

NON-BANKING FINANCIAL INSTITUTIONS SURVEY RESULTS



STEVE BULLOCK

Vice President of Insurance & Financial Services, Kyriba

CRAIG JEFFERY

Managing Partner, Strategic Treasurer



WHAT

Evaluating survey results and discussing topics such as collateral management, technology and security within the NBF1 treasury industry.



WHEN

Thursday, May 12, 2022
2:00 – 3:00 PM EDT



WHERE

Live online presentation
Replays at StrategicTreasurer.com



FP&A®

Certified Corporate
Financial Planning &
Analysis Professional



This presentation is provided by Strategic Treasurer and Kyriba.

ABOUT THE SPEAKERS

GET TO KNOW TODAY'S SUBJECT MATTER EXPERTS



STEVE BULLOCK

Steve Bullock is Kyriba's Vice President of Insurance & Financial Services. His background includes 14 years as a practitioner within Treasury at Aon, one of the world's largest insurance brokers, where he implemented their first treasury solution. This is balanced with 20 years within the TMS software space.



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



ACCOUNTS

MULTIPLE TYPES AND
VARYING VOLUME



PAYMENTS

ORGANIZATION AND
COMPLEXITY



OVERALL PRIORITIES

WHAT'S MOST IMPORTANT?



CONTROLS AND BENCHMARKS

SECURITY AND MEASUREMENT



COLLATERAL MANAGEMENT

ROLE AND IMPACT



KEY TAKEAWAYS

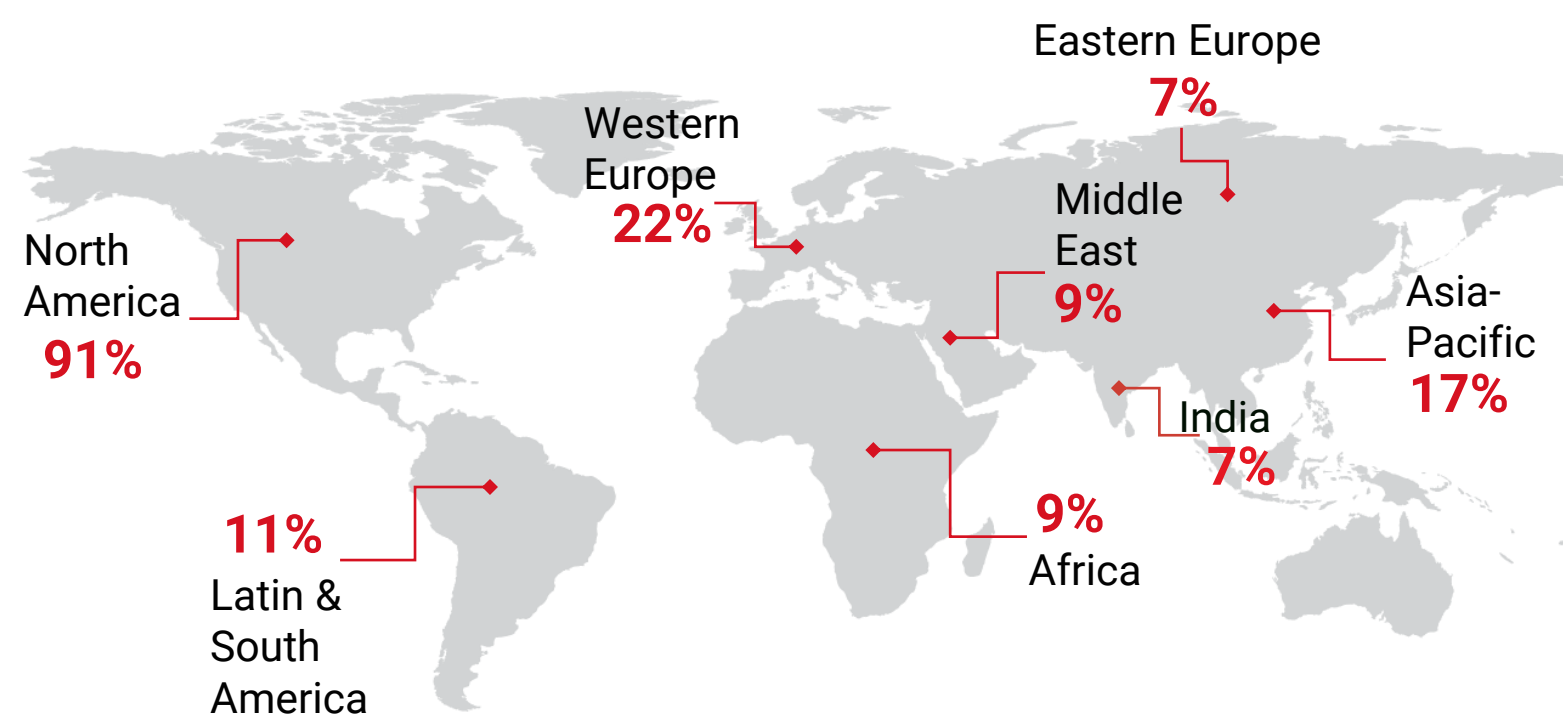
AND FINAL THOUGHTS

SURVEY QUICK STATS

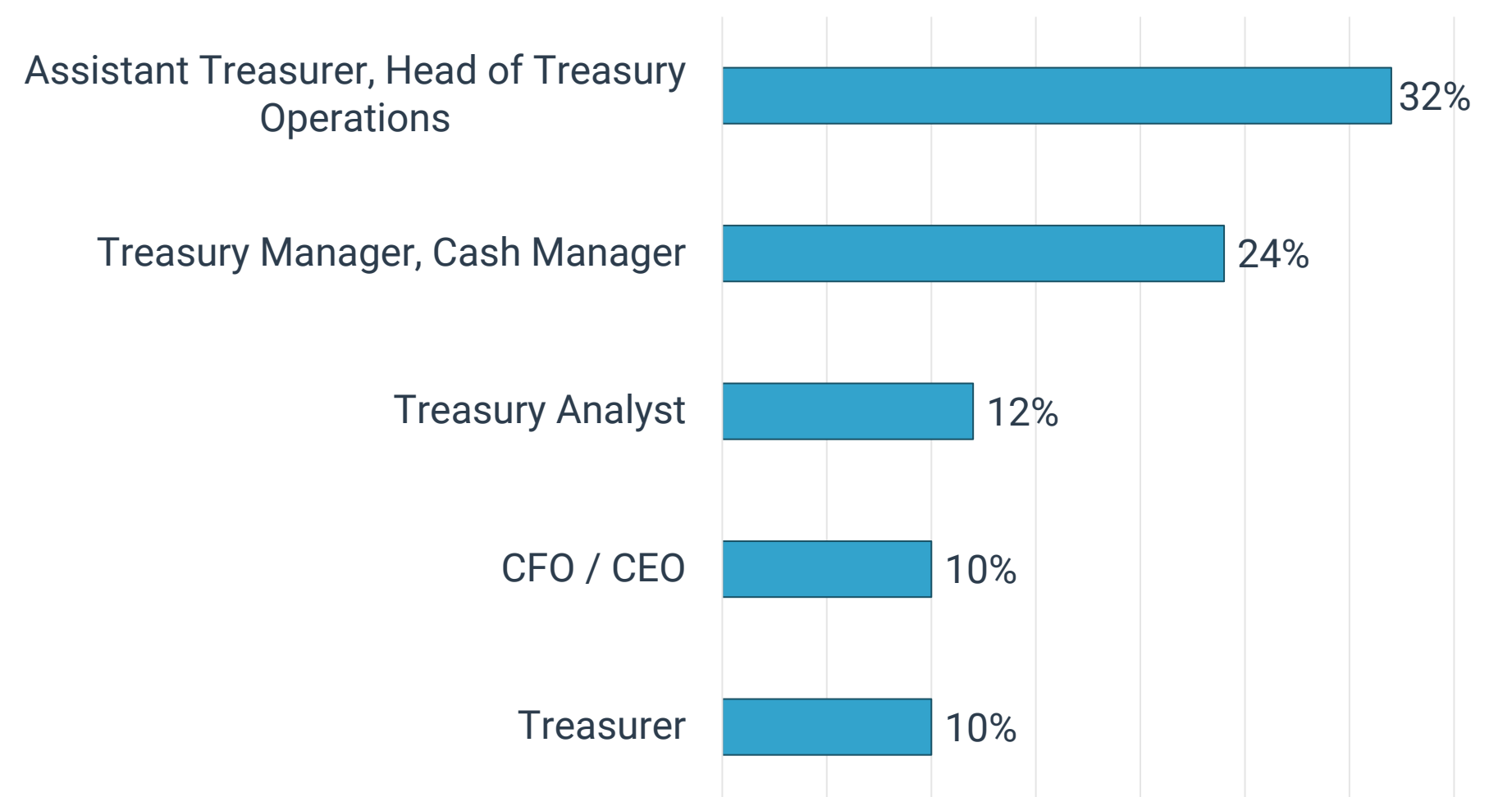
2022 NON-BANKING FINANCIAL INSTITUTIONS



Regions of Operations



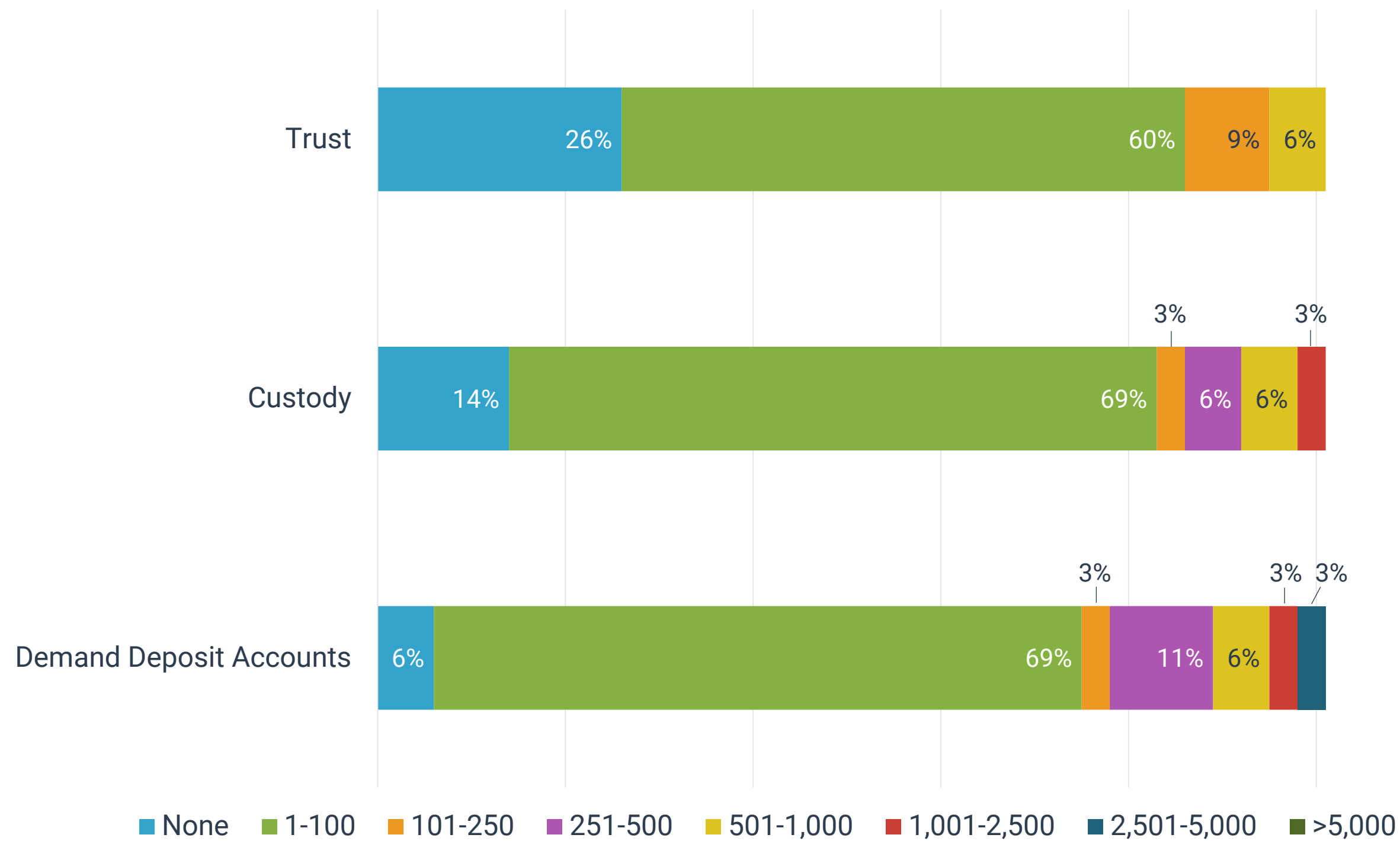
Top Corporate Roles



ACCOUNTS

QUANTITY AND TYPES

> How many of the following bank accounts does your organization have (including subsidiaries and joint ventures where you own 50% or more)?



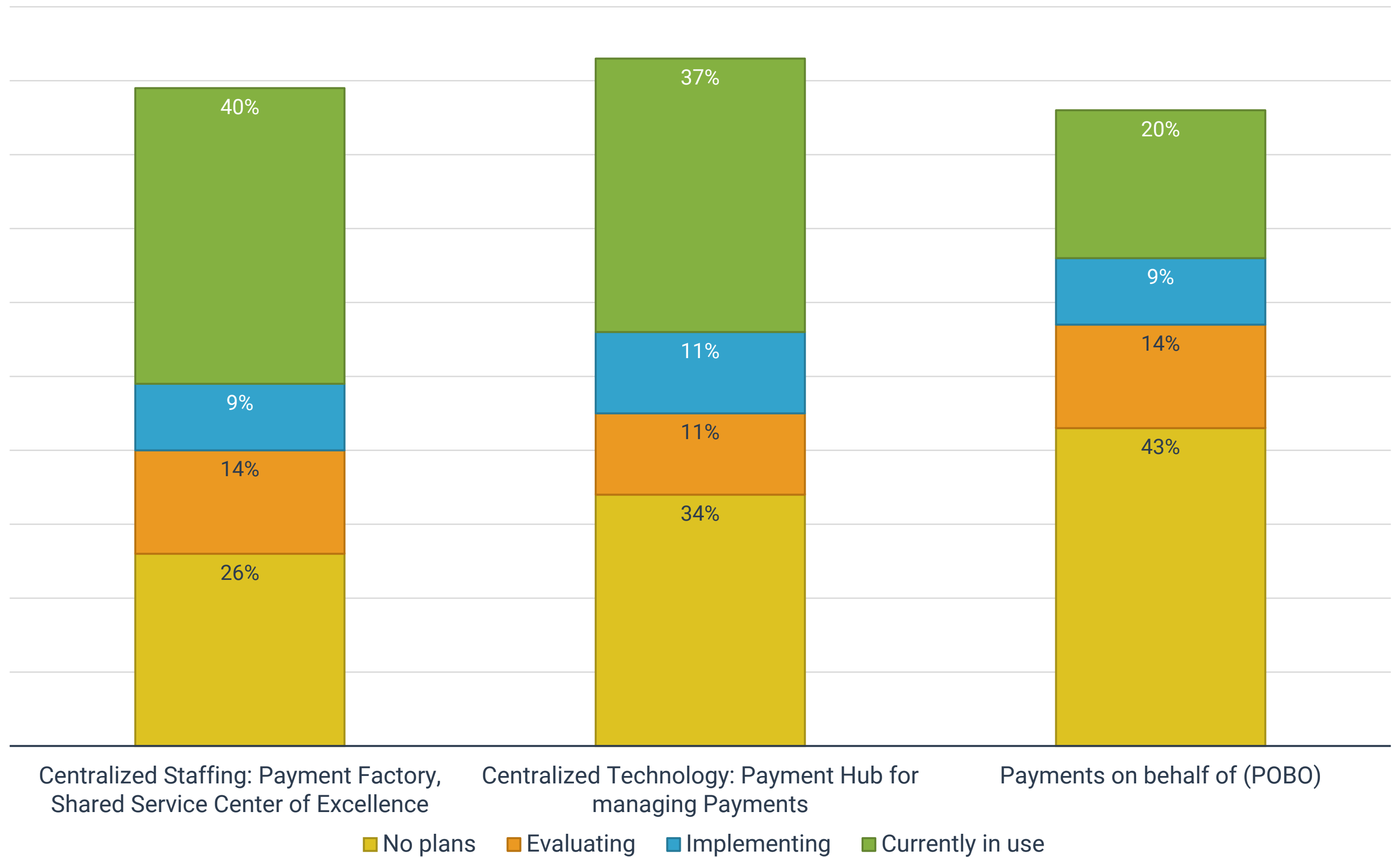
The NBFIs industry uses multiple account types, and a notable minority have a high volume of accounts.

