



Optimising WORKING CAPITAL



How to boost efficiencies and free up trapped cash to ensure a sustainable and profitable future for your business in Asia.

CASE STUDY



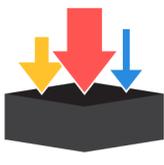
Headquartered in Europe, present in over 30 countries, and looking to expand its business in Asia

A key player in the manufacturing business, with over 60 factories

BUSINESS GOALS

To improve cash and liquidity management processes, and enhance operational efficiency

CHALLENGES



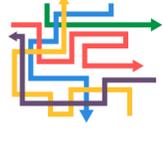
Optimising Collections for small and large corporate customers

CHALLENGE #1



Lengthening payment terms with suppliers

CHALLENGE #2



Streamlining large numbers of bank accounts

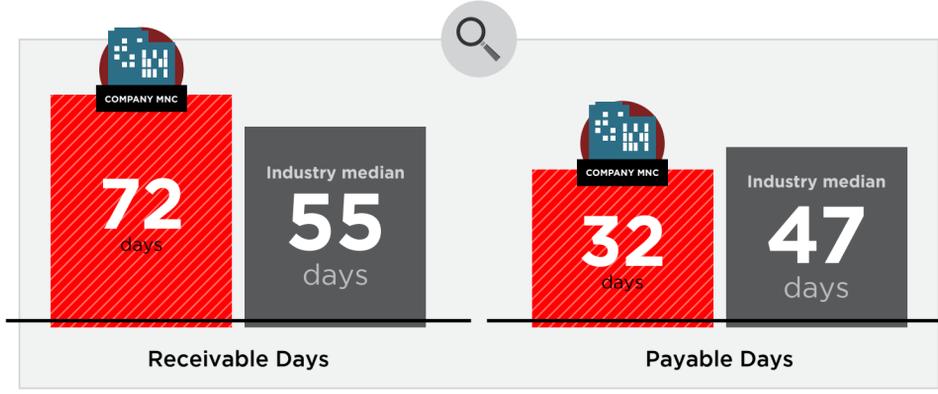
CHALLENGE #3



Working Capital Advisory

IN ACTION

Leveraging on proprietary analytics and tools, DBS performed an **Industry Benchmarking** for Company MNC, detailing its working capital performance against industry peers.



In addition, DBS Working Capital **Diagnostics** uncovered inefficiencies in Company MNC's financial supply chain, and advised the company to implement the following solutions to unlock the trapped cash and increase liquidity.

SOLUTIONS



Optimising Collections for small and large corporate customers

CHALLENGE #1

To meet the unique payment needs of Company MNC's customers, DBS provided a comprehensive collection suite to cater to respective modes of payment.



Small-sized customers:

Payment is made via cash or electronic and mobile channels.



Large corporates:

Payment is made via Inward remittance channels such as Telegraphic transfer, Bulk payment etc.



Lengthening payment terms with suppliers

CHALLENGE #2

To inject liquidity into Company MNC's supply chain, DBS provided a **Supplier Finance Programme** to avail financing to Company MNC's suppliers at competitive rates, based on the credit strength of Company MNC



Company MNC unlocks value by negotiating for an extension of payment terms from its suppliers (longer Payable Days).



Company MNC accepts suppliers' invoices, submits invoices to DBS, and DBS provides advance payments to suppliers.



Streamlining large numbers of bank accounts

CHALLENGE #3

To enable prompt payment reconciliation and facilitate tighter management of accounts, DBS introduced a **Virtual Account Solution** and **Automated Sweeping** capability to Company MNC.



The Virtual Account setup attributes individual reference numbers to each customer, so that payments received can be easily tracked.



The Automated Sweeping capability helps Company MNC maximise interest yields and provide transparency on account balances.

RESULTS



An improvement of 5 Days in Receivable Days

RESULT #1



Lengthened Payable Days by 12 Days with attractive Supplier Finance options

RESULT #2



Approx. 50% faster reconciliation of accounts

RESULT #3



Connect with us today for customised advisory on how you can optimise working capital and invigorate your financial supply chain.

Email workingcapital@dbs.com