Agicap DAYS

Connecting CFOs, Treasurers & Finance Leaders on Key Finance Topics

16th October 2025

London - Churchill War Rooms

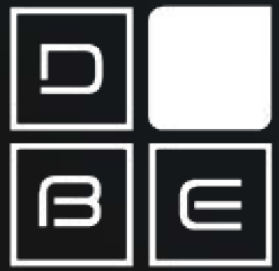
Agenda

Intro to Agicap & Product Vision from our Co-Founder	19h00 – 19h10
Survey: CFOs' Treasury Priorities in 2025	19h10 – 19h25
"Bridging the Gap" Between Legacy ERPs and the New Generation of AI-First ERPs	19h25 – 19h50
Treasury Transformation: "From Blackbox to Clarity"	19h50 – 20h15
Food, Drinks & Networking	20h15 – 22h00

Don't Forget to Visit our Demo Corners

Agicap DAYS

Thank you
to our partner



DYNAMICS BUSINESS EXCELLENCE

Intro: Treasury & Cash Flow Management in Agicap



Clément Mauguet

Co-Founder & GM @Agicap

Only 5%

of Mid-market CFOs
say they are full satisfied with their
cash management processes.

Source: Agicap survey, June 2025

We Started Agicap 9 Years Ago Based on a Simple Conviction







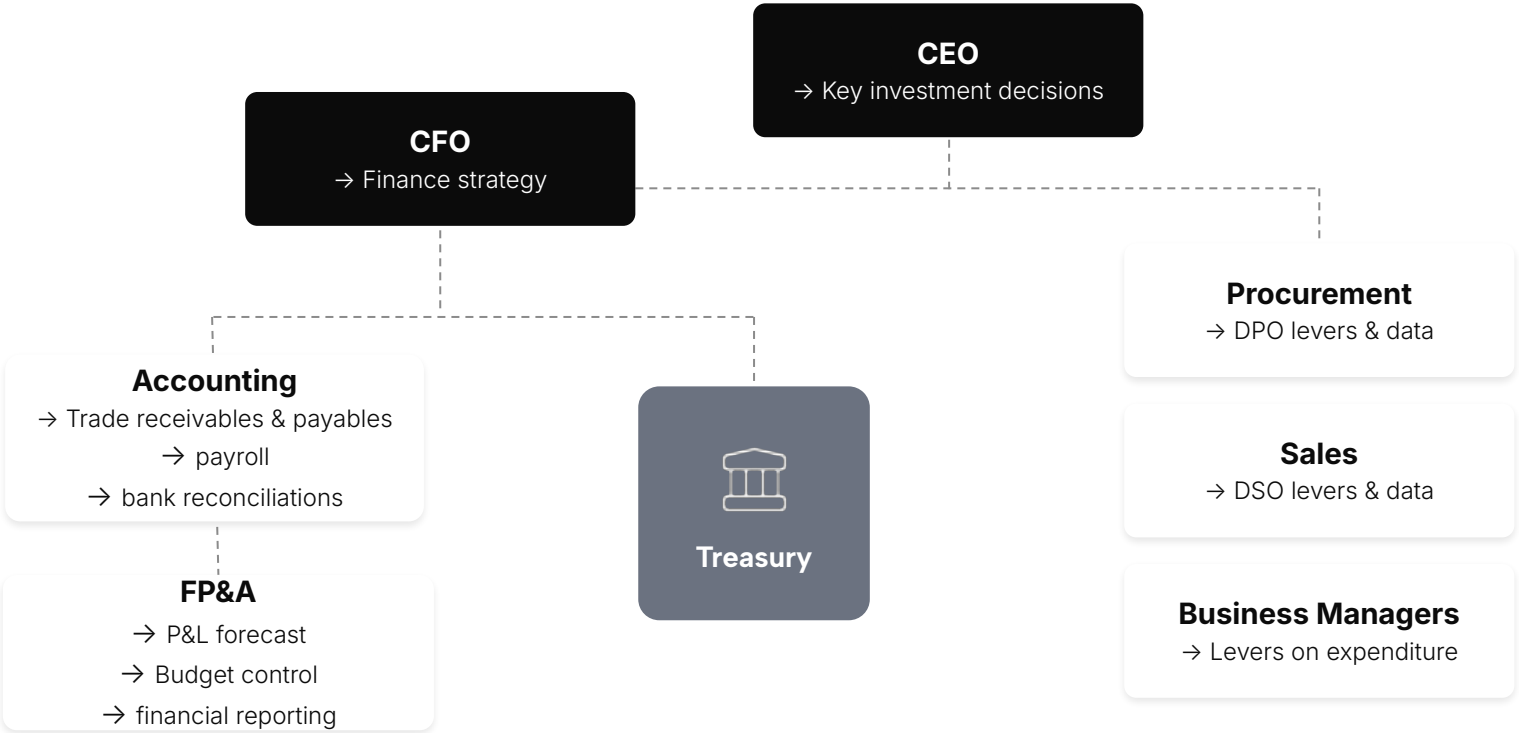


Cash is king...

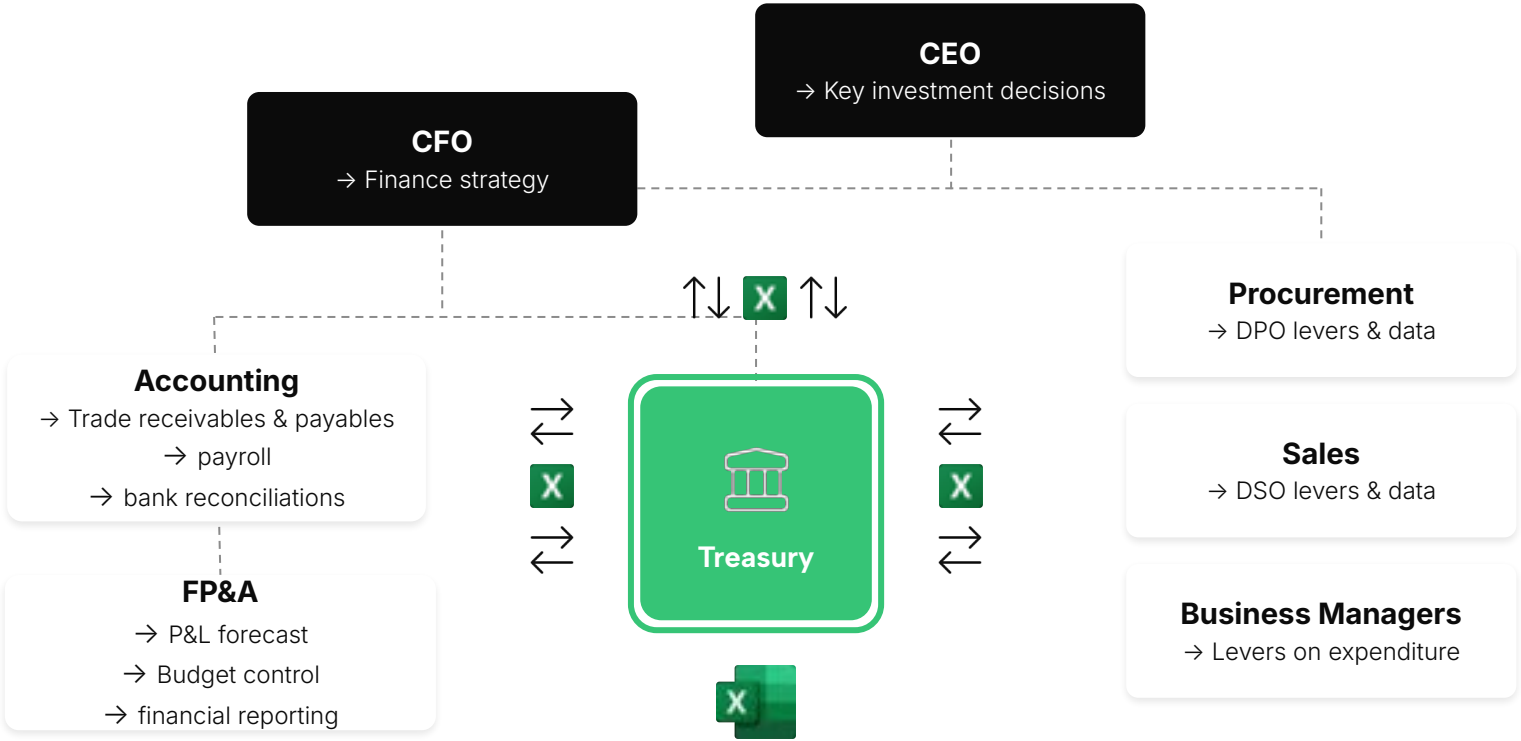
but companies are struggling to master it.