PAYMENTS

COMPLEXITY AND ORGANIZATION OF DISBURSEMENTS

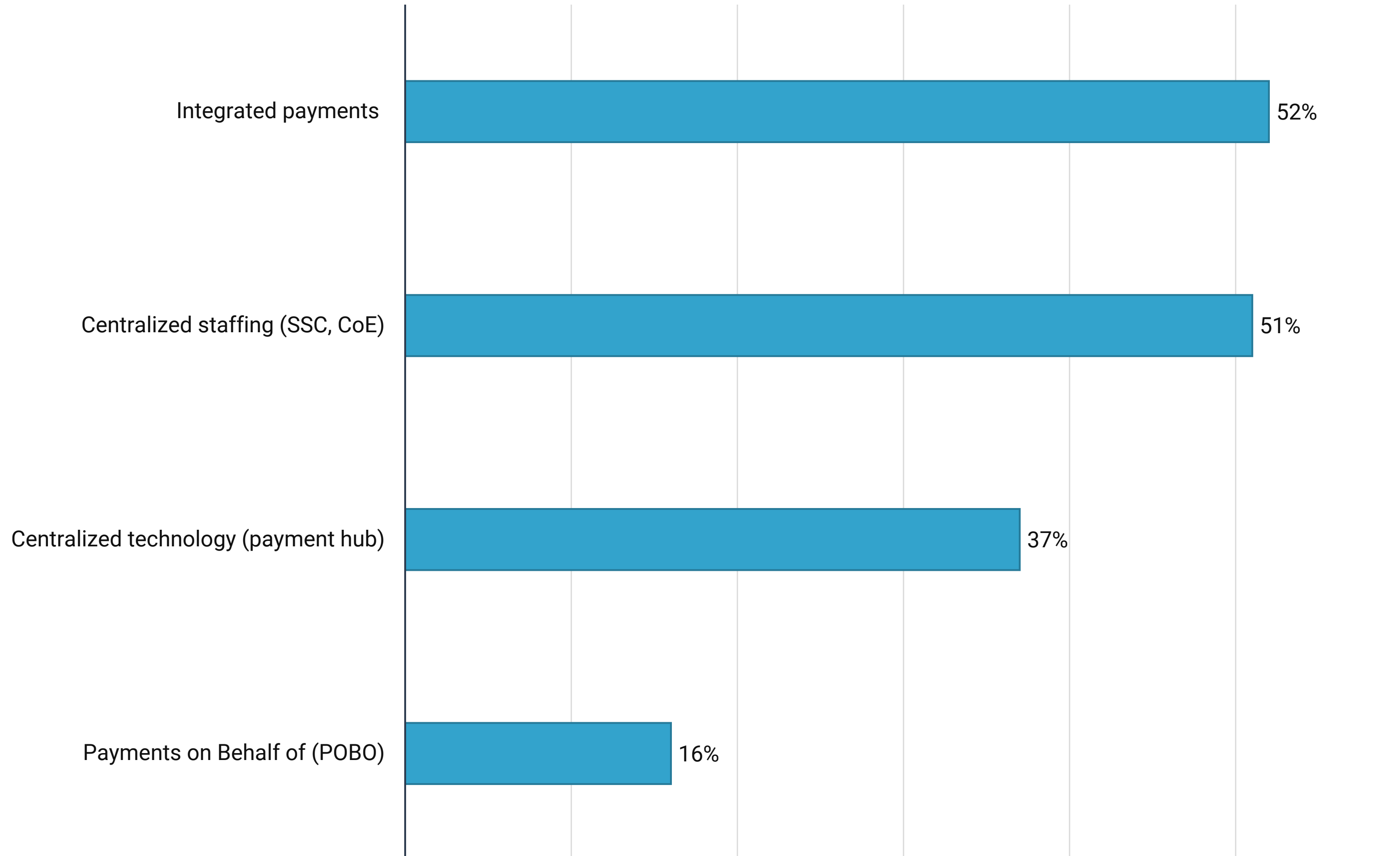
> We use the following aggregation techniques/tools for PAYMENTS:

Shared service centers are most used option (49% in use or being implemented)



POLL QUESTION

We use the following tools or structures for payments:

