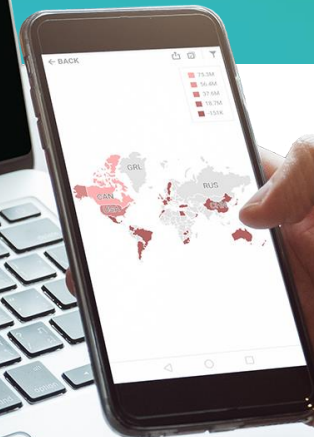
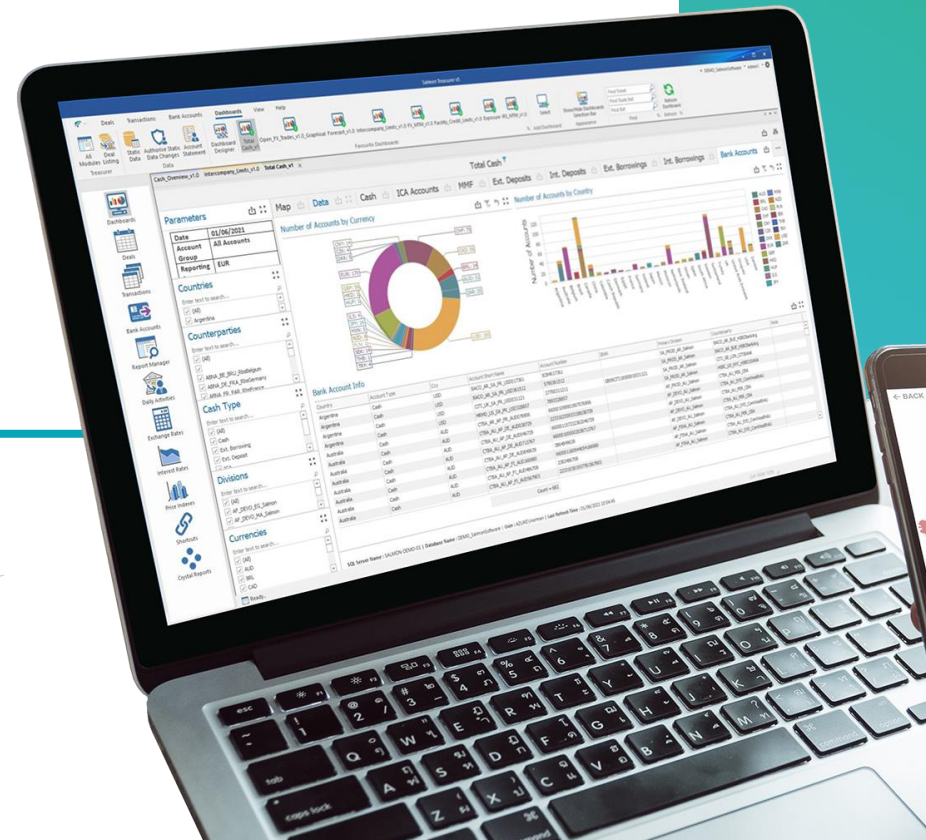


# Dedicated Treasury Management

We don't compromise..  
So you don't have to!



# Company Introduction

## Salmon Software

- Founded in Dublin, Ireland in 1985
- 35+ years of specialist treasury knowledge
- An Enterprise Ireland (Irish government) 'core' client, supporting Fintech R&D
- Customer-centric R&D
- 60+ clients, ~ 1000 users, 20+ countries
- **Offices**
  - Ireland, Czechia, UK, South Africa, Australia & Brazil.

# General Information

## Salmon Treasurer

- Elite Enterprise Treasury Management System
- Microsoft based for familiarity & easy user navigation
- Allowing 'Treasury operational simplicity'
- Large reporting library for both Dashboard & Formal reporting
- 'Future Proof' modular software licensing for operational growth
- Strong data integration tools
- Microsoft technology with Pioneering Microsoft Azure cloud hosting
- Single tenant MS SQL DB for security & flexible integration
- A strong reputation for exceptional customer service and delivery



# Common Issues with Intercompany Position Management



## Decentralization

The group may be decentralized, or acquisition driven, making it difficult for central treasury to manage the intercompany process.

