



**ACT TREASURY SUMMIT - DUBAI**  
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## Sections

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- 1 Yildirim Group at a Glance
- 2 Treasury Transformation
- 3 What is Next?

**YILDIRIM GROUP**  
AT A GLANCE



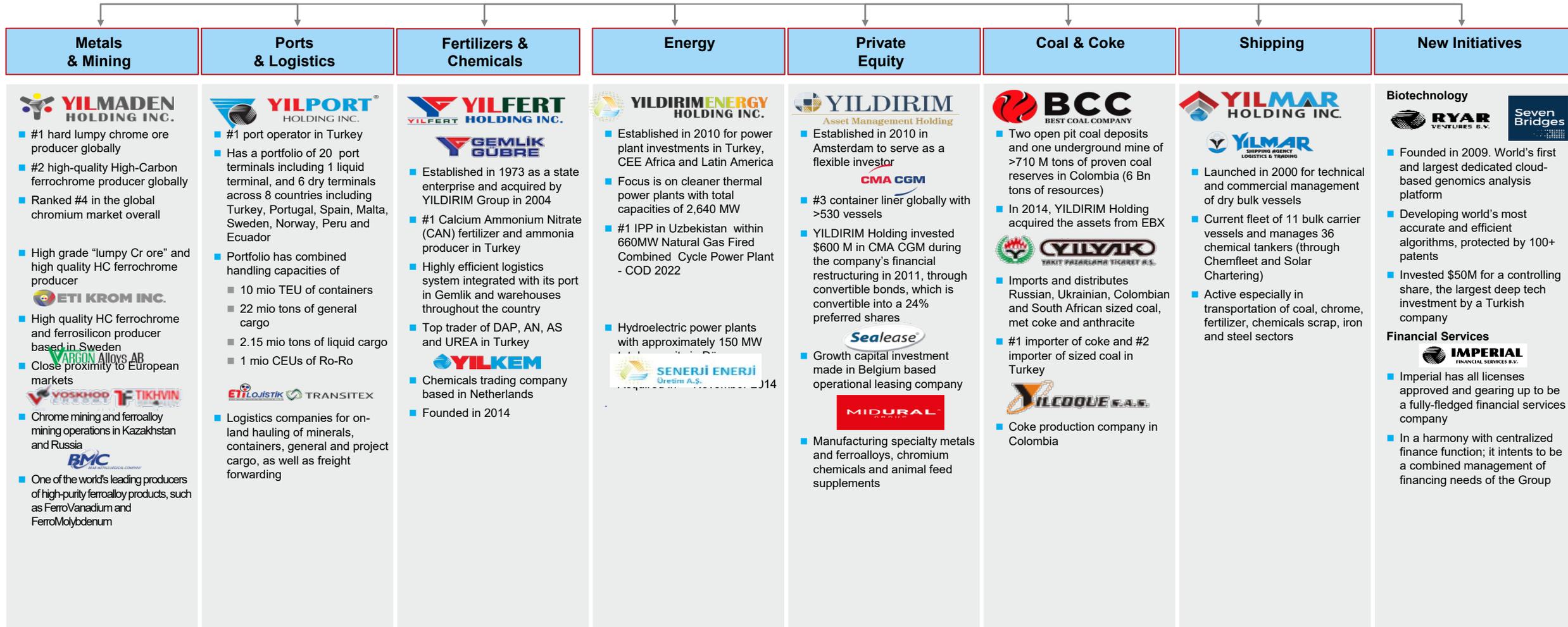


# YILDIRIM GROUP

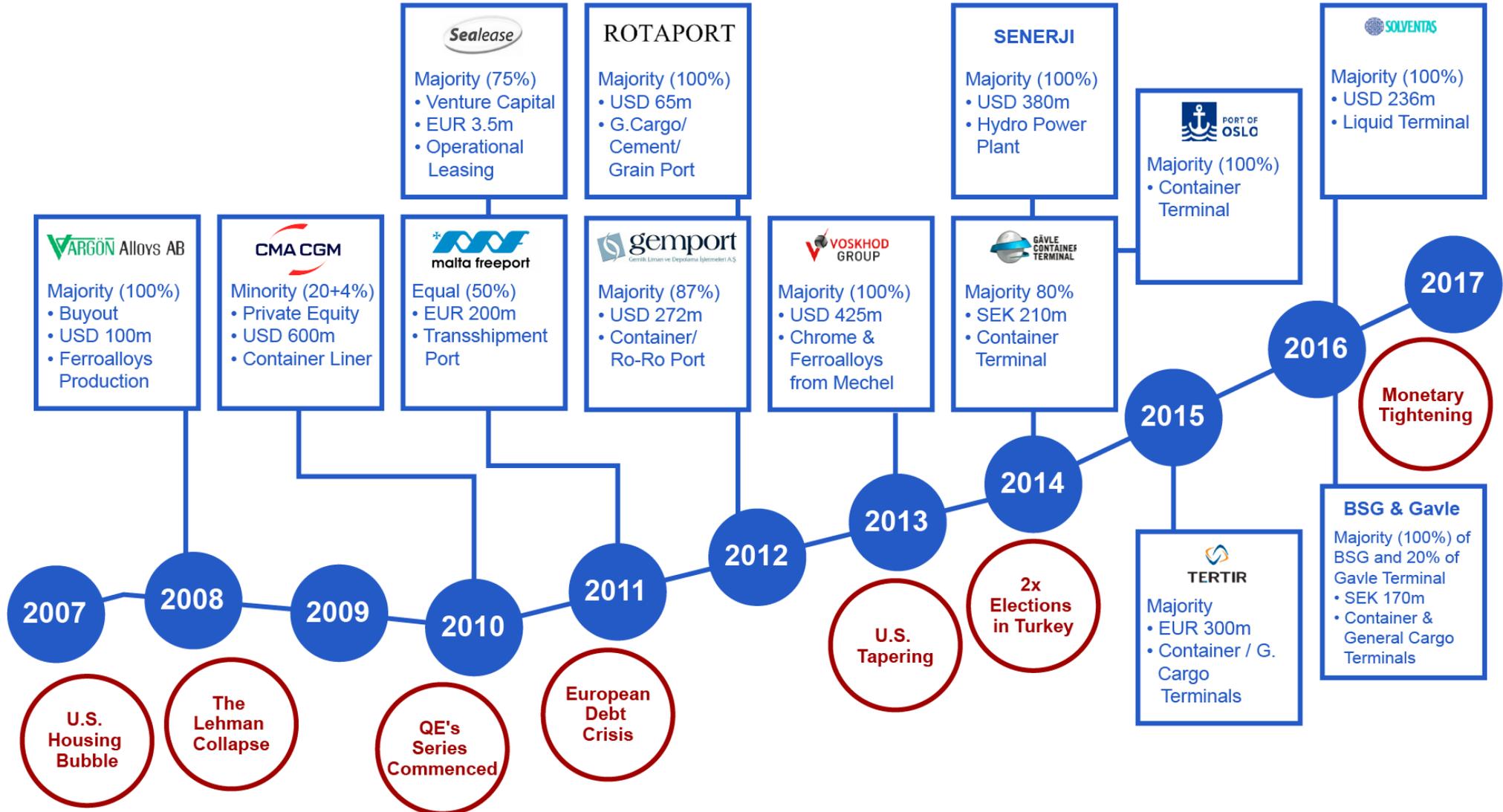
## KEY FIGURES

	<u>2015</u>		<u>2016</u>		<u>2017</u>		<u>2018F</u>
 Active Sectors	11	-	11	-	11		9
 Employees	>10,000	+10%	>11,000	+9%	>12,000	+8%	>13,000
 Enterprise Value (US\$)	10.0 BILLION	+11%	11.1 BILLION	+1,08%	12.0 BILLION	-	12.0 BILLION
 Assets Value (US\$)	4.8 BILLION	+8.3%	5.2 BILLION	+11,5%	5.8 BILLION	-	5.8 BILLION
 Revenues (US\$)	1.36 BILLION	+17.6%	1.6 BILLION	+25.0%	2.0 BILLION	+15.0%	2.3 BILLION
 EBITDA (US\$)	454 MILLION	+1.02%	466 MILLION	+69%	786 MILLION	-12.0%	700 MILLION
 Investments (US\$) Since 2004	3.9 BILLION	+17.9%	4.6 BILLION	+2.2%	4.7 BILLION	+4.25%	4.9 BILLION

# YILDIRIM GROUP BUSINESS SECTORS



# YILDIRIM GROUP AT A GLANCE



**TREASURY  
TRANSFORMATION**



# TREASURY TRANSFORMATION



Establishing the Treasury Department from scratch, mostly from bank treasury teams



Trade finance team setup in Treasury Department



Cash and liquidity management



Credit Risk Functionality added



Fully fledged corporate treasury department underpinned by a strong talent pool and technological integration