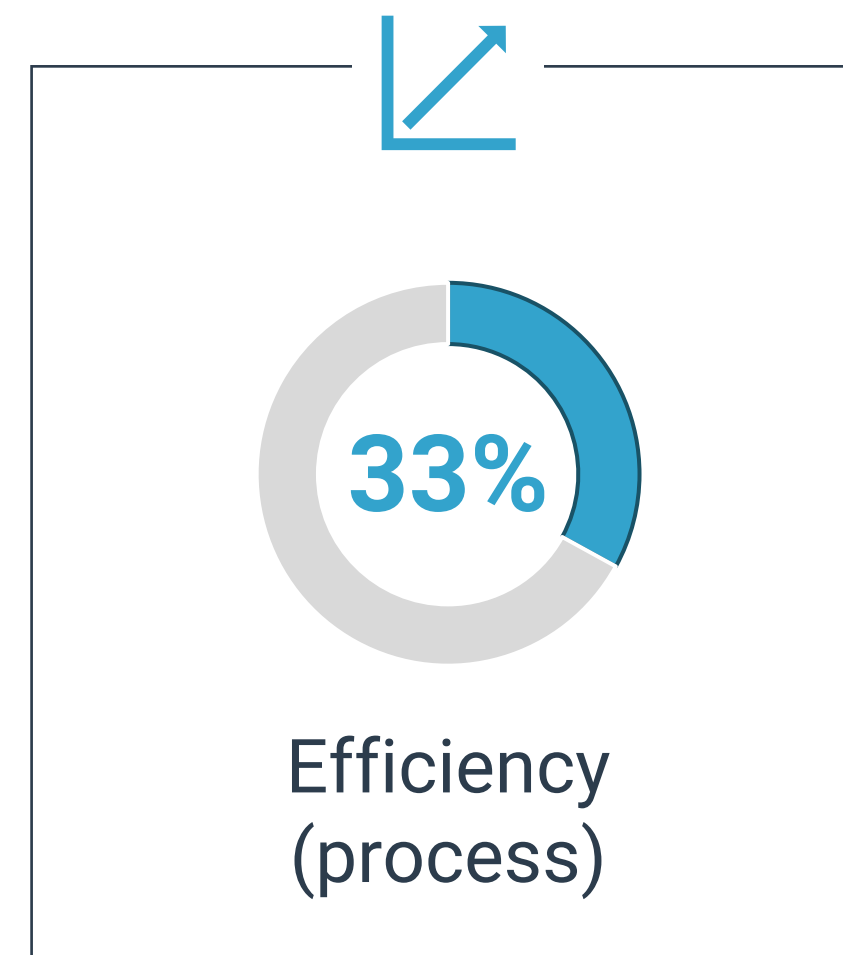
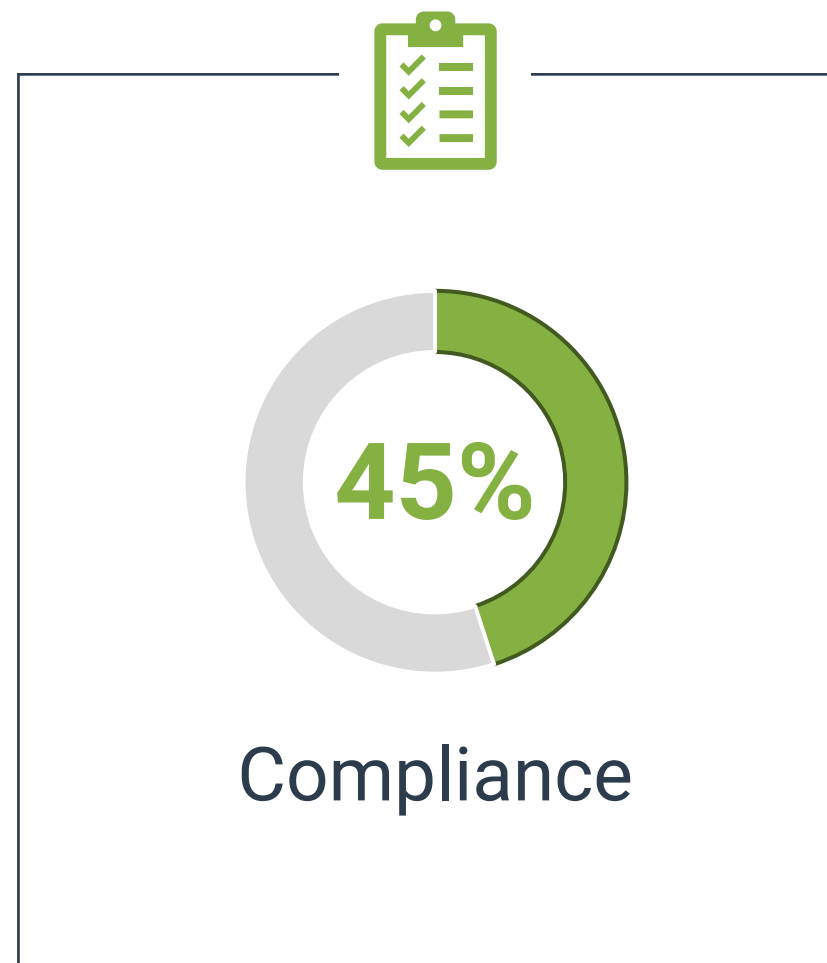
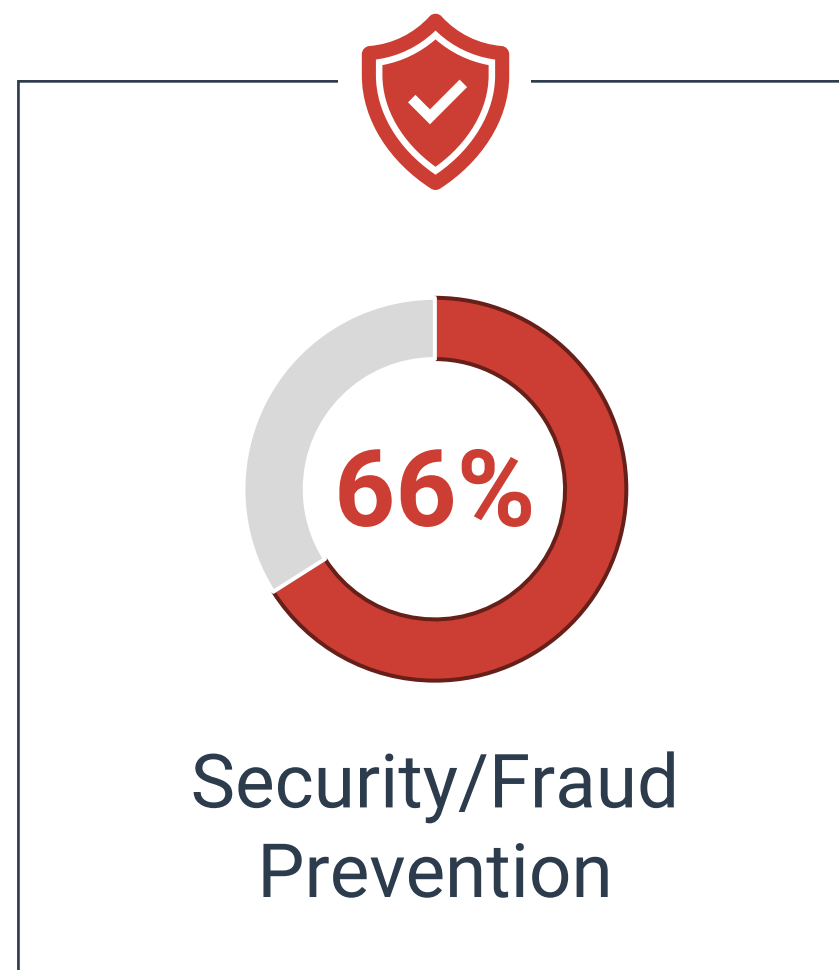


PRIORITIES

SECURITY, COMPLIANCE AND EFFICIENCY WIN OUT

> What are the highest priorities over the next 12-18 months? Please rank from 1 to 7 (1 being the most important):

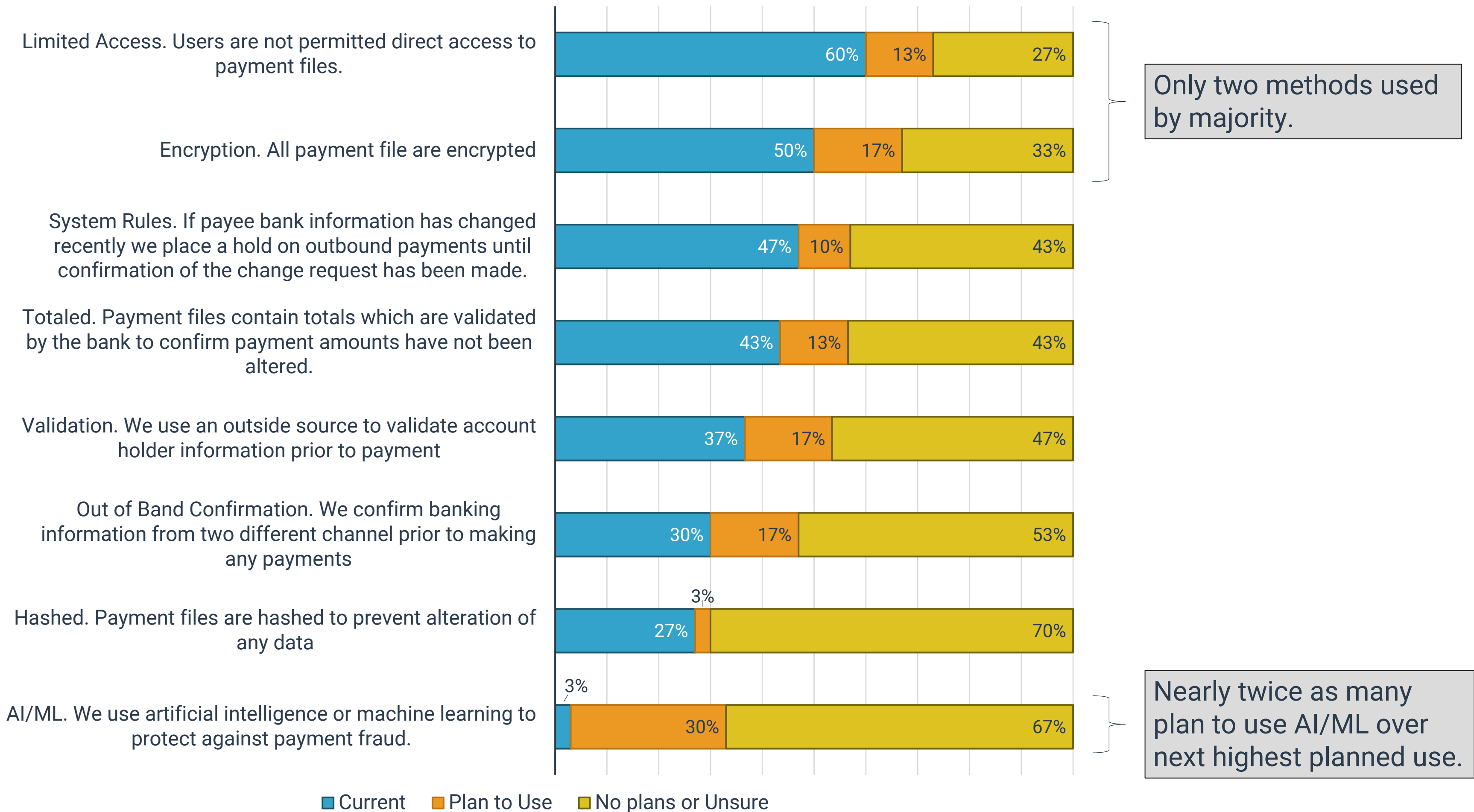
Looking at what respondents ranked 1st and 2nd, the highest priorities are clear.