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## Lack of Cash Visibility

Coupled with decentralization is often a lack of visibility on cash, subsidiaries may not accurately report cash, or report late, meaning that treasury is lacking a true understanding of the real cash position which inhibits decision making.

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## Lack of Exposure Visibility

As with cash, a lack of visibility on exposures such as FX, leaves treasury at risk of not being able to put in place appropriate procedures and policies to manage operation risk to the group.

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## Lack of Intercompany Netting

Without a proper intercompany netting process treasury may struggle with time consuming and difficult to manage intercompany settlements and position keeping.

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## Manual Processes and Reporting

All the issues above often lead to time consuming manual processes to achieve basic functions like processing IC funding requests via email, managing positions on Excel and manually sending IC statements to subsidiaries.

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# Common Solutions Deployed by Our Clients



## Pooling to Centralize Cash

Clients often put in place pooling, including zero balancing pools, to centralize cash and cash visibility. This also means that visibility for risk metrics like FX and counterparty exposure can be accurately monitored.

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## IC Netting

A netting system and process ensures an automated process for netting intercompany activity and producing the relevant settlements, reducing the time required for an often-complex manual process.

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## Centralized IC Loan Management

Centralizing the IC loan management function means the ability to view the IC loans from any perspective required including managing IC loans that are ad-hoc without fixed maturities or regular interest.

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## IC Deal Ordering

Once IC loans are centrally managed the concept of deal ordering can be approached, to give subsidiaries a portal to submit funding requests for central approval. This reduces the burden of manual processing for subsidiary requests and links to the loan management.

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## Automated Statements and Reporting

All the processes listed above lead naturally to the ability to automate a wide variety of intercompany reporting, such as distributing IC statements in bulk and generating dashboarding for central treasury.

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# How Salmon Treasurer Supports This Process



## Automated Bank Statement Collection and Pooling

Automatically collecting all required bank statements including identifying and importing pooling sweeps and integrating this with the cash position and IC position within the system.

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## IC Multi-lateral Netting Module

A full multi-lateral netting module with support for multiple netting centers, a workflow and dispute resolution mechanism and the ability to process resulting IC settlements including generating payment files.

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## IC Loan Management

A dedicated Intercompany module to centralize loan management and recording all intercompany movements.

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## IC Deal Ordering

A dedicated intercompany deal ordering module, including the ability for subsidiaries to log into a web portal to submit requests.

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## Automated Statements and Reporting

Generating IC statements and bulk distribution at the click of a button as well as dynamic dashboarding with a built-in dashboard designer.

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# Key Benefits

Selecting Proven Technology that can be relied on

## Define Policy Supported by Technology

Clearly defined treasury policies drive the selection process of the technologies needed to support policy and achieve their targets.

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## Best of Breed Systems

Choosing best of breed systems ensures longevity for the chosen systems and supports a strategic approach to operating the treasury function.

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## Centralization

Having processes and technology in place for the intercompany function greatly eases future acquisitions and changes in the business.

