



SAP Working Capital Management

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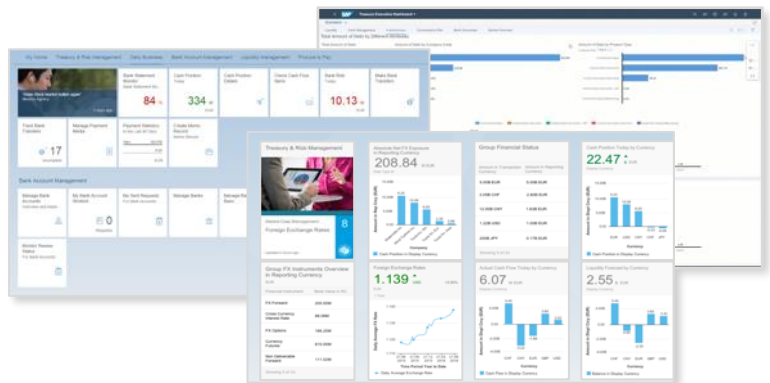
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SAP S/4HANA Treasury Management and Working Capital Delivering an Integrated Ecosystem

SAP Treasury Analytics



Cash forecast and Planning | Debt and Investment Management

Financial Risk Management | Analysis and Compliance



Cash event

INVOICE TO PAY

ORDER TO CASH



Instant cash flow forecasting
to optimize working capital and cash

Real-time banking
with seamless bank and SWIFT integration

Automated exposure determination
and smart trading

Analyze and comply
with end-to-end reporting

A coordinated approach across the full value chain can maximize the benefits of digital transformation.

Bringing together the best
liberate cash and unlock **value** in your supply chain

SAP S/4HANA & SAP Treasury

Analyze & Automate



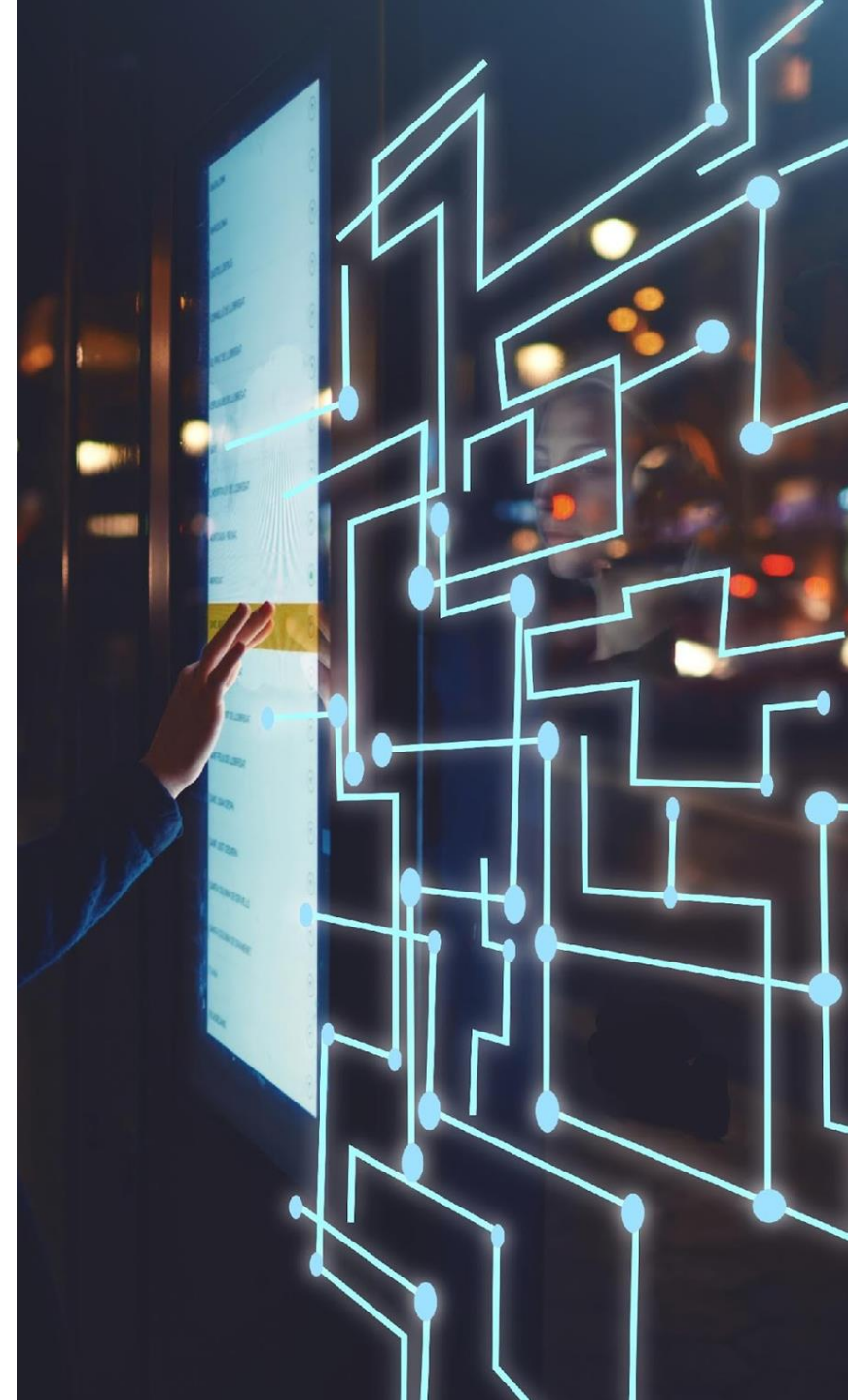
SAP Business Network

Collaborate



Taulia Working Capital Management Platform

Execute



The Taulia platform



Payables Finance
Keep suppliers' liquid by combining the power of Supply Chain Finance and Dynamic Discounting