CONTROLS AND SECURITY

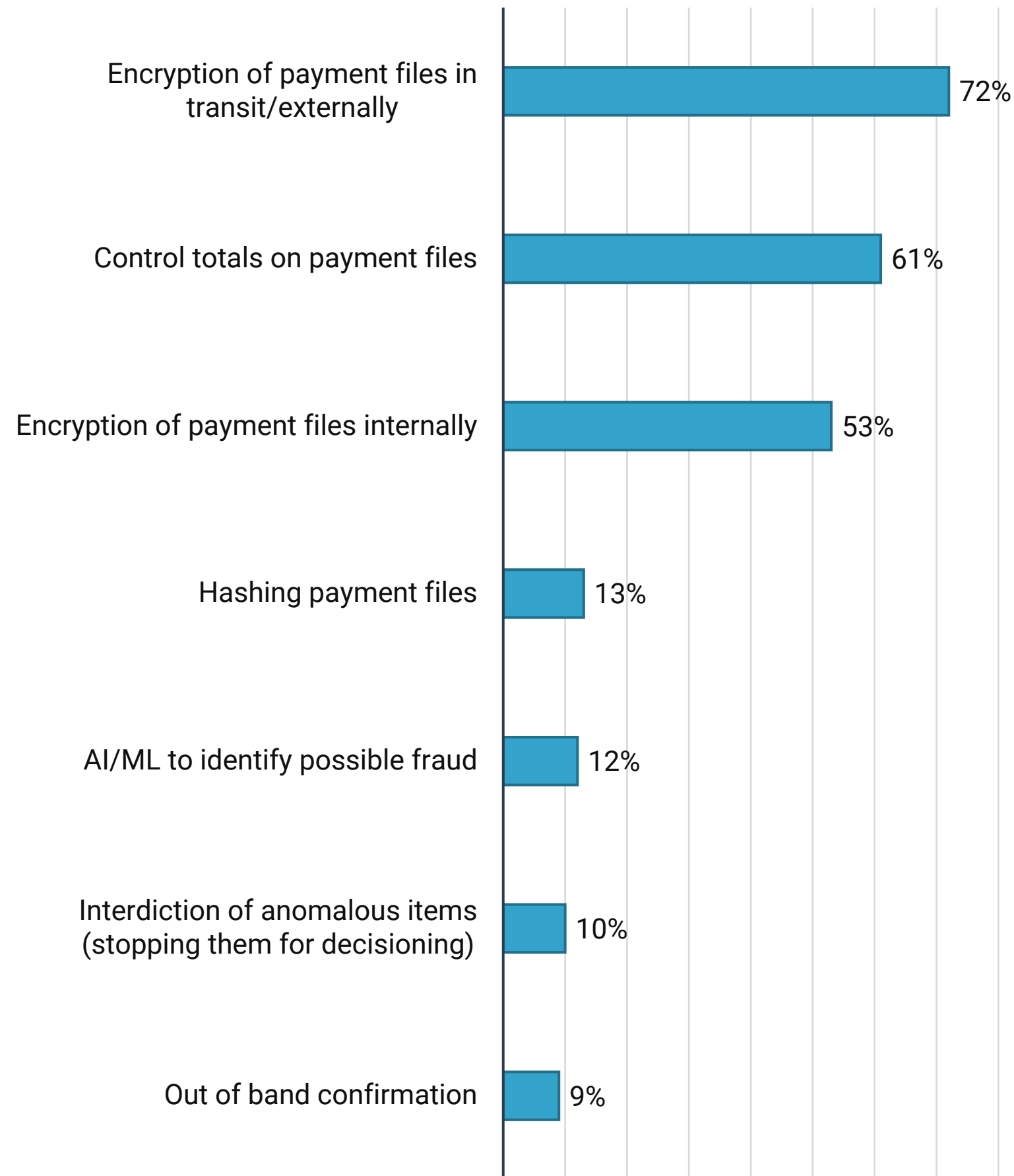
FASTEST GROWTH EXPECTED IN AI/ML

> For payment control and approval, we use or plan to use the following:

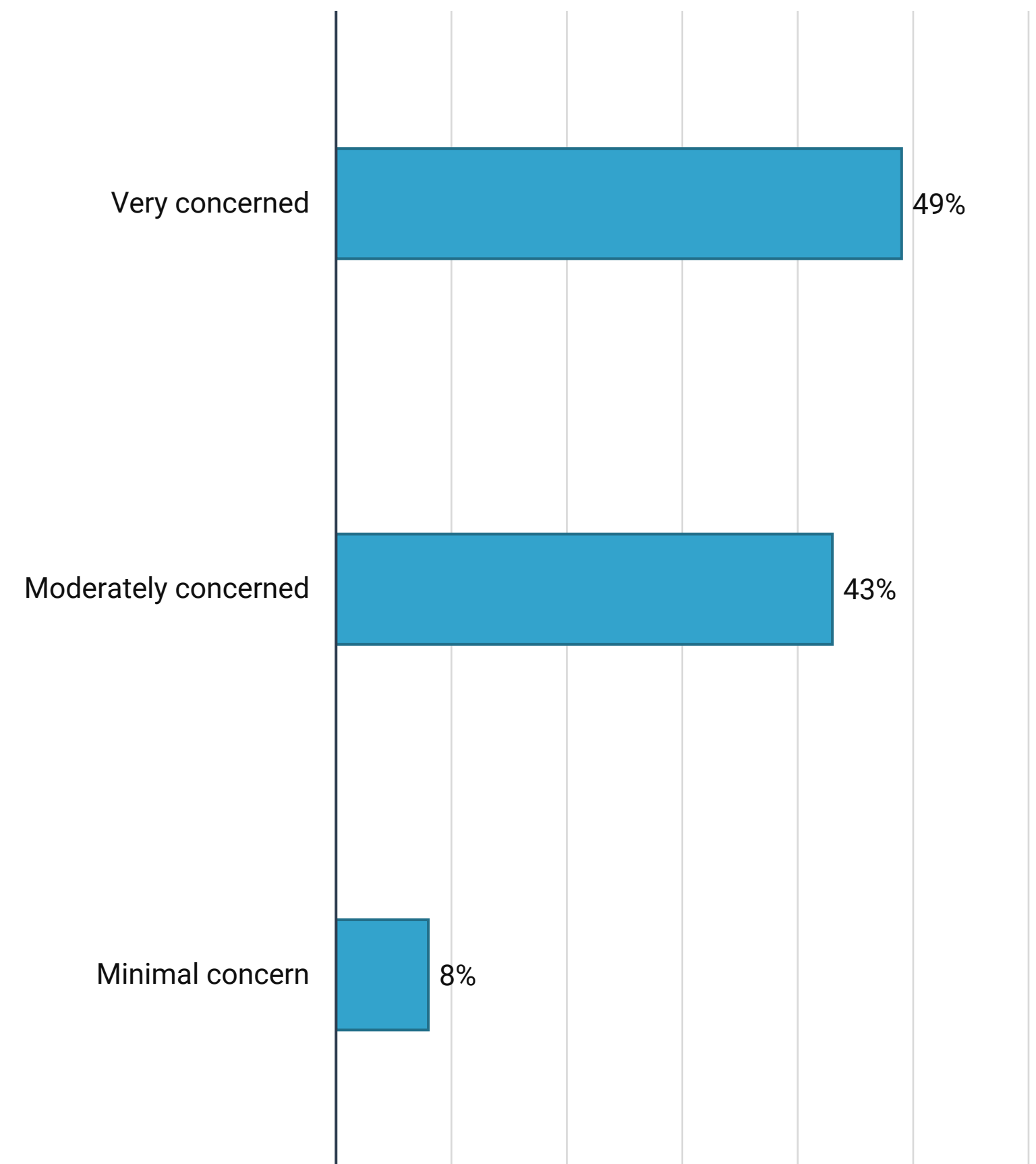


POLL QUESTION

We use the following payment security methods:



