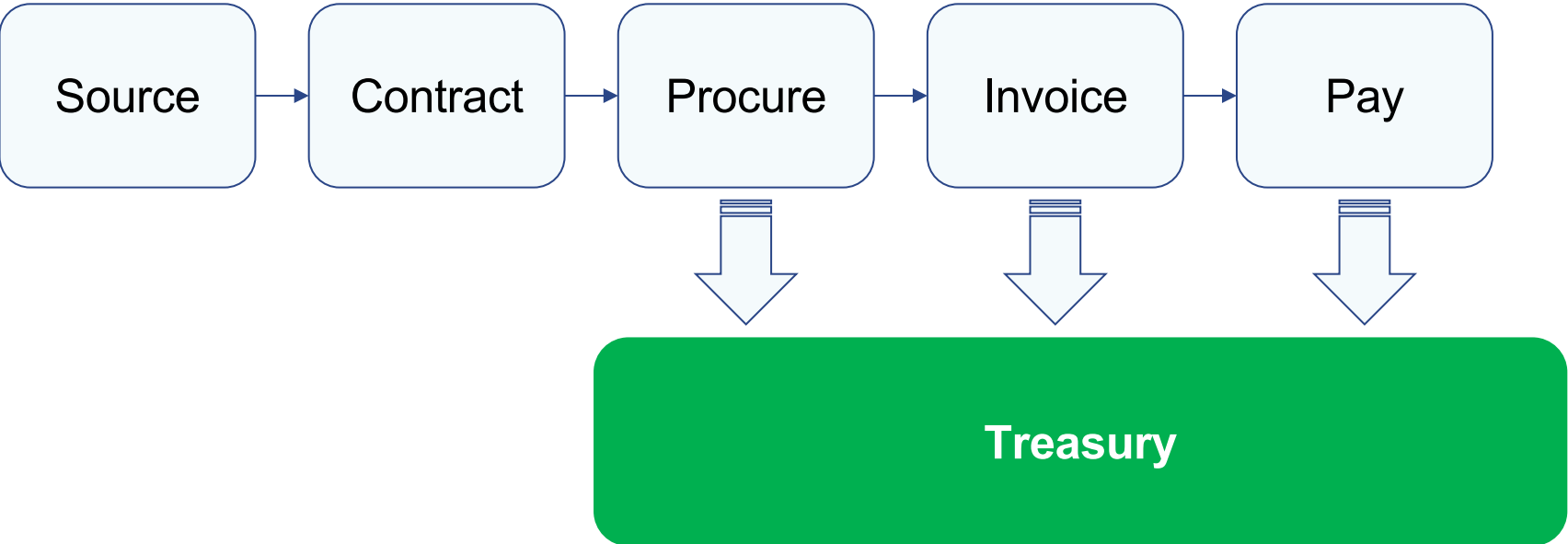
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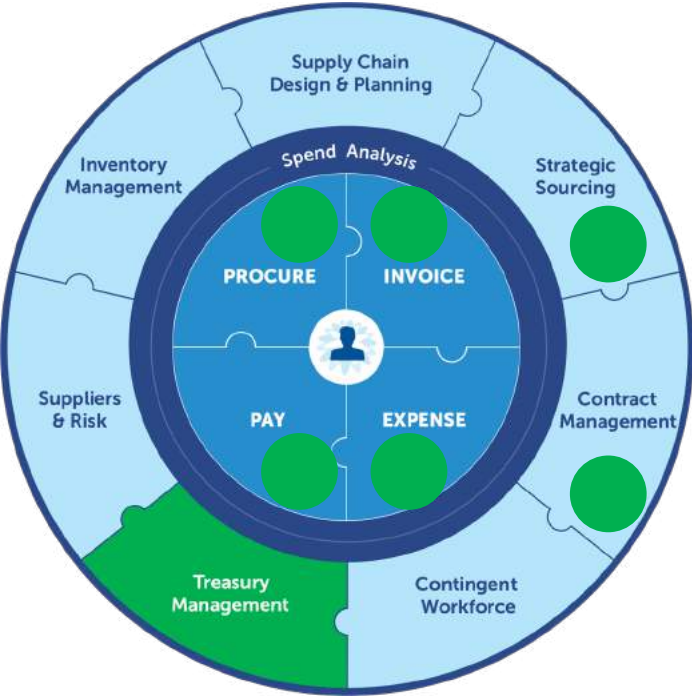