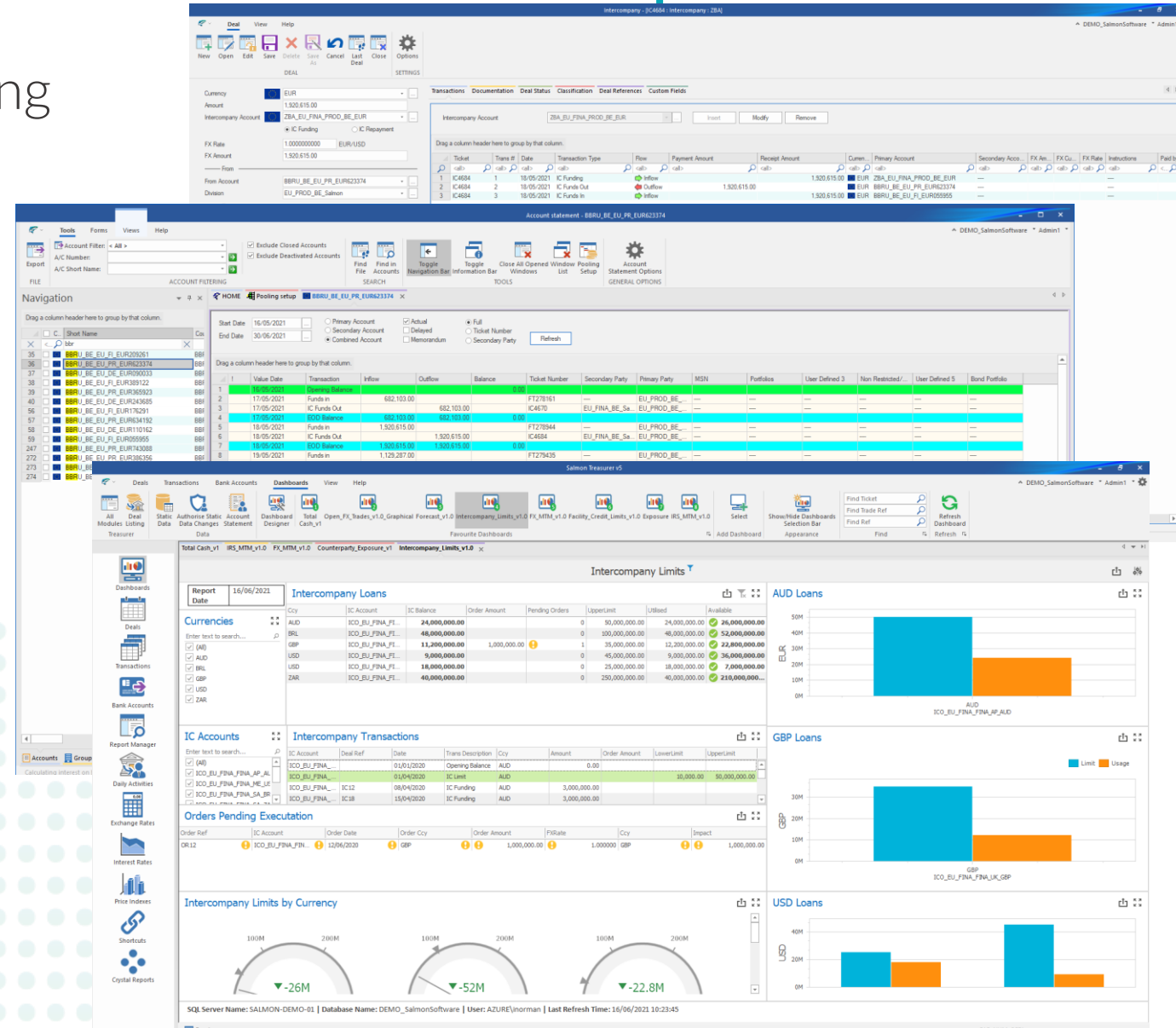
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# Salmon Treasurer

## Statement Import and Pooling

- Import statements from any format
- Physical and notional pooling
- Reallocation of pooled interest across contributing accounts
- Automated import of ZBA sweeps
- Automatic updating of intercompany positions from ZBAs