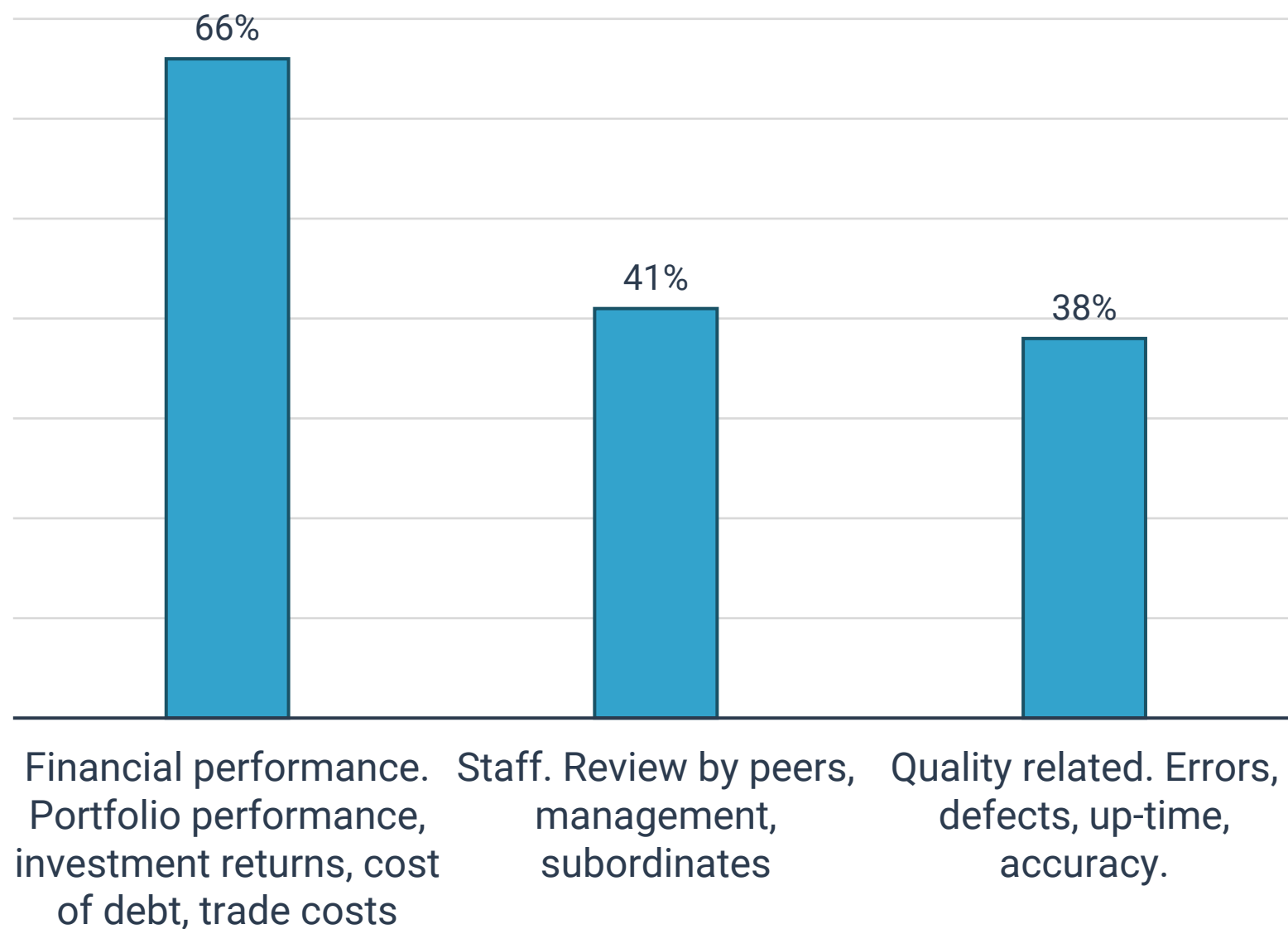
I am concerned about keeping up with fraud/new control requirements:



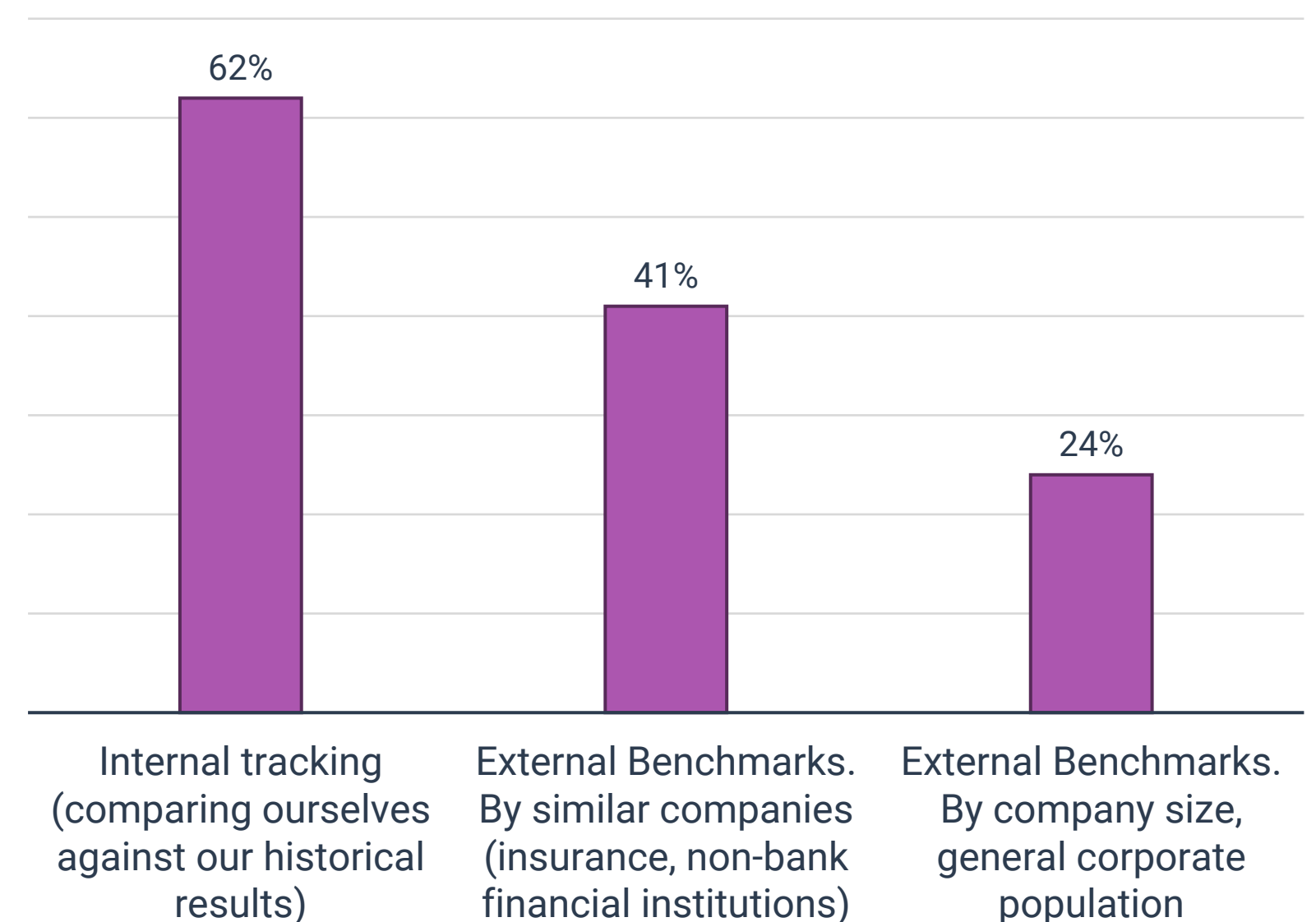
MEASUREMENTS AND BENCHMARKS

THE FOCUS OF MEASUREMENT

> What types of measurements does your department track? (Select all that apply)



> What types of benchmarks and measurements does your department use? (Select all that apply)



Two-thirds of companies track various financial performance metrics, with staff performance at a distant second.