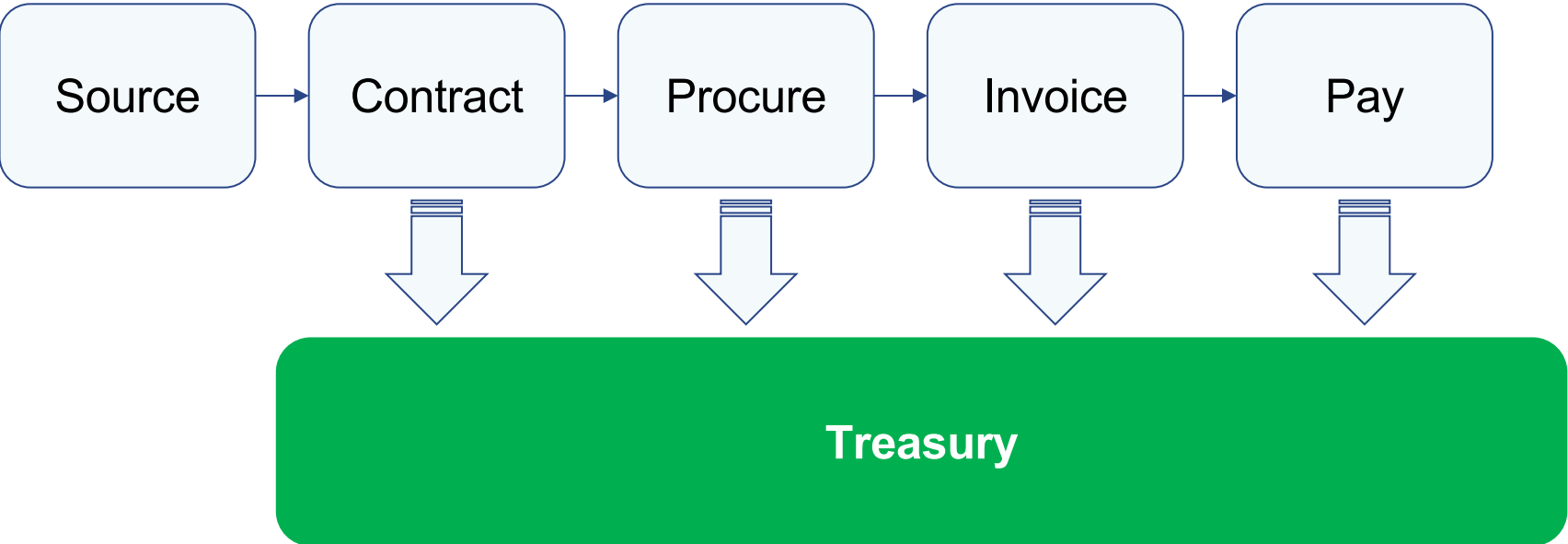
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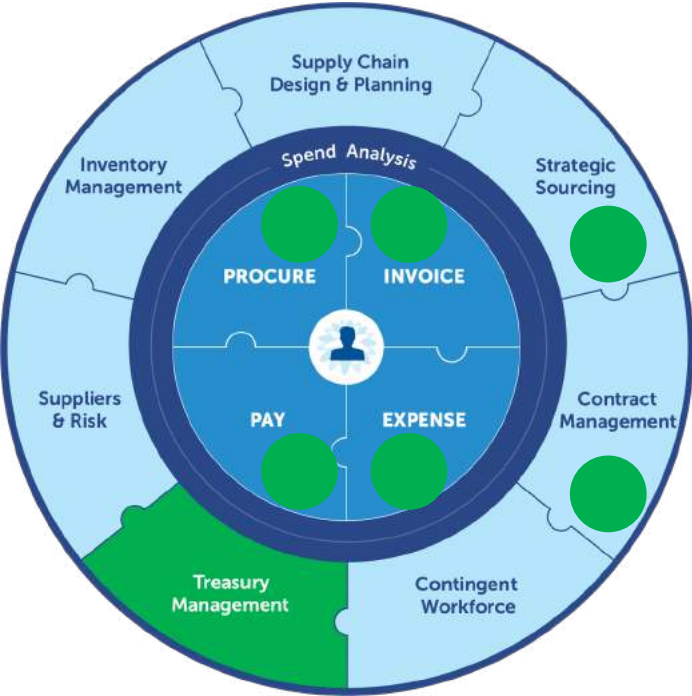