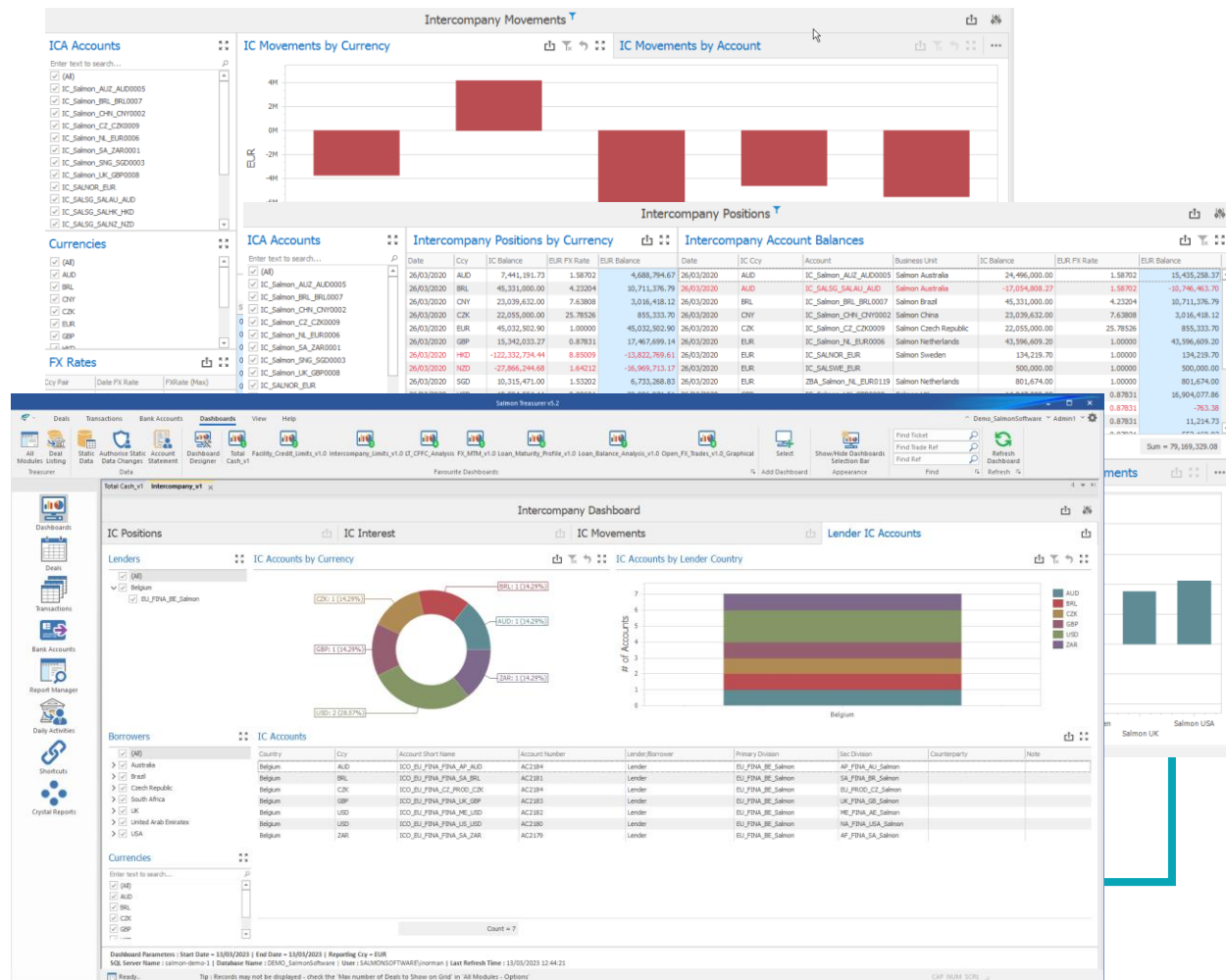




# Salmon Treasurer

## Intercompany Processing

- Multi-Currency Intercompany Position Keeping
- No transaction mirroring
- Incorporates fixed maturity and open ended IC loans
- Calculate interest on IC positions with automated IC statement delivery by email



# Salmon Treasurer

## Intercompany Multi-Lateral Netting

- Complete multi-lateral netting process
- Import source data from any system including ERPs
- Workflows and dispute resolution
- Automate the settlement process
- Subsidiary Portal Access
- Supporting dashboarding and reporting

The screenshot displays the Salmon Treasurer v5.2 software interface, specifically the Intercompany Netting module. The top navigation bar includes options like Deals, Transactions, Bank Accounts, Dashboards, View, and Help. Below this, there's a section for 'Intercompany Netting v1.0' with various sub-modules like Deal Modules, Listing, Static Data, and more. The main area shows a table of netting items with columns for Settlement Date, Information, Status, Record ID, Batch, Original Date, Netting Date, Netting Centre, Settlement Company, Ticket No., Payment, Currency, Original Amount, and Amount. The table lists several transactions with their respective details. On the right side, there's a summary section showing 'Settlement Amount (USD)' with values like 0.96030, 1.00000, and 10.60030. At the bottom, there's a 'Netting Items' section with a table listing various transactions and their settlement dates.