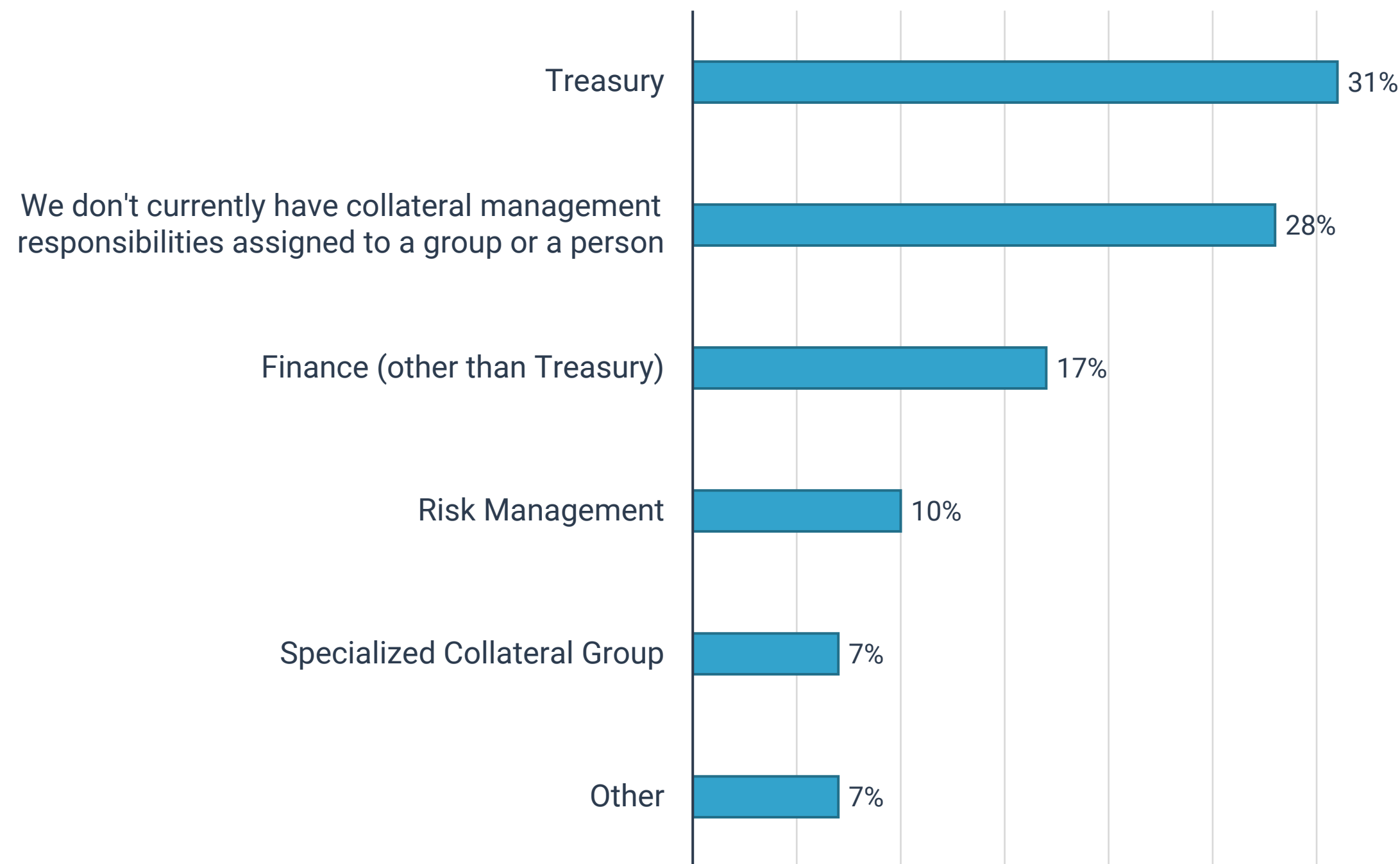


Most companies track their current performance against their historical numbers.

COLLATERAL MANAGEMENT

THE MOST COMMON MANAGER IS TREASURY

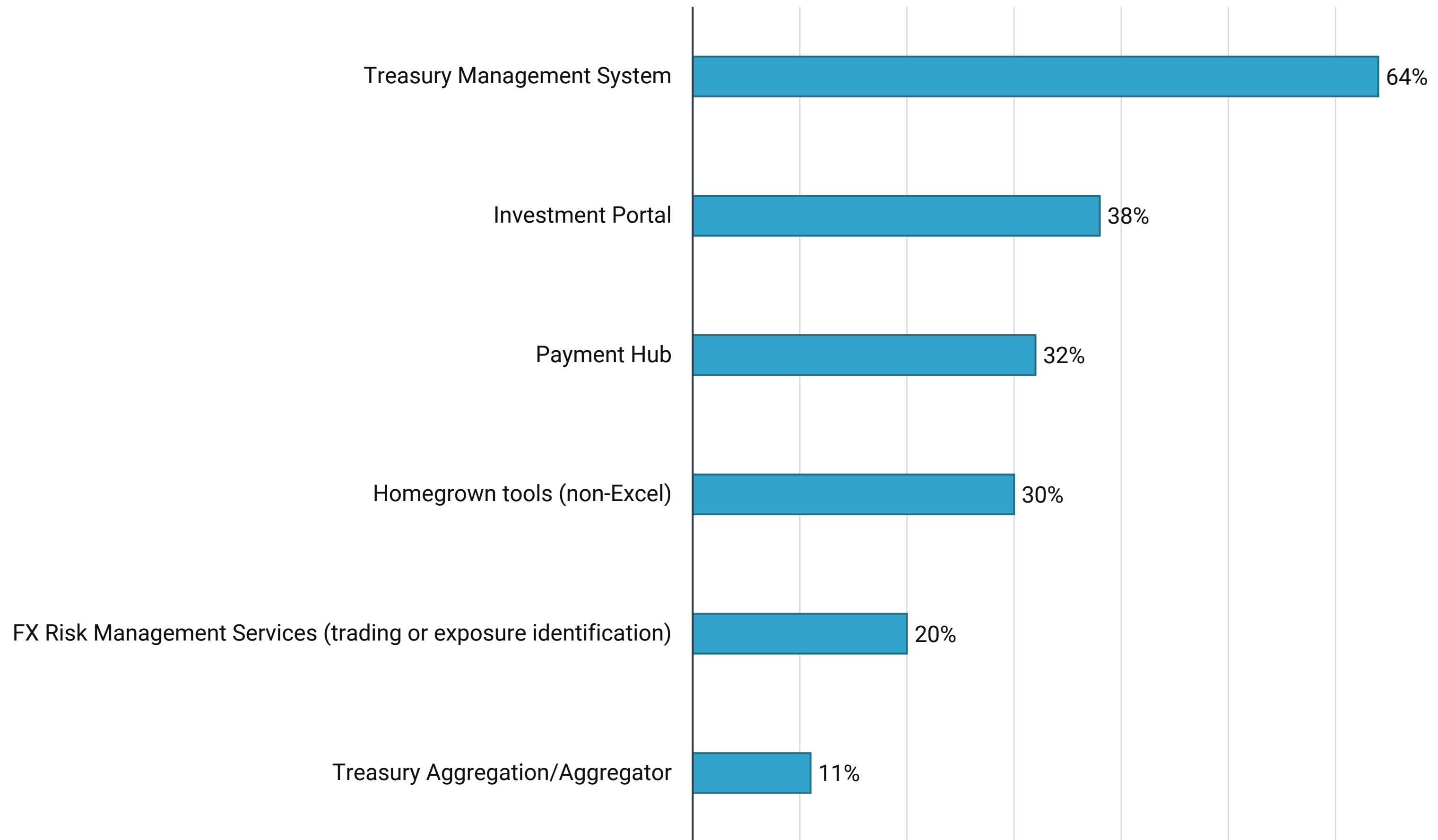
> Who performs the collateral management role at your company?



