

2013 State of the Treasury Profession Address

Turning the Corner

January 29, 2013



**Treasury
Strategies.**



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The Power of Experience®

Today's Agenda

✓ Move to Treasury 3.0®



✓ New Corporate/
Financial Services
Equilibrium



✓ Corporate Structural
Change



✓ Building Your Treasury
Team





2010: Regulation



Massive



Intrusive



Global





2011: Elephant in the Room





2012: Are We There Yet?





2013: Turning the Corner





Agenda

- **Treasury 2.0→ 3.0[®]**
- New Corporate/Financial Services Equilibrium
- Changing Corporate Structures
- Building the New Treasury Team



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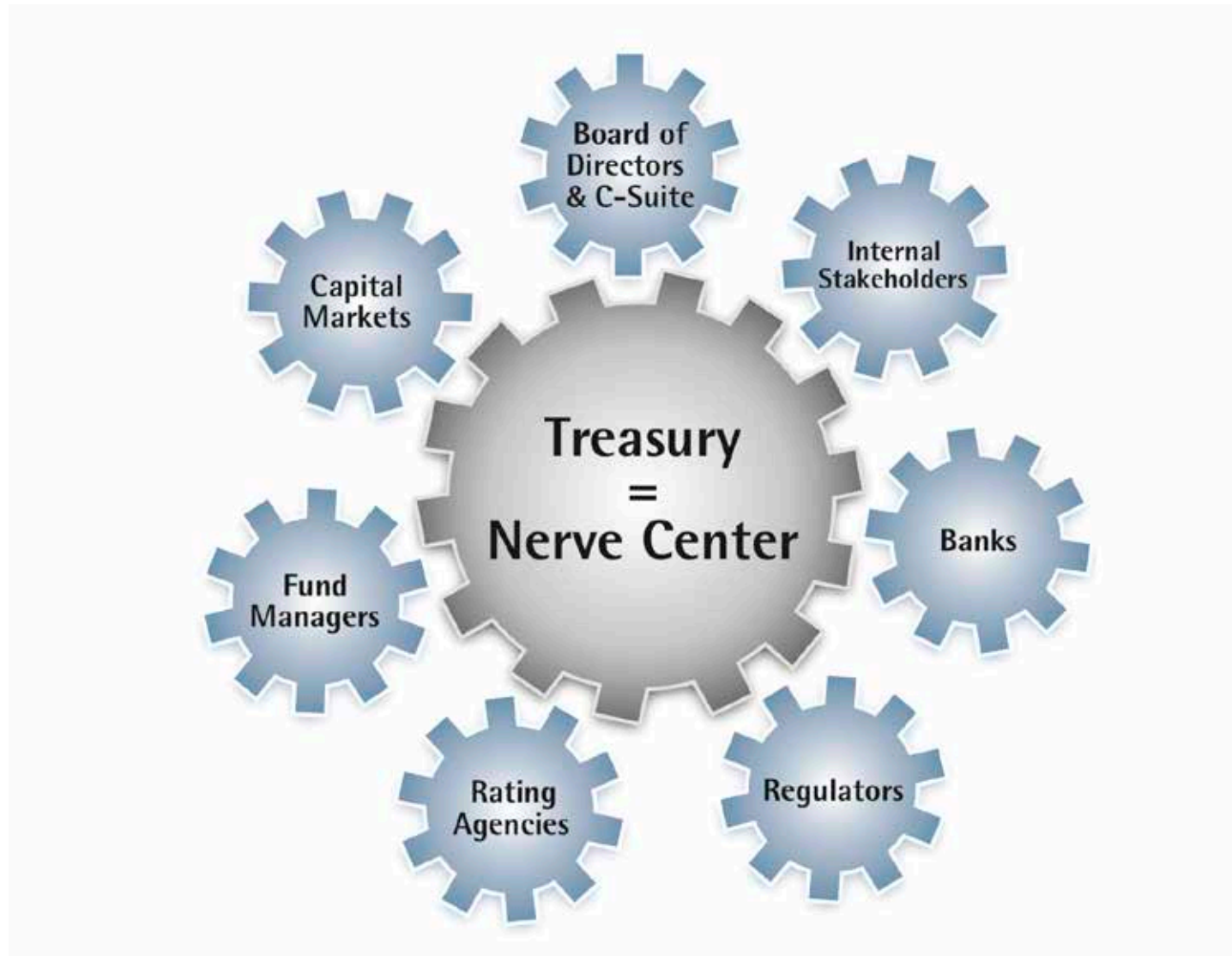