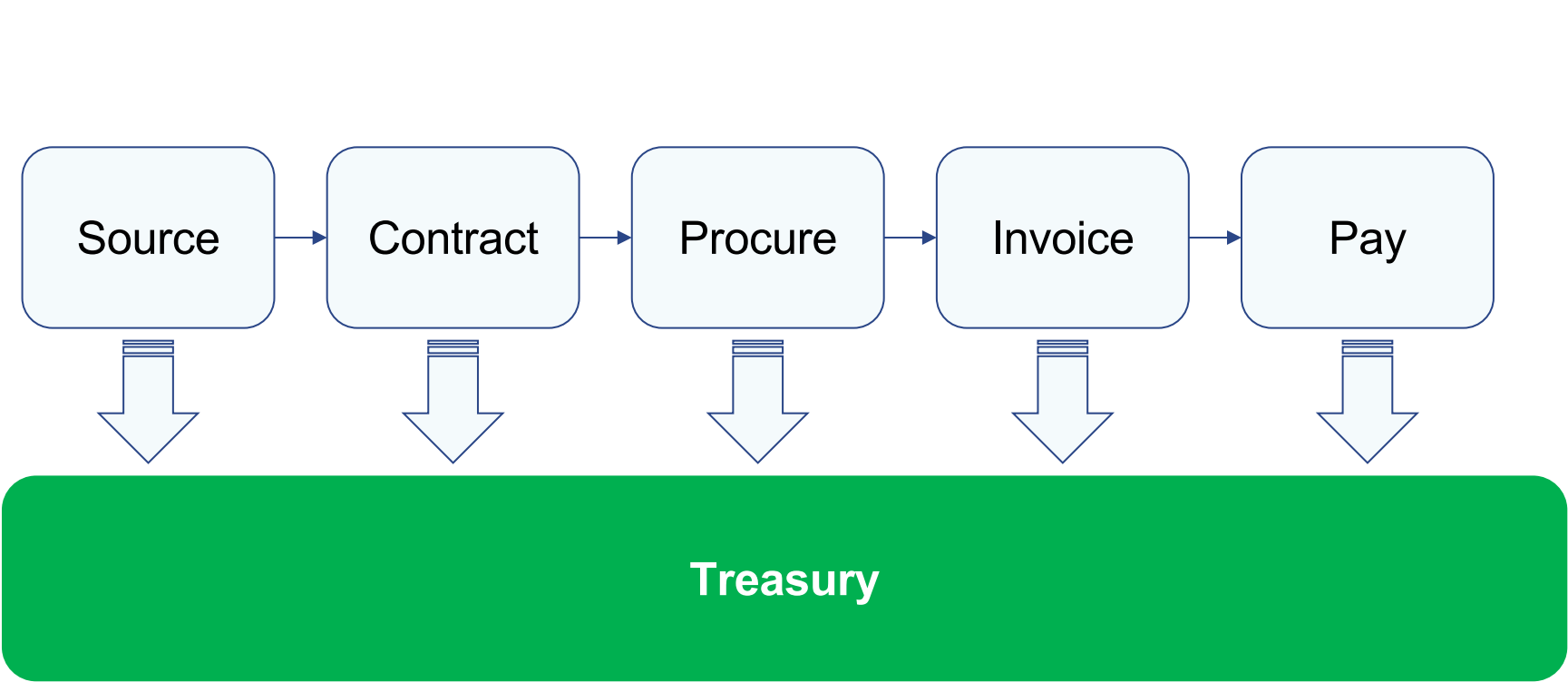
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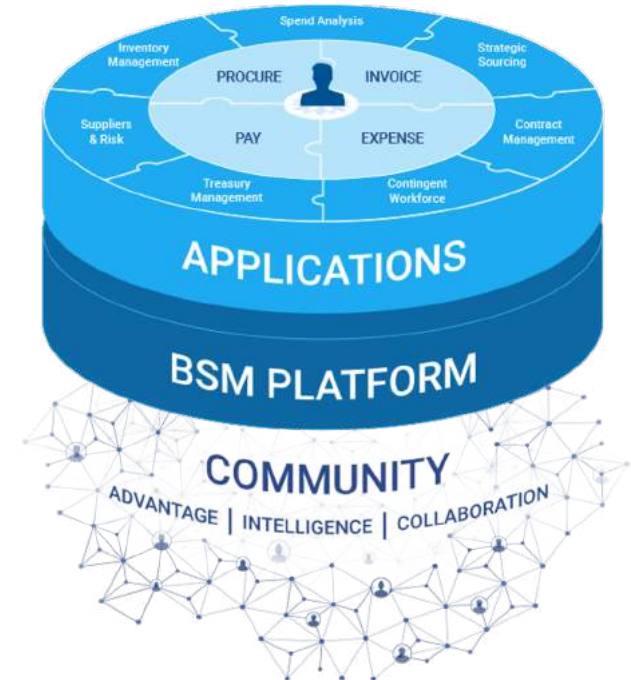


