



LSE G

Introduction



LSEG



IBS FINTech

The TreasuryTech Company

An aerial view of the London skyline at sunset. The River Thames flows through the center, with the Tower Bridge prominently featured. The city is filled with a mix of historic and modern architecture, including the Shard on the left and the Gherkin in the distance. The sky is a clear, deep blue, and the buildings are bathed in the warm, golden light of the setting sun.

An introduction to



LSEG

Partnering with customers
to transform financial markets

Expertise & presence across the financial markets value chain...

Capital formation

through primary markets operated by the London Stock Exchange

Data & analytics

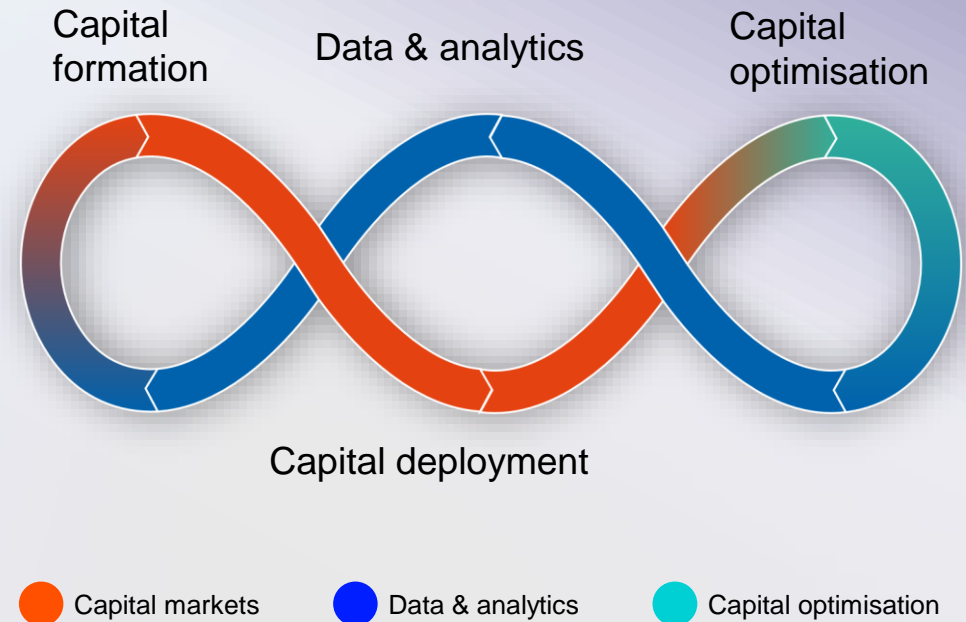
providing crucial insight to customers through a variety of data, indices, analytics and workflow solutions, including pricing and reference services, post trade analytics and Workspace

Capital deployment

through LSEG's trading venues and across asset classes, including FX, fixed income and equities

Capital optimisation

clearing and reporting services through LCH and UnaVista



Global Presence



FTSE
Russell

LCH

UnaVista



Operating in every
major financial capital

190

Countries where we have customers

£6.8 Billion

Global revenues (FY 2021)

24,000+

Talented Professionals: A Global Team

>400,000

Users of our market data and analysis

Powering the
financial markets

2.7 Million

Accurate evaluated pricing for fixed
income securities and derivatives

\$1 Trillion

Average daily volume facilitated
on Tradeweb in 2021

\$425 Billion+

Average daily FX volumes

>90%

Global share of cleared interest rate
swap notional outstanding

The Enterprise TreasuryTech Company



Who we are ?

Pioneers of TreasuryTech, IBSFINtech is a Made in India, award winning, **globally recognized** company, leading the wave of Digital Transformation of **Treasury, Risk, Supply Chain Finance & Trade Finance functions** of Corporates.

What Do We Do ?