Treasury 3.0[®] is a Journey





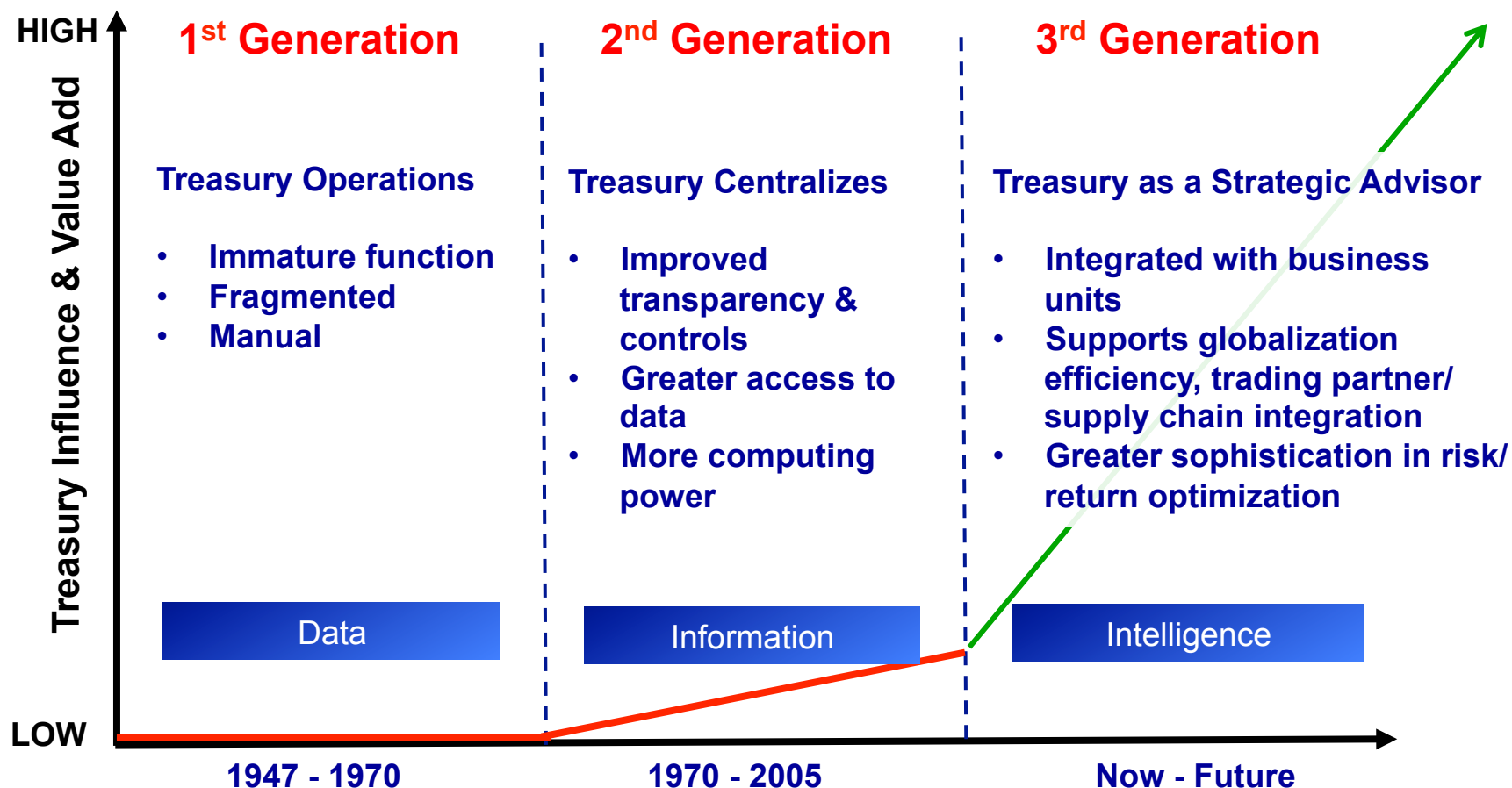
Treasury 3.0® Environment



Treasury 3.0® Evolution



Treasury 3.0® Corporate Timeline



Source: Treasury Strategies

- 
- Treasury 2.0 → 3.0[®]

- **New Corporate/Financial Services Equilibrium**
- Changing Corporate Structures
- Building the New Treasury Team



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New Corporate/Financial Services Equilibrium





Financial Relationships



- 
- Treasury 2.0 → 3.0[®]

- New Corporate/Financial Services Equilibrium

- **Changing Corporate Structures**

- Building the New Treasury Team



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Changing Corporate Structures





What Will Treasury Look Like Tomorrow?





Adapt





Build a Roadmap





Flexible & Scalable Architecture





Pitfalls



- 
- Treasury 2.0 → 3.0[®]

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- **Building the New Treasury Team**



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Building The New Treasury Team





Skill Set Complexity



What Next?

✓ Move to Treasury 3.0®



✓ Find New Corporate/
Financial Services
Equilibrium



✓ Prepare for
Corporate Structural
Change



✓ Build Your Treasury
Team





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Corporations

We help you maximize worldwide treasury performance and navigate regulatory and payment system changes through a focus on best practices, technology, liquidity and controls.

Treasury Technology

We provide guidance through every step of the technology process. Our expert approach will uncover opportunities to optimize the value of your treasury through fully integrated technology solutions.

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