

ECR & FEE OPTIMIZATION

BANK FEE MANAGEMENT WEBINAR SERIES



JASON CAMPBELL

Business Development Leader, Strategic Treasurer

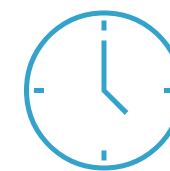
CRAIG JEFFERY

Managing Partner, Strategic Treasurer



WHAT

Considering bank relationships, ECR and bank fees in the current environment.



WHEN

Tuesday, March 21, 2023
11:00 – 11:30 AM EDT

Wednesday, March 22, 2023
2:00 – 2:30 PM EDT



WHERE

Live online presentation
Replays at StrategicTreasurer.com



This presentation is provided by Strategic Treasurer.

ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



JASON CAMPBELL

Jason Campbell is a Business Development Leader and Podcast Host at Strategic Treasurer. He has over 20+ years in business operations and leadership throughout various industries, mainly in tax and financial services. His expertise areas are business development execution, customer engagement and sales presentations.



CRAIG JEFFERY

Craig Jeffery formed Strategic Treasurer in 2004 to provide corporate, educational and government entities direct access to comprehensive and current assistance with their treasury and financial process needs.

His 30+ years of financial and treasury experience as a practitioner and as a consultant have uniquely qualified him to help organizations craft realistic goals and achieve significant benefits quickly.

TOPICS OF DISCUSSION

KEY AREAS OF FOCUS &
ANALYSIS



BANK RELATIONSHIPS

WHAT TO EXPECT



FAIR MARKET PRICING

IMPLICATIONS



EXAMINING VARIOUS RATES

AND THEIR RELEVANCE TO ONE
ANOTHER



PRACTICAL IMPLICATIONS

HOW TO MOVE FORWARD

BANK RELATIONSHIPS

WHAT CORPORATES SHOULD EXPECT



Access to capital and credit



Good customer service



Quality services



Fair transparent market pricing



Strong relationship management



Act as an advisor

FAIR MARKET PRICING

THE REALITIES



Lack of visibility impacts



ECR and bank fee optimization



Local and international accounts



Analytics and reporting



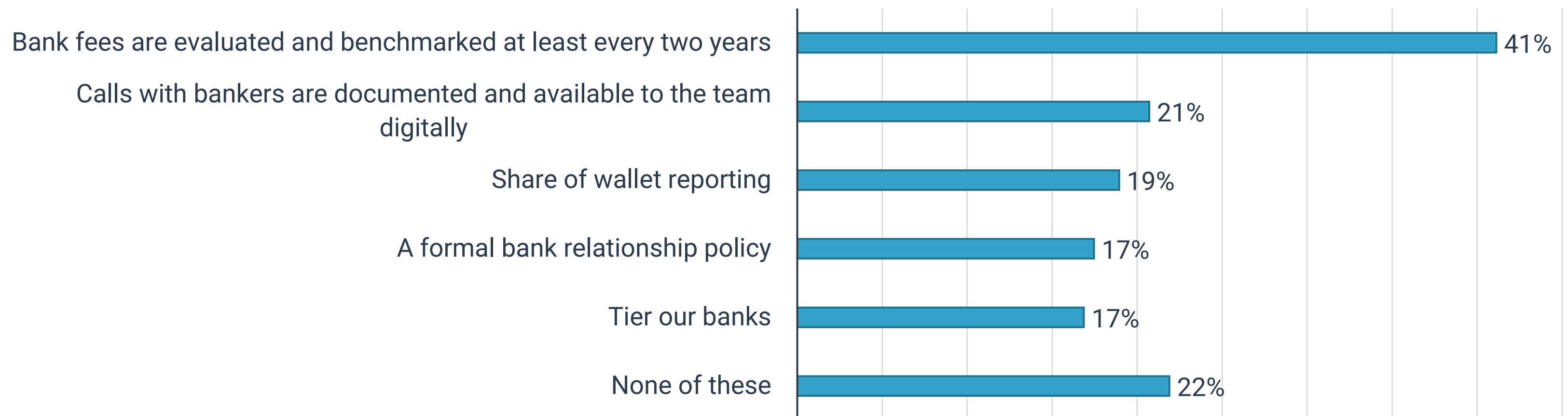
Use of appropriate services

POLL QUESTION

Poll 1 - We formally track our ECR rate against external rates:



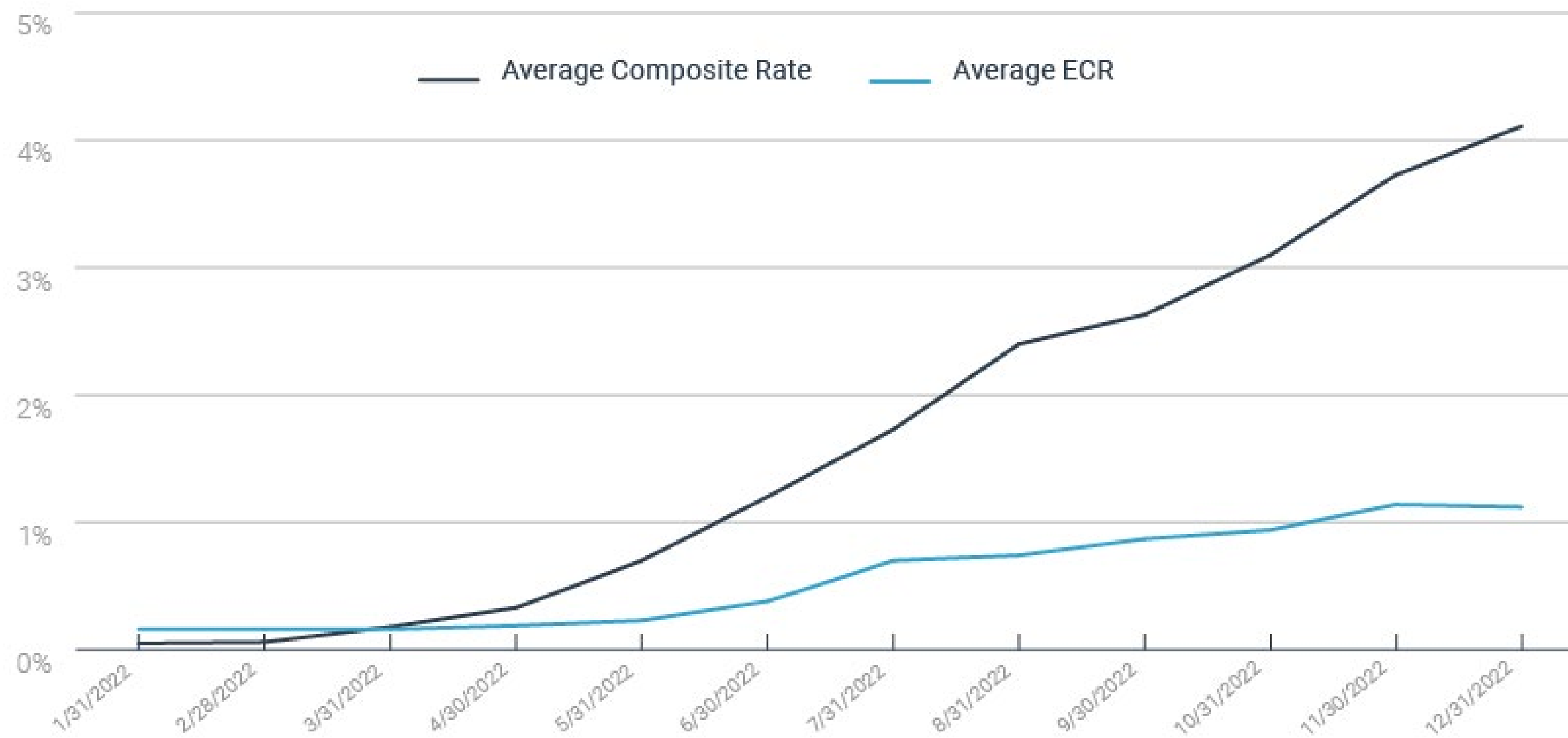
Poll 2 - We have the following practices in place:



Note: Poll data is a combination of poll results from both webinars.

