

Ilfa's Treasury Desk

Ilfa has a team of treasury specialists. They can advise on treasury, but take over certain tasks as well. Thanks to their knowledge, extensive experience and Ilfa's AFM license, the treasury specialists can be deployed where you deem necessary. Whether you need a treasurer to close an important transaction, or one who participates in your treasury commission or specialists to take care of your cash management, our experienced team can support you whenever and wherever you wish.



**Jeroen
de Backer**



Jeroen de Backer is head of the Treasury Desk. Together with his team he is responsible for all ongoing processes at clients. He is the person to contact on financial-related questions as well as on day-to-day business. In this interview Jeroen will elaborate on the work of the Treasury Desk.

Jeroen, you are head of the Treasury Desk, but what does the Treasury Desk do exactly?

The Treasury Desk functions as a sort of financial key figure. Our team can assist the entrepreneur on all kinds of treasury aspects. One could think of cash management. For instance, managing the accounts, and preparing payments.

You have quite some responsibilities?

True, but we have the knowledge and the right protocols to do so. To illustrate, there is always a clear division between the preparation and authorisation of transactions. The client is in control and decides which tasks our team can take care of. We also notice large and deviating amounts. In this manner we can avoid deviating too much from the forecasts made, but at the same time we keep an eye on potential fraud.

Are you also involved in international payments?

We are involved in all cash flows. Including international payments. After all, we can take care of the treasury. We make payments and see to it that currency surpluses and deficits are balanced. For instance, if a client trades in Euros, and we detect an excess amount of dollars, then we will take care of the exchange at the bank.

In short, the Treasury Desk can take over all aspects of treasury. And the client stays in control, without having to do it himself.

So, you take care of many day-to-day tasks?

Yes, but this depends on the client's wishes. A company could ask for our assistance in case of complex transactions. We can help by providing, for instance, insight in the bank rates. In this manner the client could save money when closing transactions at banks.

Of course, we can also take care of reporting to support the treasurer or cash manager. They can use those for their own internal reporting. We can even interface on the client's ERP system. The reporting can be adjusted as desired and gives a quick overview on how things are going.

Ilfa does not only make exchange rates transparent for clients, but for every company, organisation or institution. Ilfa publishes weekly actual financial market rates in foreign exchange and interest rates. This overview can be found on: ilfa.nl/market-rates.

The work of the Treasury Desk is very diverse. Can you highlight a specific transaction?

No, because I do not want to get into details. We deal with sensitive information. We enter into a confidentiality agreement with our clients. This includes anonymity. My work is interesting thanks to the diversity of products and volumes. One day you are working on a relatively small transaction, the next on one of a couple of hundred million. The number and type of products is very broad, especially in the area of interest and currency. The fact that we move from standard transactions to very unique ones, keeps us on our toes.

In that case you cannot really plan your days beforehand.

We have, of course, daily appointments and tasks. For certain clients our employees need to take care of day-to-day business. Next to these standard activities, we look at all other tasks. This can be anything. From reporting to closing transactions with banks. There are always clients' requests which will have to be taken care of immediately.

In fact, no two days are the same. Clients can call us any time and an emergency can always occur. Next to our daily business, we see to a prompt response to any unforeseen request. We cannot foresee how a day will evolve.

How frequently do you contact clients?

That depends on the clients. They decide the frequency. There are fixed appointments, but, if needed, a client can contact us whenever he or she prefers. Some wish to have daily contact, others only want to be contacted if something occurs. We will make sure that there is regular communication between us and a client. In this manner we can see to it that the needs of the client continue to be met.

The Treasury Desk-team is quite young. How does this affect your role as head of the Desk?

We have a young, talented team, in which each team member has his or her own strengths. Gradually, team members will get increased responsibilities towards clients. In the end, every employee will be able to execute all tasks. They can always come to me with questions. For instance, to explain why tasks are done in a certain way. In this manner I can share my experience and history with a client relationship.

Next to Jeroen, Ilfa's Treasury Desk consists of Roy, Joran and Alexandra. They are not the first young professionals to gain experience in the field of treasury at the Treasury Desk and they will certainly not be the last.



**Roy
Wiessner**



**Joran
Canfijn**



**Alexandra
de Oliveira Mendes**



More information on the Treasury Desk-team can be found on: ilfa.nl/about-us.

Do you often cooperate with other departments within Ilfa?

We contact our consultants on a daily basis. Often different departments are involved in tasks for the same client. To illustrate, the Treasury Desk could do preparatory work that consultants need for a complex assignment. Collaboration of one of our team members with a consultant on a certain project also occurs from time to time. The past has learnt that this can be very fruitful.

Recently we have been involved in an interesting internal development. The past months the Treasury Desk has cooperated closely with Ilfa's IT team. Together we have made good progress to create solutions for clients even faster.

The consultants with which the Treasury Desk cooperates mostly are Arnoud Doornbos, Gerard van Baar and Jean Pierre Renard.



**Arnoud
Doornbos**



**Gerard
van Baar**



**Jean Pierre
Renard**



More information on Ilfa's experts can be found on: ilfa.nl/about-us.

The inevitable question now, how have the Covid19 measures affected your work?

To be honest, hardly. Our software can also be used from home. Of course, we had to take the necessary safety measures, but the necessary preparations for this had already been made. Client can still be called and meetings are done online now. In the day-to-day business not much has changed. We can keep on offering our clients the service required, just as before.