# TREASURY TRANSFORMATION

## OLD SCHOOL TREASURY

Manage Cash Funding  
Operations

Risk Management  
to Comply

Treasury Policy  
Instructed by Board

Intensive Process  
Oriented Back Office

TRANSFORMATION

## NEW CORPORATE TREASURY

Optimize Available  
Liquidity

Heightened Risk,  
Reporting & Visibility

Greater Strategic  
Engagement

Increased Operational  
Efficiency

## **Objectives**



**Optimise liquidity**



**Risk, reporting&visibility**



**Strategic Engagement**



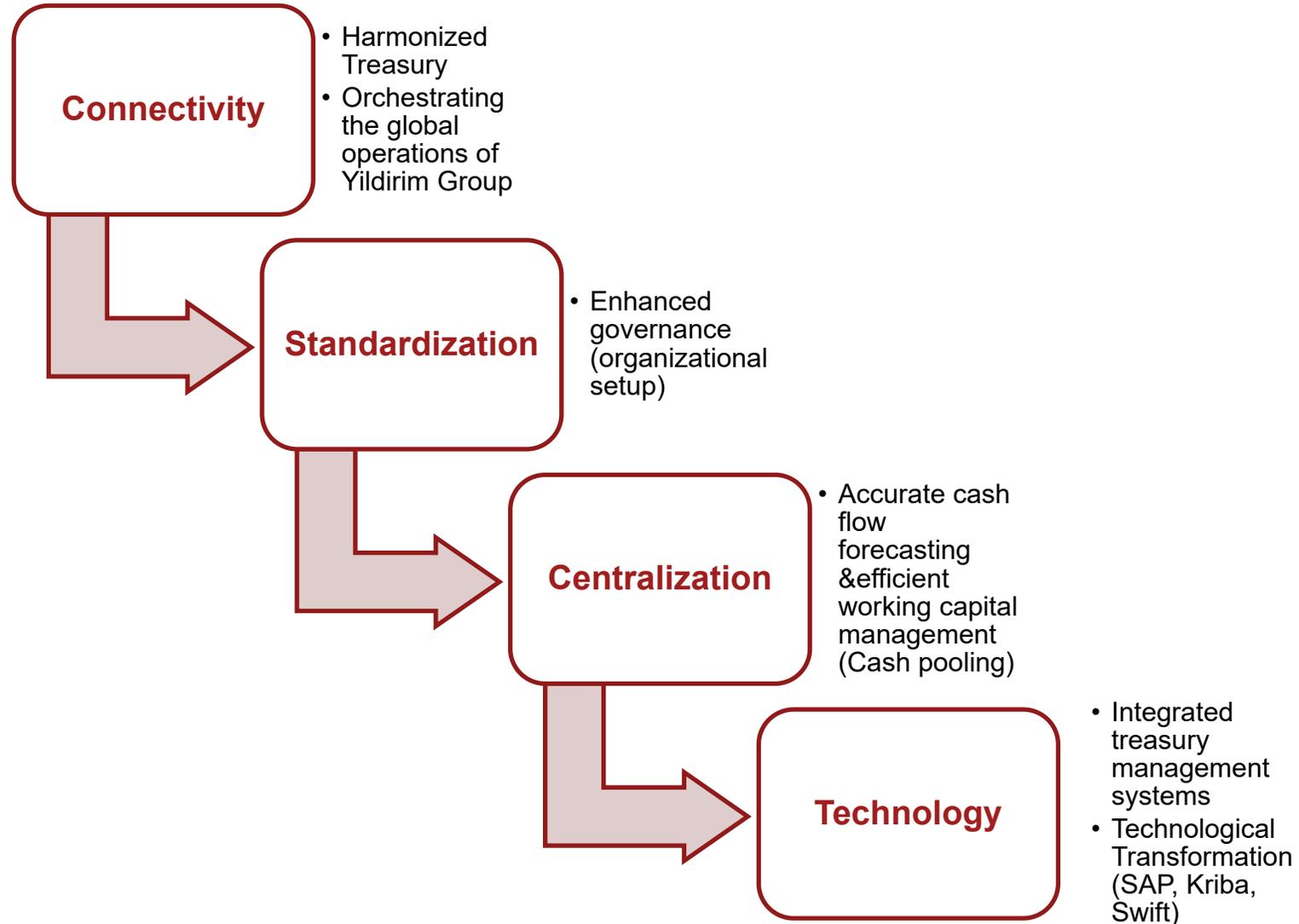
**Operational efficiency**



## **The Challenges**

- Multiple manual process, policies and procedures
- Lack of skills and resources to drive changes
- Complex organisation structure
- Internal business co-ordination
- External business relationships
- Restrictive cash movements
- Multiple internal platforms
- Lack of real-time data flow
- Cash in multiple accounts
- Cash with multiple banks
- Multiple data formats

# TREASURY TRANSFORMATION



# WHAT IS NEXT?



**WHAT  
IS NEXT?**