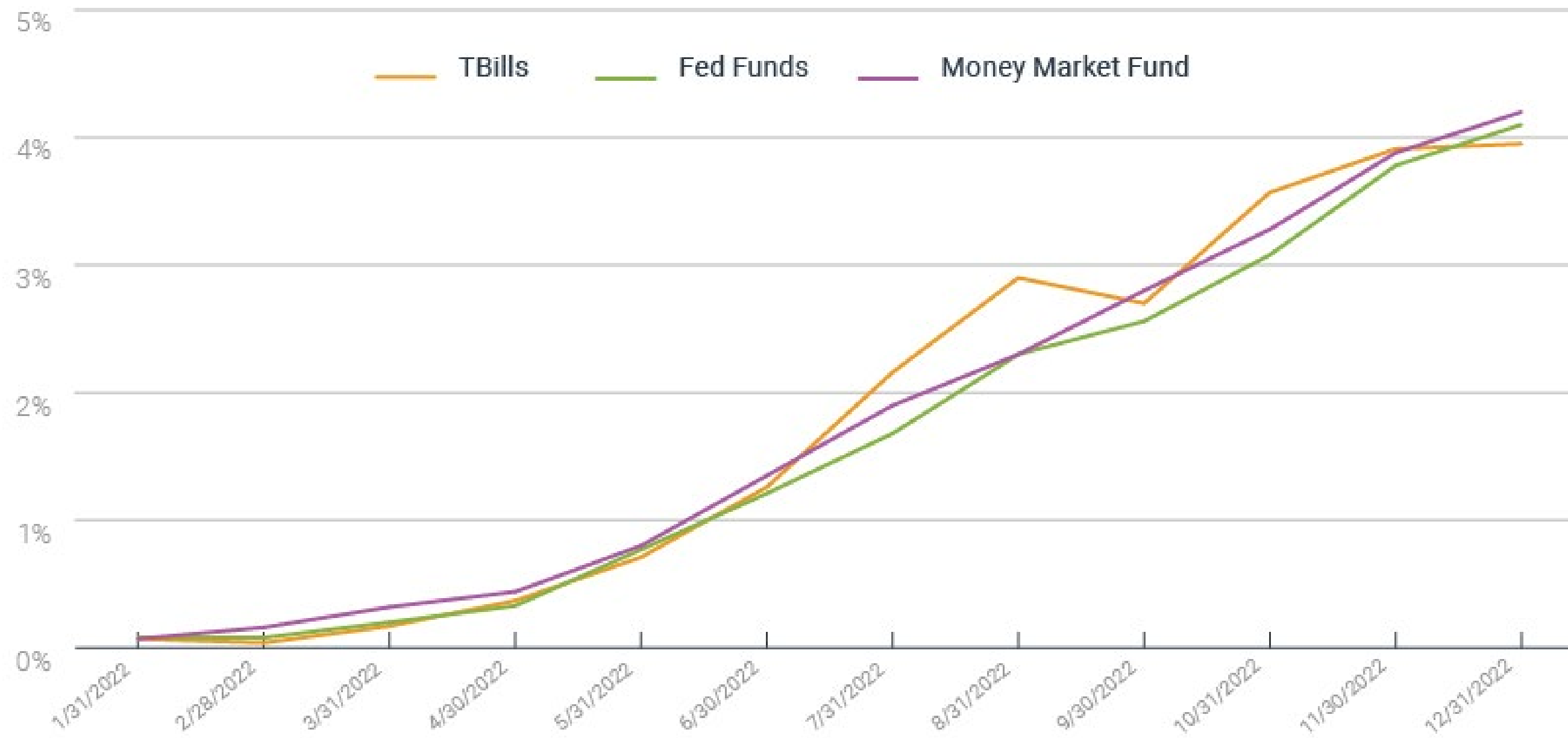
AVERAGE ECR

IN CONTEXT



Note: Average Composite Rate uses eight different short-term investments and rates.