The only considerable change has been the fact that we cannot meet clients in person now. This is especially the case with the treasury committee. These meetings are held online as well now. This works so well that we will in all likelihood continue to have these meetings online in the post-Covid19 period.

As you have mentioned earlier, your days and work are very diverse. What type of transactions are you dealing with?

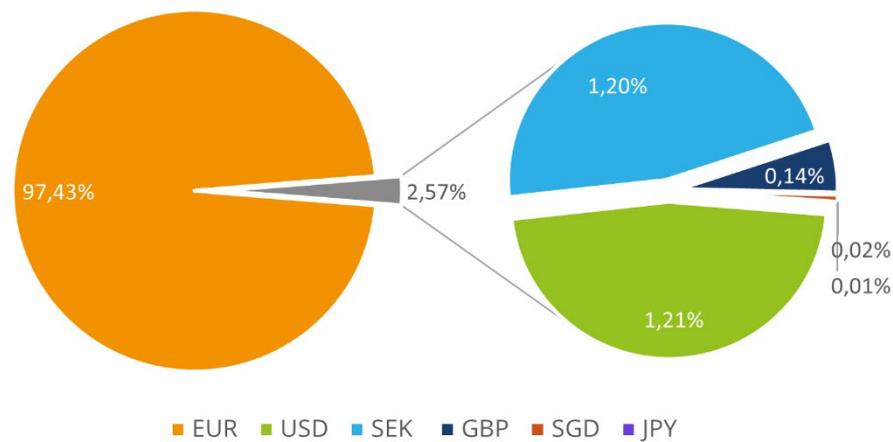
A vast variety of transactions. Of course, some more often than others. However, we have to be aware of each type and need to have sufficient knowledge to deal with it.

The past years our customer base has increased substantially. An increased number of companies and organisations have outsourced their treasury, in whole or in part, to the Treasury Desk. As a result, the number of and type of transactions has augmented as well.

The employees of the Treasury Desk manage many cash flows. The pie charts on the next pages illustrate the different kinds of transactions and the volumes managed as per 1-1-2021.

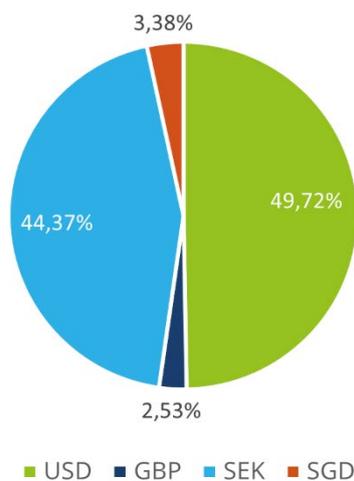
Cash flows managed

On an annual basis the Treasury Desk manages cash flows totalling €7 billion. The majority concerns Euro's, namely 97%. The remainder concerns US Dollars, Swedish Crowns, British Pounds, Singapore Dollars and Japanese Yen.



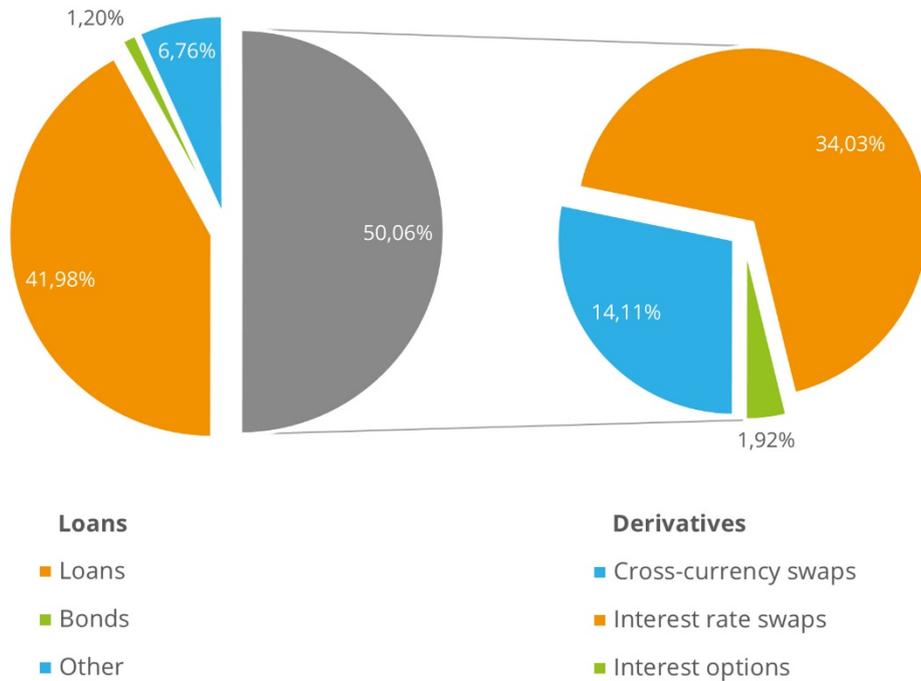
FX options, FX swaps and FX spots

The Treasury Desk does the execution of FX options, swaps and spots; the past 12 months in total 164 transactions valuing around €380 million. FX swaps are mostly done, followed by FX options and FX spots. The majority concerns US Dollars, followed by Swedish Crowns.



Loans and derivatives

The total value of loans and derivatives managed by the Treasury Desk amounts to over €3.2 billion. The distribution between loans and derivatives is roughly the same.



More information on the Treasury Desk, financials or Ilfa services can be found on www.ilfa.nl or contact us on info@ilfa.nl or +31 85 130 26 55.