Audio Script

**Project Title:** Talking China Treasury Operations with AB InBev  
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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 helps 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 transformational and strategic projects.

Clara: We recognize the importance for the treasury to be able to streamline the processes.

Clara: Therefore, we provide the paperless solution to eliminate all the paperwork related to cross-border payments and receipts.

Clara: Also, we provide the multi-bank solutions to enable the treasury to have clear cash visibility through a single portal.

Mariya: What I've found useful is that working with our global partner it's good that you understand not only what are the specifics of our business in China and in the APAC region, but you also understand how that fits into the global picture of ABI.

Mariya: And that kind of helps to build the right structure in place, right.

Mariya: That can satisfy both local needs 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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