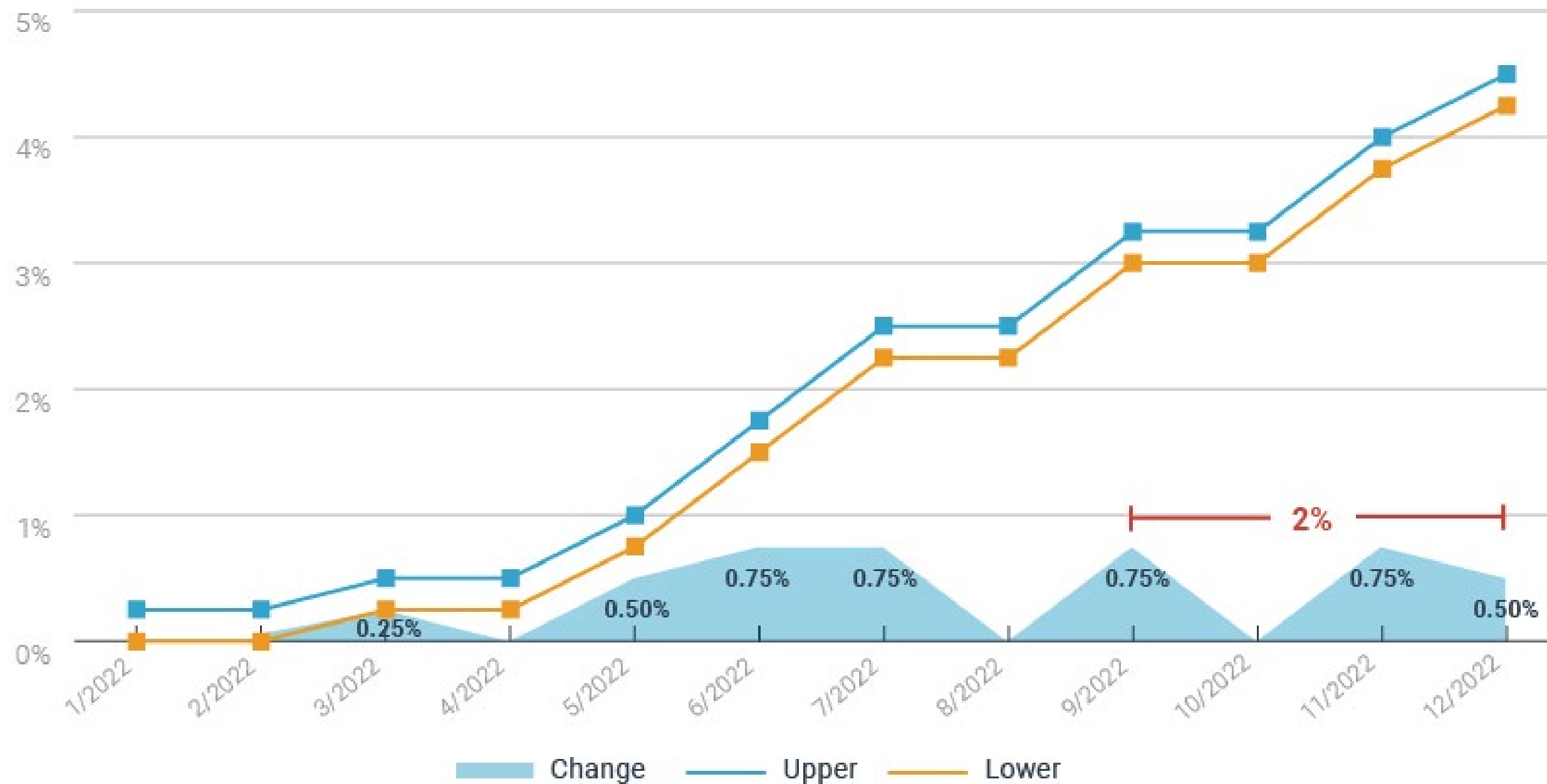
INVESTMENT RATES



Note: Money Market Fund/Fed Funds/T-Bills short-term rates and instruments.

FED FUND RATES

CHANGES OVER A YEAR



Note: Shows interest rate changes (blue shaded areas) and rate ranges throughout 2022 through first rate increase in 2023.

FEES PAID & ECR

A CORRELATION



Companies that pay more in bank fees are correlated with receiving a higher ECR.