# Salmon Treasurer

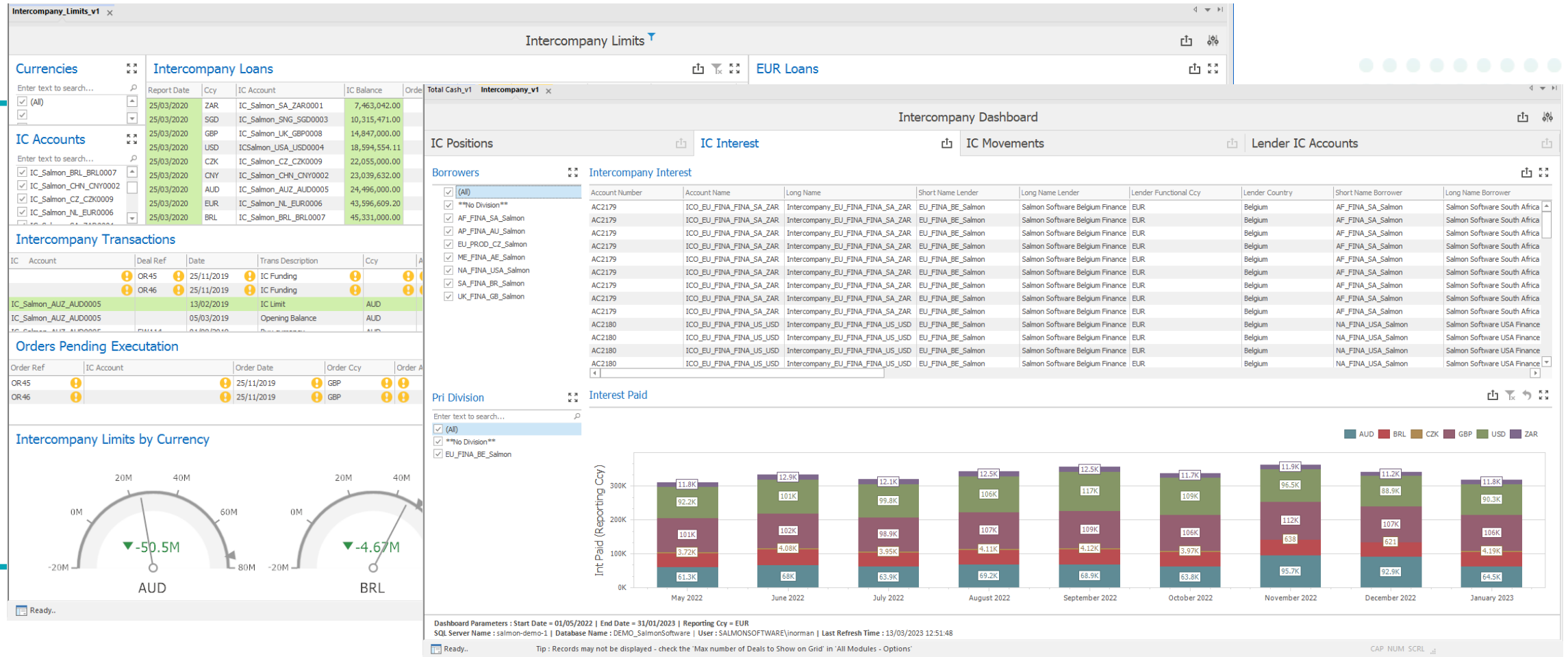
## Intercompany Deal Ordering

The screenshot displays the Salmon Treasurer Intercompany Deal Ordering interface. The top section shows a list of deal orders with columns for Ref, Status, Ticket, Order, Module Type, Deal Type, Order Template, Trade Date, Start Date, End Date, Deal Cur, Deal Amount, Buy / Sell, FX Cur, Primary Division, Secondary Division, and Counterpart. Below this is a detailed view of a specific deal order, showing fields for Order Amount, Intercompany Account, IC Funding/Repayment, FX Rate, FX Amount, From Account, Division, To Account, Trade Date, and End Date/Value Date. At the bottom, there are two progress bars for Intercompany Account Limit Date and IC Funding Orders Pending Execution, both showing 'Limit OK'.