28% of companies don't assign this role, while only 7% have a specialized collateral group.

POLL QUESTION

We use the following technology:

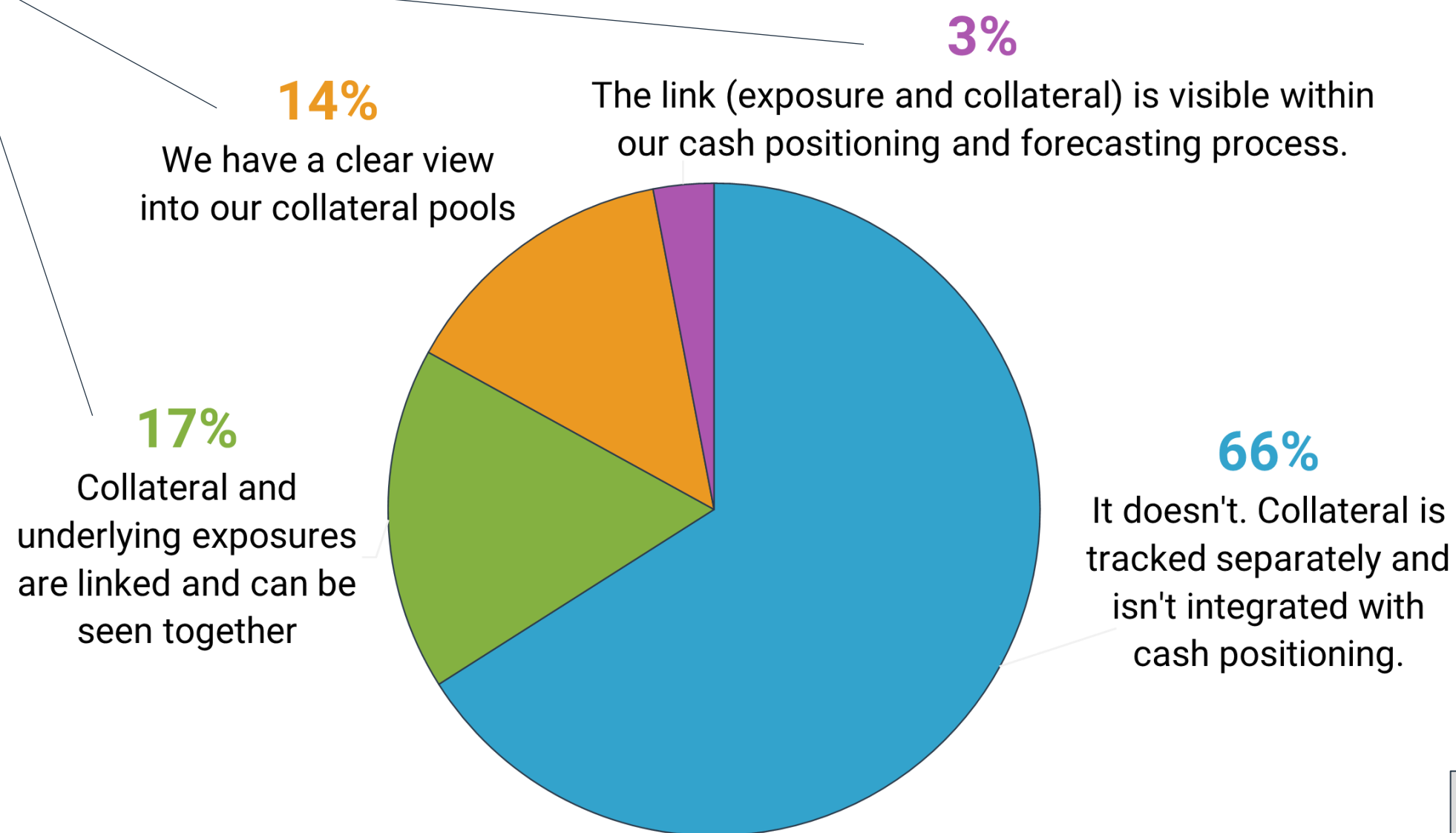


IMPACT OF COLLATERAL MANAGEMENT

APPEARS TO BE RELATIVELY IMMATURE WITHIN NBFİ

> How does collateral management impact cash positioning?

34% have visibility or links to the collateral and underlying exposures



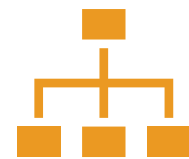
The majority track collateral and cash positioning in separate channels with no cohesive view

KEY TAKEAWAYS

HOW TO PROCEED



**USE TECH &
STRUCTURE TO
SIMPLIFY COMPLEXITY**



**MASLOW'S HIERARCHY =
SECURITY POSTURE**



GUESS VS. MEASURE

- Benchmark
- Intentional

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.



STRATEGIC TREASURER

Craig A. Jeffery,
Managing Partner

✉ craig@strategictreasurer.com

☎ +1 678.466.2222

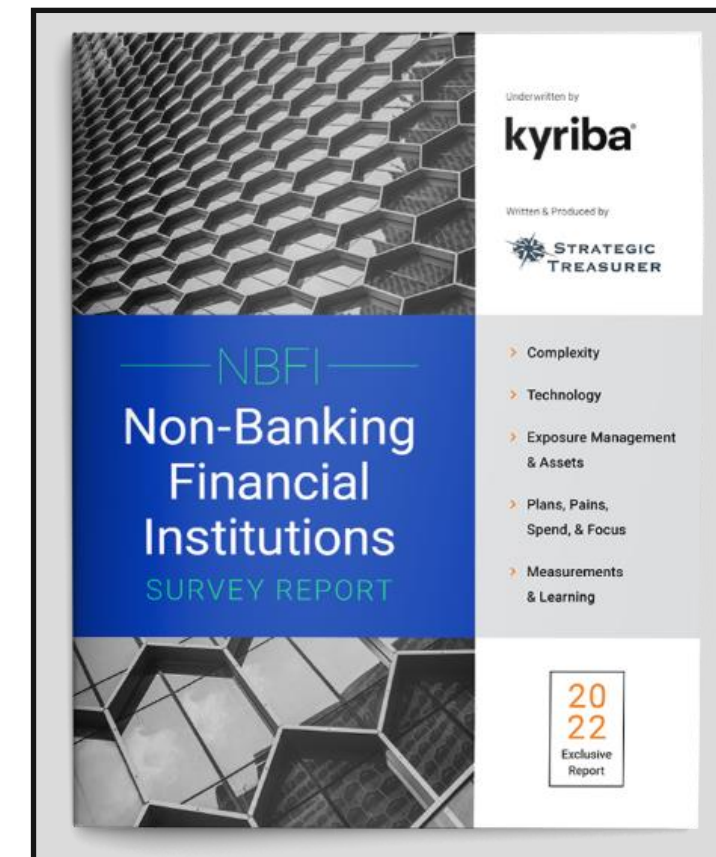


KYRIBA

Steve Bullock,
*Vice President of Insurance &
Financial Services*

✉ sbullock@kyriba.com

☎ +1 312.330.3776



Download the report: <https://bit.ly/3kduz0>

 [Download report](#)



Episode 201: NBF 2022 Survey Results Review:
<https://bit.ly/3w2MJNu>

[Click here to listen](#)