Receivables Finance
Receive early payment on invoices due customers. Optimize working capital and reduce DSO



Inventory Finance
Ensure access to the inventory you need without negatively impacting your DIO

Additional capabilities of the Taulia platform



Analytics

An intelligent analytics suite that guides you in how to improve working capital performance



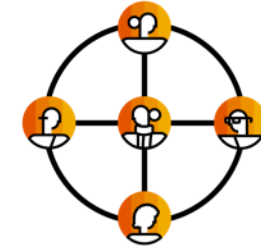
Multifunder Platform

Access funding from your relationship banks and from our global network to get the cash you need



Forecasting

Invoice-level cash forecasting powered by AI and leveraging historical and real-time data



Supplier Management

Reduce early payment inquiries while allowing your suppliers to self-service their liquidity needs

Financing a sustainable future

Taulia's Sustainable Supplier Finance



ESG criteria are increasingly being used in supply chain management to help create more sustainable and ethical supply chains.



Sustainable Supplier Finance rewards suppliers with discounts on early payment financing for sharing their ESG qualifications.



Suppliers progress with tiered financing based on ESG performance; your company's social priorities qualify others for attractive funding.

SAP helps unlock cash and ensure liquidity where it is needed



Global Programs



Powerful working capital network connecting buyers, their suppliers and multiple funders providing financial flexibility and stability.



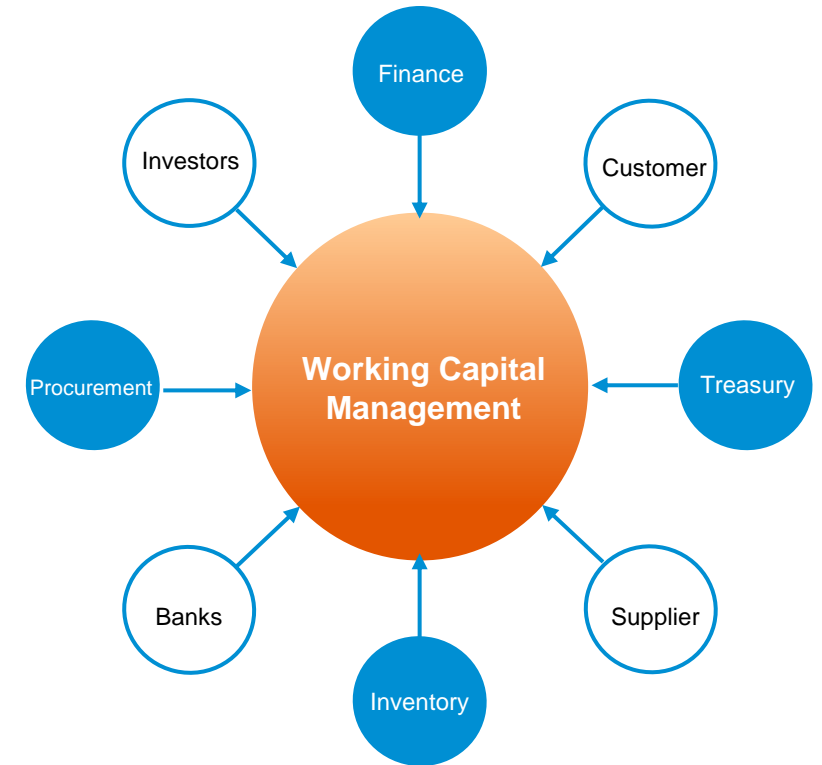
Full suite of Working Capital optimization solutions with flexible switching between programs



Choice of Funders & Financing Structure



Integration with SAP Business Network for supplier collaboration including eInvoicing and supply chain



Working Capital Management Levers	Shortens Cash Conversion Cycle	Increases Working Capital	Increases Yield	Reduces COGS
Receivables Finance	✓	✓		
Payables Finance (SCF)	✓	✓		
Payables Finance (Dynamic Discounting)			✓	✓



Industry

Pharmaceutical

Suppliers enrolled

446

Headquarters

United Kingdom

Taulia products being used

Supply Chain Finance

Primary Challenges

- » Legacy bank SCF program addressed only the largest few suppliers and was unable to scale to cover the full supplier chain
- » Early payments represented an effective way to create economic value for buyers and suppliers given the capital-intensive nature of the pharmaceutical industry

Why Taulia

- » Taulia offered the best scalable solution for supplier early payments
- » The supplier self service aspect of the Taulia platform was likewise crucial – every supplier gained invoice status visibility and easy access to payment reconciliation information

Results

- » **\$1.3 billion** of spend offered and **\$593.8 million** accelerated November 2021 - November 2022
- » Enrolled **\$1.5 billion (76%)** of invited spend November 2021 - November 2022

AIRBUS



Industry

Aerospace & Defence

Headquarters

France

Suppliers enrolled

6,900

Taulia products being used

Supply chain finance

Primary challenges

- » Airbus desired a leading SCF provider to support its group working capital objectives
- » They were looking to improve their CSR and supplier relationships, as this is very important to them
- » Airbus required a solution that would allow for integration with a wide range of old and new SAP ERP systems

Why Taulia

- » In addition to our SAP expertise, which was critical for their SAP S/4HANA technology transformation strategy, Taulia's easy-to-use interface and fast onboarding was key in allowing them to streamline supplier communication and collaboration

Results

- » **\$15.6 billion (98%)** of invited suppliers have been enrolled
- » **\$37.2 billion** in total spend
- » **\$3.4B** of spend was accelerated in 2021

Thank you.

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