- We empower the Board, CxOs, Treasurers of Corporations Globally
- We provide **Comprehensive, Integrated and Innovative solutions**
- **Our technology-backed robust platform** enhances visibility, improves control, mitigates operational risk, drives automation, optimizes business efficiency and ensures business continuity for our marquee clientele globally.

16+
years

#1
TreasuryTech
Company in
India

One of
Top 5
Globally

65+
Marquee
Clients

27
International
Awards

Our Global Partners



IBSFINTech has established a diverse partner ecosystem across the Industry to drive more value for the entire value chain.



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ORACLE®



Banks

IBSFINtech - TreasuryTech Partner Company Overview



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The TreasuryTech Company

Marquee Clientele



USD 16 Bn+ *
Headquartered in UK, Globally Diversified Natural Resources Corporation



USD 3.5 Bn+ *
Part of Murugappa Group, Coromandel is Leading Provider of Agriculture Products



One of the largest FMCG & Infrastructure Engineering Corporation



A multinational, investing in businesses in growth markets



USD 19 Bn+ *
Indian Multinational Automotive Manufacturing Corporation



USD 22 Bn+ *
India's Largest Steel Manufacturing Corporation



A Diversified Agricultural Conglomerate



Global Commodity Trading Corporation



USD 34 Bn+ *
Multinational Information Technology Services and Consulting Company



USD 1.5 Bn+ *
India's #1 Air Conditioning and Commercial Refrigeration Manufacturer



USD 30 Bn+ *
India's Largest and Global Auto Giant



USD 7.5 Bn+ *
Government of India Undertaking, Natural Gas Corporation

Sectoral

| |
|-------------------|
| Automotive |
| Manufacturing |
| IT |
| Government Sector |
| Financial Sector |
| Trading |
| Pharmaceutical |
| Chemical |
| Family Office |
| Retail |
| Media |
| Power |
| FMCG |



* : Market Cap



and Many More Esteemed Global Corporate Clients

Marquee Clientele

Top 10 Client's Market Cap > \$150 Bn
 Value of Transactions on IBSFINtech TreasuryTech Platform (5 yrs) > \$500 Bn



Global Coverage

Sectoral



| |
|----------------|
| Public Sector |
| NBFC |
| Automotive |
| Manufacturing |
| Power |
| Trading |
| Pharmaceutical |
| Chemical |
| Family Office |
| Retail |
| Media |
| IT |
| FMCG |



Awards & Accolades (27 International Recognitions)



Awards & Accolades (Client Recognitions)



THE ASSET TRIPLE A AWARDS

Technology Partner: **IBSFINTech**

Best Liquidity & Investments Solution

- 2023- **Dabur India Ltd**
- 2022- **Wipro Enterprises**
- 2022- **India grid trust**
- 2021- **Polycab**

Best Hedging & Risk Solution: FX

- 2021- **Blue star**

Best Trade Finance Solution

- 2021- **JSW Int. Pte Ltd**



GLOBAL FINANCE AWARD

Technology Partner: **IBSFINTech**

Best System for Real-time Measurement of FX

- 2022- **Olam India**

Best FX Netting Solution

- 2022- **JSW Int. Pte Ltd**

Best Corporate for use of Currency Hedging

- 2021- **Blue Star**



ADAM SMITH AWARDS ASIA

Technology Partner: **IBSFINTech**

Best Risk Management Solution

- 2022 – **Wipro Enterprises**
- 2021 – **JSW Int. Pte Ltd**
- 2019 – **Olam India**

Best Solution in India

- 2018 – **JSW Ltd**
- 2017 – **Maruti Suzuki**



CORPORATE TREASURER AWARD

Technology Partner: **IBSFINTech**

Best Treasury & Finance Strategies

- 2022- **Olam Agri**
- 2022- **Wipro Enterprises**
- 2022- **Viraj Profiles**
- 2018- **Olam India**



TMI AWARDS

Technology Partner: **IBSFINTech**

Best Investment Strategy

- 2022- **Wipro Enterprises**
- 2021- **India Grid Trust**

Success Stories/References



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IBS FINTech

The TreasuryTech Company

Success Story – Vedanta Group



● About Vedanta

Vedanta- A leading global natural resources conglomerate with **\$16 Bn+** operating across **India, South Africa, Liberia** and **Namibia**, with its main operation in Oil and gas, Zinc-lead-Silver, iron, Ore, Steel, Copper, aluminum, Power, and commercial energy.



