

# Good Morning

CASH MANAGEMENT

Nordea regularly meets with executives from some of the largest Nordic corporates to discuss the day's biggest issues.

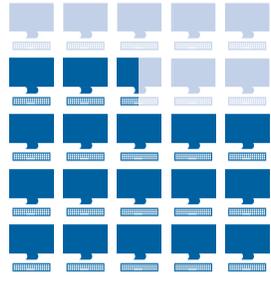
Our look at digital disruption in cash management covered the critical issues that treasury professionals need to be aware of.

We've summarised the five key themes below.

## 1 DIGITAL TRANSFORMATION IS RESHAPING THE TREASURY

The digital era has changed the rules of business. Changing customer behaviours, technology and regulation is reshaping the way you deal with your customers — and your banking partners.

Are you ready to meet the challenges of customers who demand integrated digital services?



**70%** of companies assess digital capabilities when choosing a corporate bank<sup>1</sup>.

## 2 THE FINTECH REVOLUTION IS FUELLING CHANGE

FinTech start-ups and non-bank entrants are delivering payment innovation — such as distributed ledger technologies — at an unprecedented rate.

The pace of change and level of investment make it hard to predict winning technology.

Talk to your banking partners about how the latest developments can benefit you.



**42** banks are now members of the R3 distributed ledger group<sup>2</sup>.

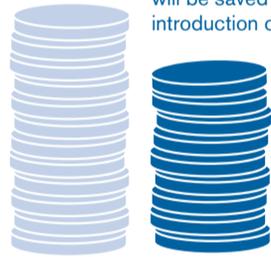
## 3 AUTOMATION IS CREATING NEW OPPORTUNITIES

Consumers are accustomed to fast, convenient and mobile payments — and now expect corporate systems to match up. Regulations — such as PSD, and SEPA — are also driving faster payments.

To be ready for fully automated, self-service, cross-border and omnichannel payments, you need to prepare your ERP systems today.

**€22bn**

will be saved by the introduction of SEPA<sup>3</sup>.



## 4 TREASURY CENTRALISATION IS A NATURAL RESPONSE

Payment and collection factories have had huge success improving oversight of cash flow and liquidity under the banner of treasury centralisation.

By using cloud and software-as-a-service technology, treasuries and shared services centres can make it easier and less expensive to reach the next level of centralisation.

**#1** Centralising cash and liquidity

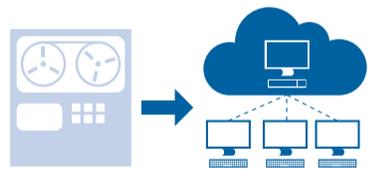


The treasury's top priority for the past two years<sup>4</sup>.

## 5 TRANSACTION BANKING IS AT THE HEART OF THESE CHANGES

There is still much work to be done before the majority of corporates, banks and others are ready for the future.

At Nordea, we are already well underway with a €1 billion simplification initiative, which includes replacing legacy core banking and payment systems with new platforms.



**€1bn**

invested by Nordea to replace legacy systems with new payment platforms<sup>5</sup>.

For more information about these issues, please contact your local Nordea Adviser. To get a quick overview of the terminology used in digital transformation, please visit: [insights.nordea.com/glossary](https://insights.nordea.com/glossary)

1. Five trends disrupting the corporate banking landscape, BCG.  
2. R3 press release.  
3. Economic Analysis of SEPA, European Commission/PwC.  
4. Treasury 2017 Report, Nordea.  
5. The future of payments, Nordea Insights.