



A DIY approach to treasury technology

Wednesday 26th April 2017 at 09:00 BST | 10:00 CEST | 16:00 CST



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A DIY approach to treasury technology

"Harnessing the Power of Technology" Winner Adam Smith Awards Asia 2016



Background

- Rapid business expansion with emerging needs
 - Diversity in business nature brings widely different treasury management needs
- Complexity of treasury infrastructure
 - Hundreds of legal entities
 - Thousands of third-party platform accounts and bank accounts
 - Bank relationship in multiple countries and regions
- Resources constraints
 - A few headcounts to manage over 100 billion RMB equivalent cash assets
- Customization and agility needs
 - Existing industry standard solutions and off-the-shelf treasury management systems do not meet the company's specific requirements.



Technology Solution

- Alibaba Treasury Management Intelligence (TMI) platform

Overall Management

Realtime Cash Visibility Decision Support Efficiency

Management Dashboard

SFICR with host-to-host connection services

Safe minimum cash balance Minimize idle cash & Raise investment return Reduce bank dependency

Liquidity

Solutions: Automatic IMDCS sub-system
Cash forecast management
Inter-company loan, Fund transfer mgt.
Realtime account balances guery

Optimize investment yield Counter party management Improve working efficiency

Investment

Solutions: Online RFQ
Investment position management
Bank performance evaluation

Financing

Solutions:
External financing

Transaction & Auto Accounting

Standardized Financial Institutions Communication and Reconciliation system / Unified cashier operation desk

Technical Infrastructure

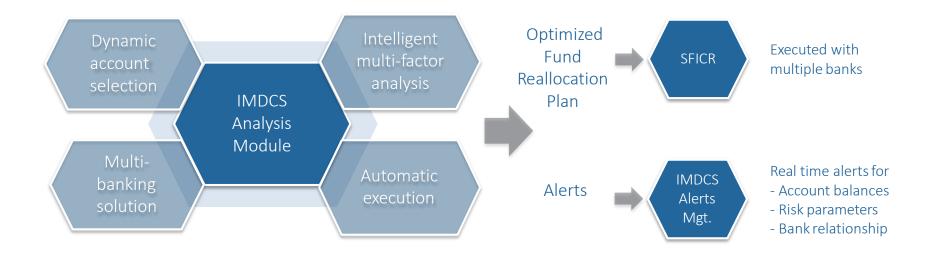
Stability / Security / Efficiency



TMI – Management Dashboard



TMI – Intelligent Multi-banking Dynamic Cash Sweep (IMDCS)





TMI – Online Investment Request for Quotation (Online IRFQ)

Request for quotation Bank submit quotation

Investment discussion & recommendations

Liquidity preparation

Product contracts confirmation

- Overall investable amount & date range estimation
- Quotation banks selection

 Investment product basic information

- Risk impact estimation
- Detailed investable amount analysis
- Bank relationship evaluation
- Cash-flowforecast

- Current cash distribution analysis
- Cash-flowforecast
- Investment position analysis

• Detailed investment product contracts

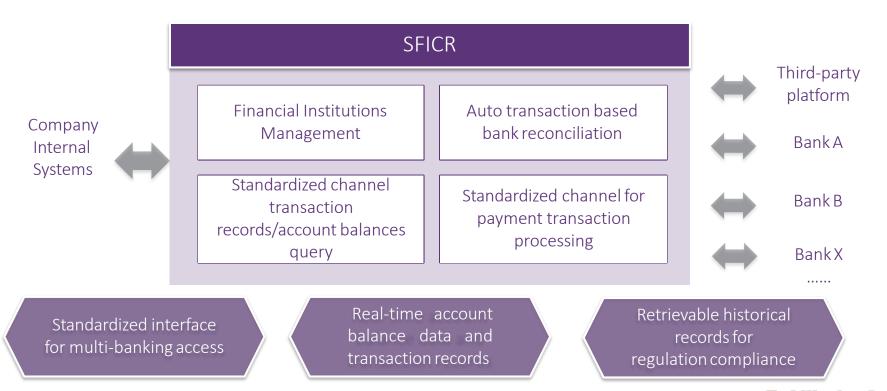
End to end online solution for investment request for quotation management

Real time risk impact estimation based on investment hypothesis

Liquidity arrangement linked to investment decisions



TMI – Standardized Financial Institutions Communication and Reconciliation system (SFICR)





Key achievements

- Enhanced efficiency
 - IMDCS automatically performed daily cash sweeping to meet varied business liquidity needs
- Improved cash visibility
 - Over 95% cash visibility for thousands of accounts across multiple financial institutions
- Reduced idle cash and raised investment return.
 - Reduced idle cash by 30%
- Enhanced bank relationship management
 - Reduced single bank dependency
- Relieved resources constraints with customized solution developed
 - Automation feature reduced manual works
 - In-house development enabled agile delivery, high customization, and reasonable maintenance efforts







QUESTION TIME



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