● Challenges

- Automation of Treasury operations from manual to spreadsheet
- Lack of transparency for top management, as obtaining a real-time view of data for all Vedanta entities was a major pain point
- Manual accounting entries into the SAP ERP system
- Consolidating data from various entities was challenging
- The manual activities exposed the entire function to indefinite risk, without any control over the function across the organization
- Optimize the time and effort invested in manual workflows and redundant tasks

● Integrations

- **8+ SAP Integrations**
- **20+ Banks Integration**
- **Mutual Fund Utility (MFU) Integration-** For mutual fund, all the purchase and redemption are done through MFU

● Benefits

- Automation of processes eliminate the manual entries of data which results in error free accounting, maintaining the data integrity
- Automatic generation of accounting entries into the multiple SAP ERP System
- Shifted from people driven to system driven
- Enhanced decisions making with real-time data and reports
- Automation of process helps in efficiency gains and cost saving
- Increased transparency – real-time visibility of cash position & tracking of daily FX activity
- 360-degree visibility offered by the solution ensured that the team did not miss any viable investment opportunities



Success Story – Lagata UK



About Lagata

Lagata- A multinational, investing in businesses in growth markets, with a specific expertise in emerging markets and particularly in sub-Saharan Africa.

Benefits

- Shifted from people dependent to system dependent
- Management based out of UK has real-time visibility across **450 bank accounts** without people dependency.
- Since visibility is real-time, it results in better utilization of funds and cash flow management.
- Visualization of the cash flows enable management to analyze the Expenses and Revenues
- Interactive dashboards give unified view of data to top management
- Single point of truth for the decision makers and stakeholders
- Improved operational efficiency & saved in person hours
- Automation of accounting process reduced operational risk

Challenges

- Obtaining a real-time view of actual and forecast cash positions was a challenge
- Management of the company is based out of the UK, however, operations are spread out across 3 continents so arriving at real-time cash position across all of their bank accounts was their biggest pain area.
- Consolidating a huge volume of transactions across 350 bank accounts was a very challenging and tedious task.
- Categorization of daily cash flows across 350 bank accounts was a major pain area.

- API integration with Zenith Bank, a leading multinational leading financial service provider based in Africa (Nigeria)
- Obtaining real time cash position for **30 banks & 450+ bank accounts**
- Data consolidation from **29 different entities**.
- **Robust Rule Engine** to categorize bank statement entries into the relevant cash flow categories.



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IBS FINtech
The TreasuryTech Company

Success Story - JSW Steel



Bikash Chowdhury
Head – Treasury
JSW Steel

“ We had been looking for a TMS for quite some time and finally we closed upon IBSFINtech's Innovative Treasury Management system as it proved to be apt for our requirements. They have offered customization, wherever necessary. During implementation, we have observed and appreciated the ease of use and inherent reporting capabilities. I am glad we selected IBSFINtech. Post-implementation, we now have a robust decision support system that ensures adherence to company's risk management policy as well as the regulatory compliances and audit requirements. The solution has helped us enhance visibility, improve control, mitigate operational risk, drive automation and optimize business efficiency.

About JSW

JSW - Leading Integrated Steel Company having \$ 14.67 bn of revenue.