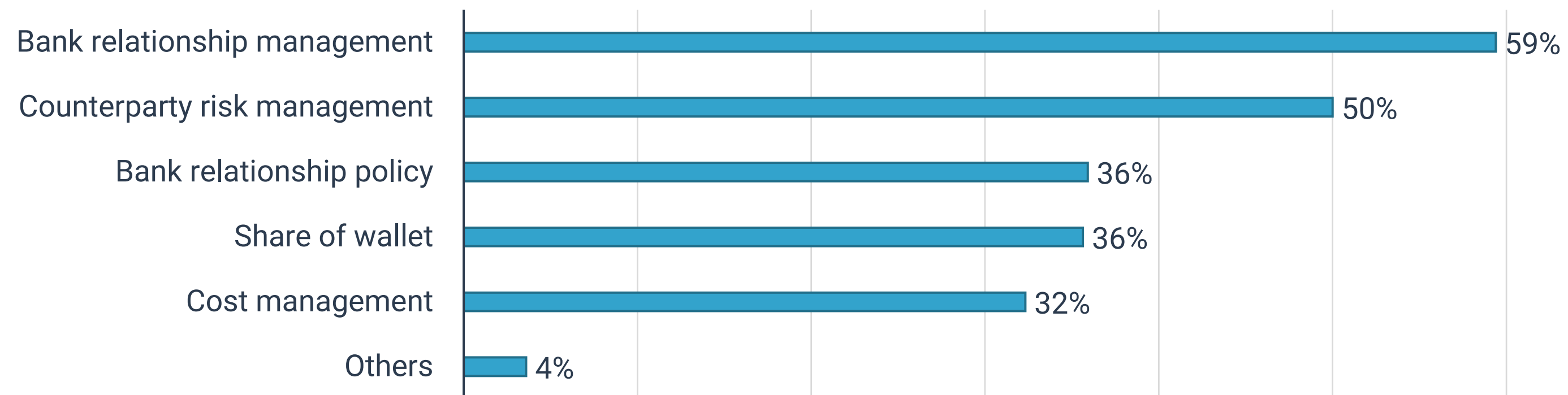
EST. ANNUAL FEES PAID	1 st QUARTILE	MEDIAN	3 rd QUARTILE
<\$250K	0.22%	0.60%	1.28%
\$250K-1M	0.71%	1.42%	1.69%
>\$1M+	1.72%	2.43%	3.14%

POLL QUESTION

Poll 3 - Has counterparty risk management changed in the past two months?



Poll 4 - Please indicate any key areas you'd like to see covered in another webinar:



Note: Poll data is a combination of poll results from both webinars.

WHY DOES THIS MATTER?

PRACTICAL RELEVANCE

Being equipped with data allows you to have a reasonable discussion with your banker about your ECR and the overall compensation you are providing them.

Key factors in bank relationships



Level of credit extended



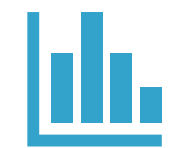
Advice and guidance provided



Services and service level delivered



Commitment to the relationship



Fees, rates and overall compensation

WHAT YOU CAN DO

NEXT STEPS

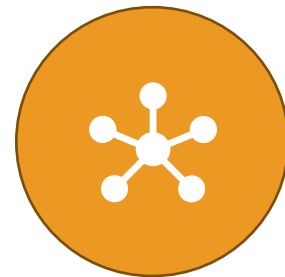


Understand your total spend



Have granular benchmarking performed

- Different methodologies available



Ensure your bank fee management factors in:

- Complexity of services used: manual vs. automated
- Other statistical dimensions used that affect pricing
 - RAROC (risk-adjusted return on capital calculation)
 - Credit rating
 - Industry
 - Size
 - Share of wallet

LET'S CONNECT

DON'T LET THE LEARNING END HERE...
CONTACT US WITH ANY FUTURE QUESTIONS.

Thank you for your interest in this presentation and for allowing us to support you in your professional development. Strategic Treasurer and our partners believe in the value of continued education and are committed to providing quality resources that keep you well informed.



