

Project Title: Talking China Treasury Operations with AB InBev	Date: November 2019
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Audio Script

Mariya: As part of a business that operates in nearly 50 countries,
Mariya: we really need to support
Mariya: the global ambitions of our company
Mariya: as well as advance our growth in China.
Mariya: To do that, we need tools
Mariya: that help us to manage our liquidity
Mariya: and provide visibility into treasury operations.
Clara: Managing liquidity
Clara: is one of the most important tasks for treasurers.
Clara: In China, the rules around cash mobility
Clara: onshore versus offshore are quite complex.
Mariya: I think that the most challenging part is
Mariya: how to achieve the cash mobility level that we require,
Mariya: not only in China, within the region,
Mariya: but also on a global level.
Mariya: Our key business is brewing and selling beer,
Mariya: so the first thing I want to do
Mariya: is to make sure that all the processes run smoothly
Mariya: in terms of the payments collections
Mariya: and the treasury is actually there to support the core business.

Mariya: There comes a need for good visibility
Mariya: into your cash and your revenues.
Mariya: Because some parts of the APAC region,
Mariya: are still in demand for the investments,
Mariya: China at the same time is generating some excess cash
Mariya: that needs to be relocated throughout the region,
Mariya: so to make sure that we optimize our liquidity
Mariya: to fund the business in a proper way and for future growth.
Clara: For companies operating globally,
Clara: it's critical for the treasury to have clear cash visibility.
Mariya: The specifics of doing treasury here,
Mariya: at first it appeared a little bit complicated right,
Mariya: comparing for example to Europe,
Mariya: there might be a little bit more things to learn
Mariya: in terms of the regulations,
Mariya: in terms of the way you need to set up the treasury.
Mariya: But when you get into depth with it
Mariya: and you actually understand,
Mariya: doing treasury in China, it's not so complicated.
Mariya: You have your own challenges
Mariya: but at the end of the day
Mariya: as long as you have the right visibility,
Mariya: right tools, right partners,
Mariya: that can navigate you through the marketplace.
Mariya: that's pretty easy right.

Clara: So that's always the target for us,
Clara: to leverage our global capability,
Clara: to leverage our global platform,
Clara: to help you transform your treasury operations,
Clara: your treasury systems, into a global consistent platform.

Mariya: To improve visibility, a key strategy of ours globally
Mariya: is to utilize a centralized Treasury Management System,
Mariya: hence it's very important for us
Mariya: that our banking partner
Mariya: can fully integrate into this system.

Mariya: Another priority is to streamline
Mariya: the cross-border transactions.
Mariya: We want to reduce the workload of the treasury operations team,
Mariya: so they have more time to focus on
Mariya: transformational and strategic projects.

Clara: We recognize the importance for the treasury
Clara: to be able to streamline the processes.
Clara: Therefore, we provide the paperless solution
Clara: to eliminate all the paperwork related to
Clara: cross-border payments and receipts.
Clara: Also, we provide the multi-bank solutions
Clara: to enable the treasury to have clear cash visibility
Clara: through a single portal.

Mariya: What I've found useful is that
Mariya: working with our global partner

Mariya: it's good that you understand
Mariya: not only what are the specifics of our business
Mariya: in China and in the APAC region,
Mariya: but you also understand
Mariya: how that fits into the global picture of ABI.
Mariya: And that kind of helps
Mariya: to build the right structure in place, right.
Mariya: That can satisfy both local needs
Mariya: and support the local business growth,
Mariya: but also can contribute
Mariya: to the global ambitions of the company.

End card:

What would you like the power to do?

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