Benefits

- Automation of Treasury Operations
- Monitoring limits on real time basis
- Alerts for deals maturing for the day
- Incorporates compliance risk activities such as underlying exposure linking, past performance limits
- Real-time monitoring of Treasury Policy
- Real-Time access to critical information
- Smooth flow of transactions between business users, treasury front office and back office
- Intuitive Dashboard, Automation Reports & MIS

Awards



Winner - Best FX Netting Solution



Highly Commended Winner (JSW Steel)
- Best Risk Management Solution (India)

Case Study in Treasury Today







Anil Jena
Head – Treasury
Olam Agri India Ltd

“

After analyzing multiple alternatives in the market for our treasury front-office operations, we at OLAM India finally selected IBSFINtech which can be integrated at real-time. We perform extensive hedging activities and getting live market data has become a straightforward job owing to the integration of IBSFINtech's TMS with Thomson Reuter's DSS. We have been using TR's FXALL for all hedging activities and STP from FXALL to IBSFINtech TMS has been a boon to us. Post integration of FXALL and IBSFINtech TMS, we have been doing all the currency related activities like derivatives, valuation and auto valuation. Bottom line, we have added at least \$1 Mn to our trading portfolio over the last one year of using this solution.”

About Olam Agri

Olam Agri – A Leading Player in Agri-Commodities (A Subsidiary of Singapore Conglomerate)

Benefits

- Operation Volume double – **100% Growth**
- Daily basis person-hour efforts reduced by **1.5-2 hrs**
- MIS Report generation time reduced by a click which earlier used to take more than 3 hours
- Monthly account closure for Treasury team has reduced by **3-5 days**
- Real-time MTM Calculation
- Manual efforts : **Reduced by 40%**

Awards



Winner - Best System for Real-Time Measurement of FX

Overall Winner (Olam Agro India Ltd) - Best Risk Management Solution (India)

Interview in Corporate Treasurer

Treasury

Olam India tells how it ditched SAP for IBSFINtech

By Suhas Bhat | Jul 9, 2018

Case Study in Treasury Today

treasurytoday group

Best Risk Management Solution Winner: Olam Agro India Ltd

Published: Jan 2020

Success Story – Coromandel



About Coromandel

Coromandel - India's pioneers and leading Agri-solutions provider, having \$ 2.34 Bn of revenue offers diverse products & services across the farming value chain



Santhosh Kumar U
GM (Treasury) – Coromandel

“

Our overall experience with IBSFINtech on Treasury & Trade Finance project has been positive. They took time to understand our business and philosophy enabling practical solutions for the desired outcome. Knowledgeable lead consultants with good subject matter expertise were deployed on project.. The team assistance was commendable in attending the project requirements.

Need

- **Scalability:** TMS activities were managed manually using excel spreadsheets which was getting cumbersome as the transactions increased
- **Error Prone Manual Process:** Lack of TR and TF process automation, leading to inaccurate data processing & consequently inaccurate reporting and analytics
- **No single version of Truth:** The company was unable to accurately consolidate FX Exposure across all of its diverse business units
- **No visibility of Bank Charges:** Unable to track Bank Charges at transaction level

Benefits

- Automated the manual treasury operations processes giving workforce more time to focus on value adding activities
- Strategic enhancement in data quality with reduction of manual data capturing resulted in more accurate reporting to the senior management.
- Seamless Integration with facility of real-time exchange of data for Inbound and Outbound Interface with Logs and Alerts
- Interactive MIS reports for tracking and analysis to make the hedging decisions based on real time analysis
- Workflows based governance led to consistent operations within the predefined tolerances and timeline
- Process efficiency gains by reducing the time consumption in repetitive tasks
- Real-time access to data, improved the decision-making process for top management.
- Automated email alerts and audit logs to ensure real time communication and track all transactions
- Effective management of limits for multiple banks with real time utilization information

Product Proposition



LSEG



IBS FINTech

The TreasuryTech Company

A Connected & Integrated Ecosystem

Multi-Asset Class | Multi-Company | Multi-Location | Multi-Currency



Product Portfolio

Cash & Liquidity

- Cash Position & Cash Visibility
- Cash Forecasting
- Cash Pooling
- Fund Transfer

Currency (FX) Risk Management

- Manage currency derivatives Forwards, Futures, Options., Swaps
- Hedge Accounting
- Valuation Engine

Investment / Money Market Module

Manage all the money market instruments such as FD, MF, CP, Bonds, T-Bills, Equity, PMS, MLD, Preference shares, Alternative Investment, etc.