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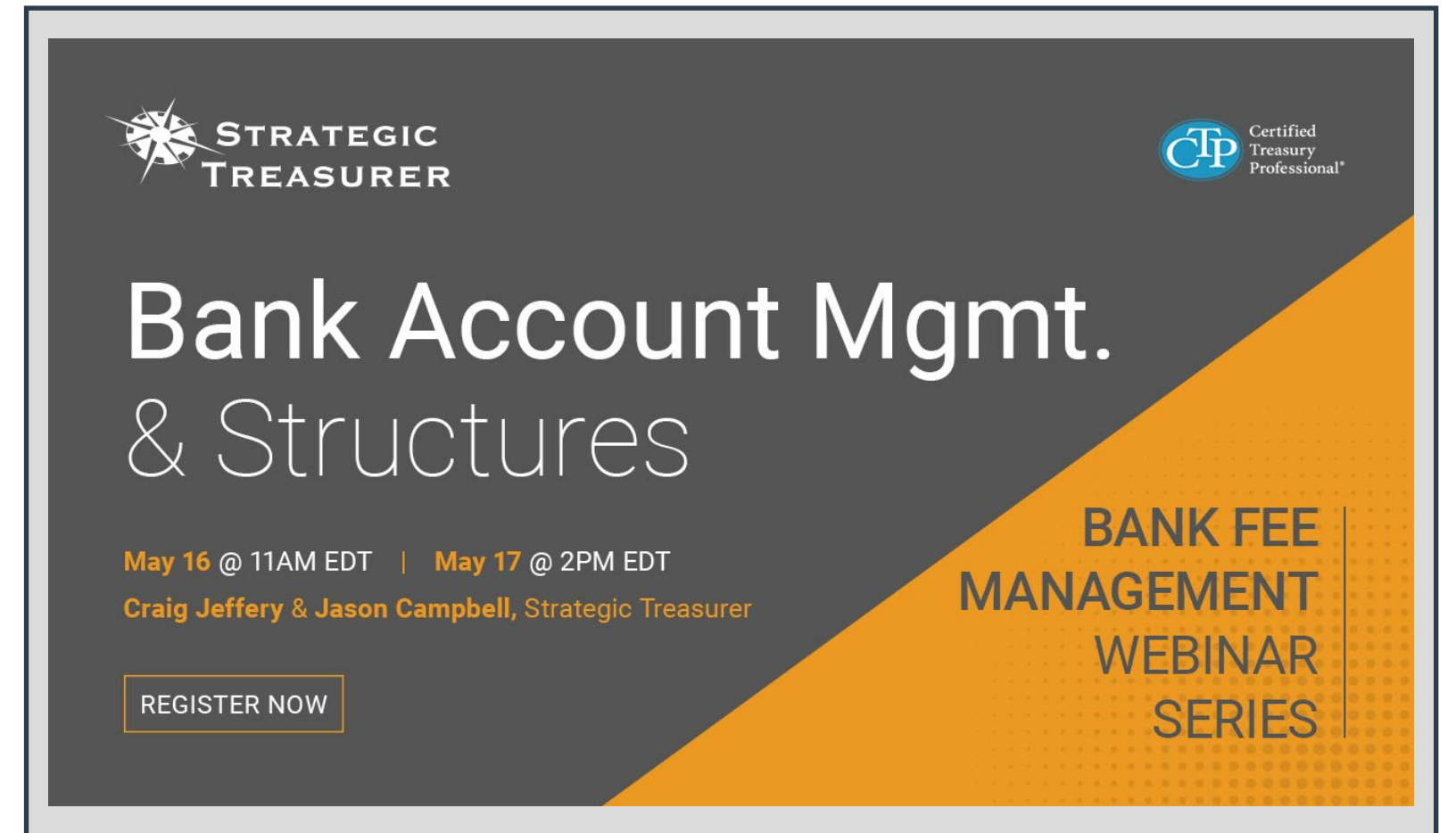
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The banner features the Strategic Treasurer logo and CTP Certified Treasury Professional logo in the top left. The main title is "Bank Account Mgmt. & Structures" in large white font. Below it, the dates "May 16 @ 11AM EDT | May 17 @ 2PM EDT" and speakers "Craig Jeffery & Jason Campbell, Strategic Treasurer" are listed. A "REGISTER NOW" button is in the bottom left. On the right, a diagonal orange section contains the text "BANK FEE MANAGEMENT WEBINAR SERIES" in white.

Register for the next Bank Fee Management webinar



A dark blue button with a white icon of a document with a checklist and the text "Register now" in white.