- Portal available for access
- Multi-lingual and can be white labelled
- Subsidiaries can enter requested movements such as funding requests
- Check and monitor IC limits
- Central treasury approval automatically creates required IC deals
- Full integration into other system workflows such as settlements

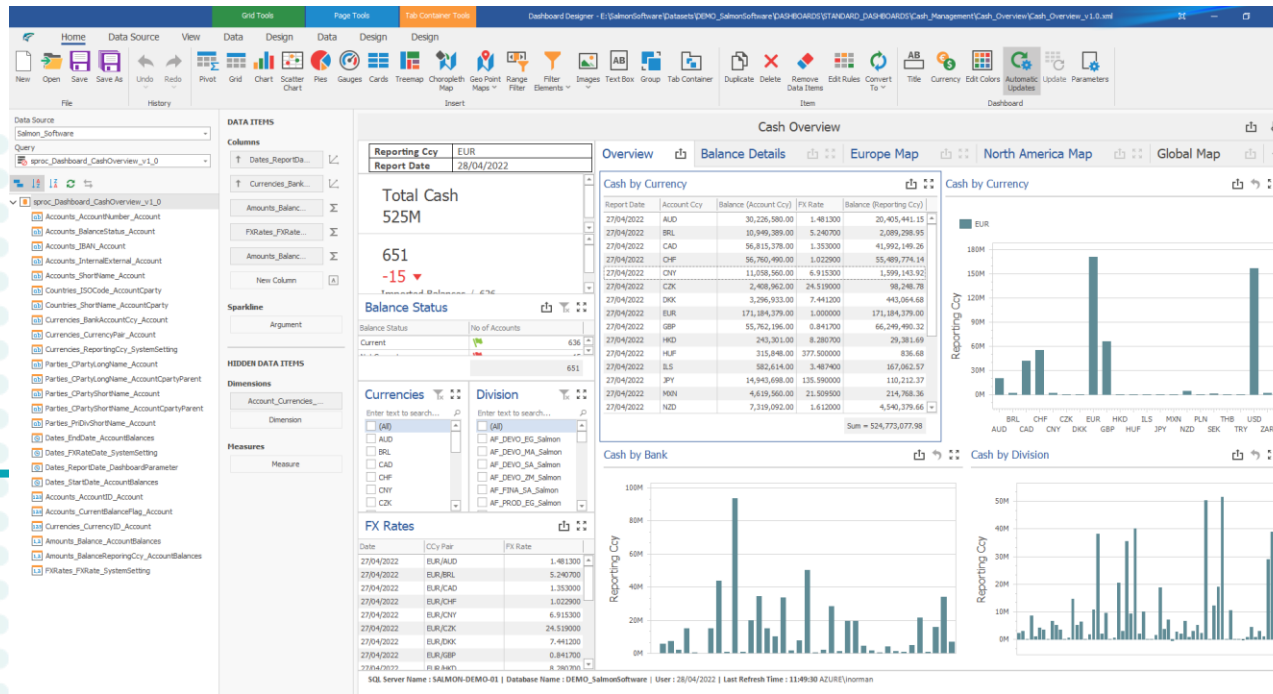
# Salmon Treasurer

## Intercompany Dashboards



# Salmon Treasurer

## Dashboard Builder



- Design your own reports – user friendly drag and drop functionality
- Monitor custom KPIs
- Real-time reporting
- Graphs and tables from all dashboards can be exported

A stylized, light teal fish graphic is positioned behind the text. The fish is oriented horizontally, facing right, with its body curved slightly upwards. It has a simple, abstract design with visible fins and a tail.

# System Demonstration



Visit our stand for a copy of an  
Intercompany Case Study