Commodity Module

- Management of Agro, Metal, Precious Metal commodities
- Exposures, physical and paper trades
- Complete hedge cycle of Futures and Options, brokers, margin management

Trade Finance

- Import Process Management - LC, BG, BC, SC
- Export Process Management – PCFC, PSCFC, Crystallization
- Domestic Purchase & Sales – Factoring, PBD

Doc Prep

- Auto-generation of correspondence letters, Annexures as per the specific Bank formats

Borrowing Management

- Market Borrowings (CP, Bonds, Pref Shares, NDFCs, MLDs)
- Bank Borrowings (Term Loans, ECBs, FCNRBs, WCDL) etc.

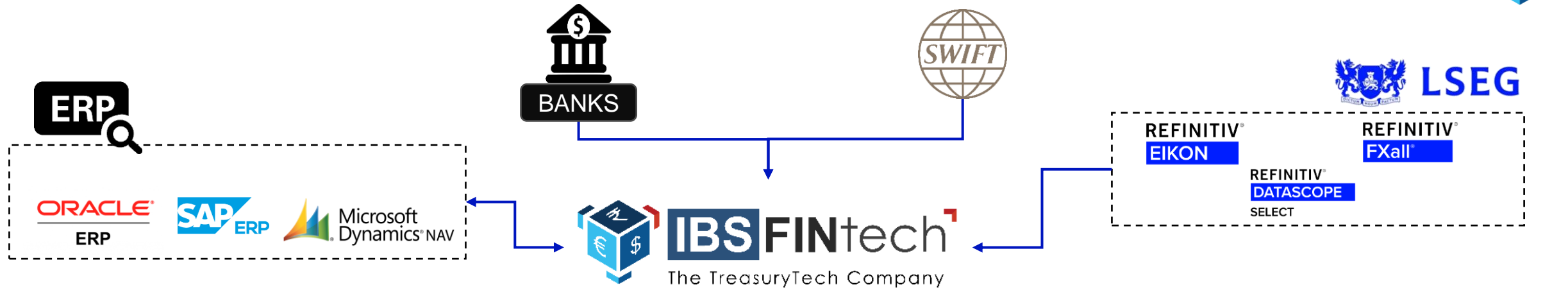
Document Management System

- Holistic DMS module for tracking and storing relevant documents

Integrations

- Market Data Providers (e.g., Refinitiv)
- Third Party Systems and ERP (e.g., SAP, Oracle)
- Bank Connectivity

Product Overview



Cash Management

- Cash Position & Cash Visibility
- Cash Forecasting
- Cash Pooling
- Fund Transfer
- Bank Statement Analysis
- Projections vs Actuals Variance Analysis

FX Risk Management

- Exposure Management
- Manage currency derivatives Forwards, Futures, Options, Swaps
- Risk Management Policy
- IFRS-9 Hedge Accounting
- Valuation Engine

Investment Management

- Manage all instruments such as FD, MF, CP, Bonds, T-Bills, Equity, PMS, MLD, Alternative Investment, etc.
- Fair Valuation of Investments
- Capital Gain, Indexation Calculation
- Benchmarking of Investments
- PnL Reporting and Accounting

Borrowing Management

- Market Borrowings (CP, Bonds, Pref Shares, NDFCs, MLDs)
- Bank Borrowings (Term Loans, ECBs, FCNRBs, WCDL) etc.
- Limit Management
- Interest Schedule Maintenance
- Interest and Principal Cash Flows tracking