None of Us Is as Smart as All of Us

Only Coupa combines the power of **data-driven AI insights** with **human-to-human connections** to help you protect the value of every \$€¥.

Our vision:

- Community data for forecasting
- Prescriptions for funding & hedging
- Cross-customer collaboration



Opportunity for IW: Effective Hedging & Funding

CT > Planning & Risk > Hedging & Funding > **Funding Report**

⏪ ⏩ ⏪ ⏩ 👤 ⭐ ⓧ 📄 🗑️ Funding Report Budget 2022-Q3Q4

⌵ Filters



Budget 2022	Jul 2022	Aug 2022
Displayed in GC (EUR)	EUR	EUR
⌵ Total Planning	-5.912	36.812
Cumulative Total Excl. Starting Balance	-5.912	30.900
⌵ Syndicated Term Loan	-34.046	-34.046
⌵ Loans	-34.046	-34.046
Advance Payment Guarantee (Guarantee on Behalf) (Garantie im Auftrag)	-5.000	-5.000
Performance Bond (Bank Guarantee) (Bankgarantie)	-3.431	-3.431
⌵ Guarantees	-8.431	-8.431
⌵ Utilization	-42.476	-42.476
Syndicated Facility	75.000	75.000
⌵ Credit Lines Utilization	75.000	75.000
⌵ Funding Total	32.524	32.524
⌵ Available Liquidity Without Starting Balance	26.611	63.423

Opportunity for IW: Integrated Early Pay Discounts & SCF

coupa supplier portal

Home Profile Orders Service/Time Sheets ASN Invoices Catalogs Payments Add-ons Setup

Invoice Payments **Early Payments**

Select Customer: **Coupa R23**

Early Payments

Discounting Financing

Congratulations!
We have submitted 10 eligible invoices totaling 200K USD. All eligible invoices will be automatically submitted in the future. Your 30 day discount rate is set to 3%. Update discount rate.

Paid Early This Month
92K USD
Submitted for Financing

Paid Early YTD
1.2M USD
Invoices Financed This Week

Invoices

View: All

Invoice Status

Eligible 200,000.00 USD Expired 0.0000 USD Pending Review 0.0000 USD Invalid 0.0000 USD Paid 0.0000 USD

Invoice #	Amount	Discounted Amount	Invoice Date	Due Date	Payment Request	Status	Terms (days)	Remainder
100-2325009	500.00 USD	475.00 USD	00/00/0000	00/00/0000	3214	Approved	30	
100-2325009	500.00 USD	475.00 USD	00/00/0000	00/00/0000	6548	Approved	30	
100-2325009	500.00 USD		00/00/0000	00/00/0000		Approved	30	

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Early Payment Requests

Early Payment Request Eligible Invoices

Export to View All Advanced Search

Early Payment Request Status Income Analysis Average APR

Early Payment Request by Status

Count	Status
1	Approved
216	Matched
0	Requested
0	Expired
0	Invalid
1	Rejected
0	Pending Approval
22	Paid
240	Total

ID	Supplier	Payment Due Date	Status	Requested Amount	Discount APR
642	HK Tea Shop	None	Rejected	9,878.33 USD	6.1583
641	HK Tea Shop	03/25/22	Matched	9,635.00 USD	18.9414
640	HK Tea Shop	03/25/22	Matched	48,175.00 USD	18.9414
639	HK Tea Shop	03/25/22	Matched	48,175.00 USD	18.9414
637	Divya Galipelli	02/23/22	Matched	980.67 USD	24.8131

Coupa ensures International Widget's success

Our Core Values



ENSURE CUSTOMER SUCCESS

Obsessive and unwavering commitment to making customers successful.



FOCUS ON RESULTS

Relentless focus on delivering results through innovation and a bias for action.



STRIVE FOR EXCELLENCE

Commitment to a collaborative environment infused with professionalism, integrity, passion and accountability.