Trade Finance Management

- Import Process Management - LC, BG, BC, SC
- Export Process Management - Bill Discounting
- Domestic Purchase & Sales - Factoring, PBD

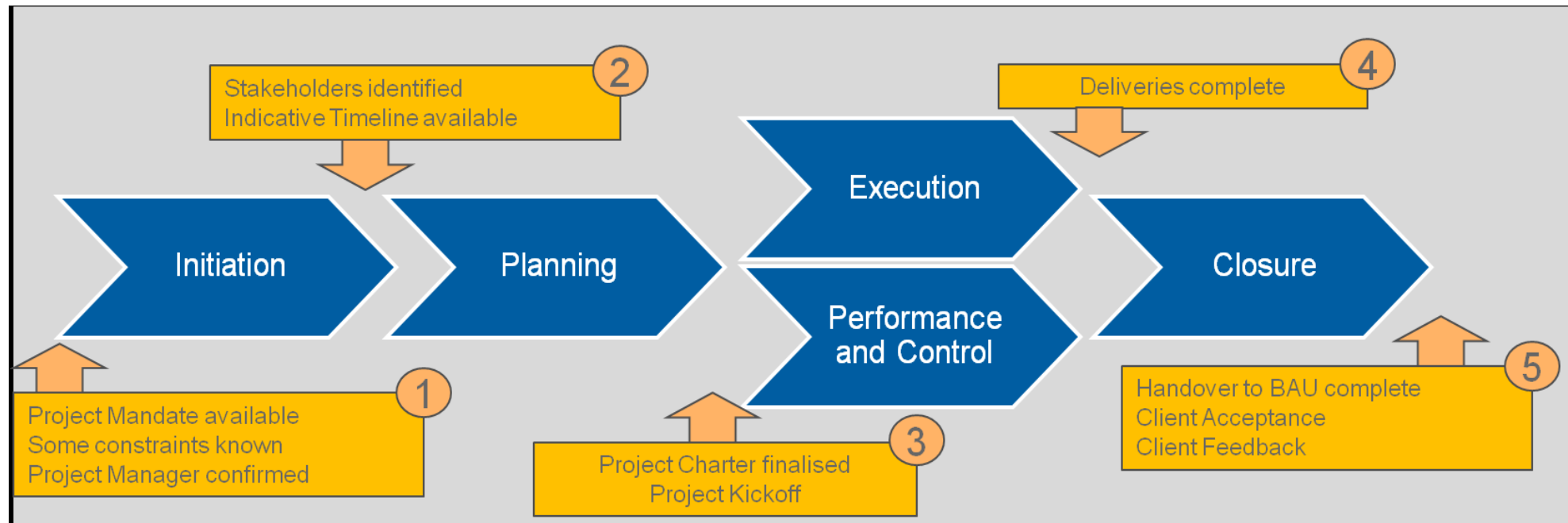
Document Management System

Dashboard & Analytics

Project Delivery Framework



- Project delivery with the best industry standards
- Consistent project management approach aligned to best practises of Waterfall and Agile Methodology
- Appropriate project governance model and risk mitigation plan
- Well defined stakeholders communication management plan agreed at the time of project kick off.



Maintenance & Support Services



Severity 1: Complete Loss of Service for Multiple Users, or Business Critical

Severity 2: Complete Loss of Service for a Single User, Loss of Resiliency

Severity 3: Non-Service Affecting

The Major Incident Management, once initiated, the process operates on a 24x7 basis until the incident is resolved

Escalation commitments:

| | Initial Update | Subsequent Updates | Invoke Major Incident Response Process |
|-------|----------------|--|--|
| Sev 1 | 30 min | 1 hour or as agreed with the customer | Immediate |
| Sev 2 | 1 hour | 2 hours or as agreed with the customer | If Business Critical |
| Sev 3 | 3 hours | Daily or as agreed with the customer | If Business Critical |

Q & A



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Thank You