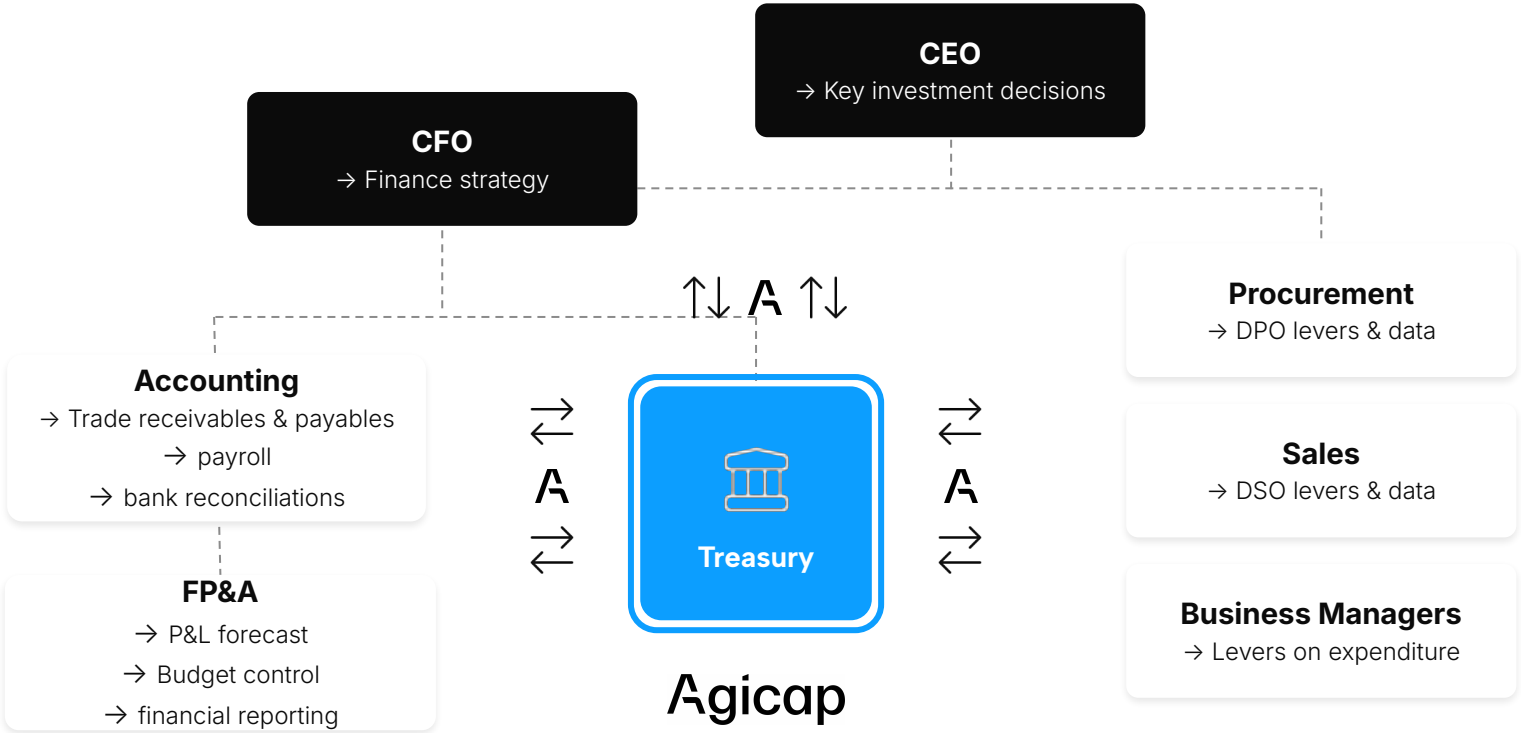
Observation 1 > The information, levers and challenges related to cash flow involve virtually the whole company



Observation 2 > Excel is widely spread but hardly suited to transcend the boundaries of the Treasury function



We therefore designed Agicap based on this conviction : Treasury Management requires a dedicated platform



Agicap is integrated within your tech stack and adapt to your workflows



Banks

Banking data aggregation

(EBICS, Swift, PSD2, SFTP)

Payments

(EBICS TS, XML)

Agicap

Cash Management
Cash Flow Planning
AP automation
AR automation

Bank statements

Pre-accounting

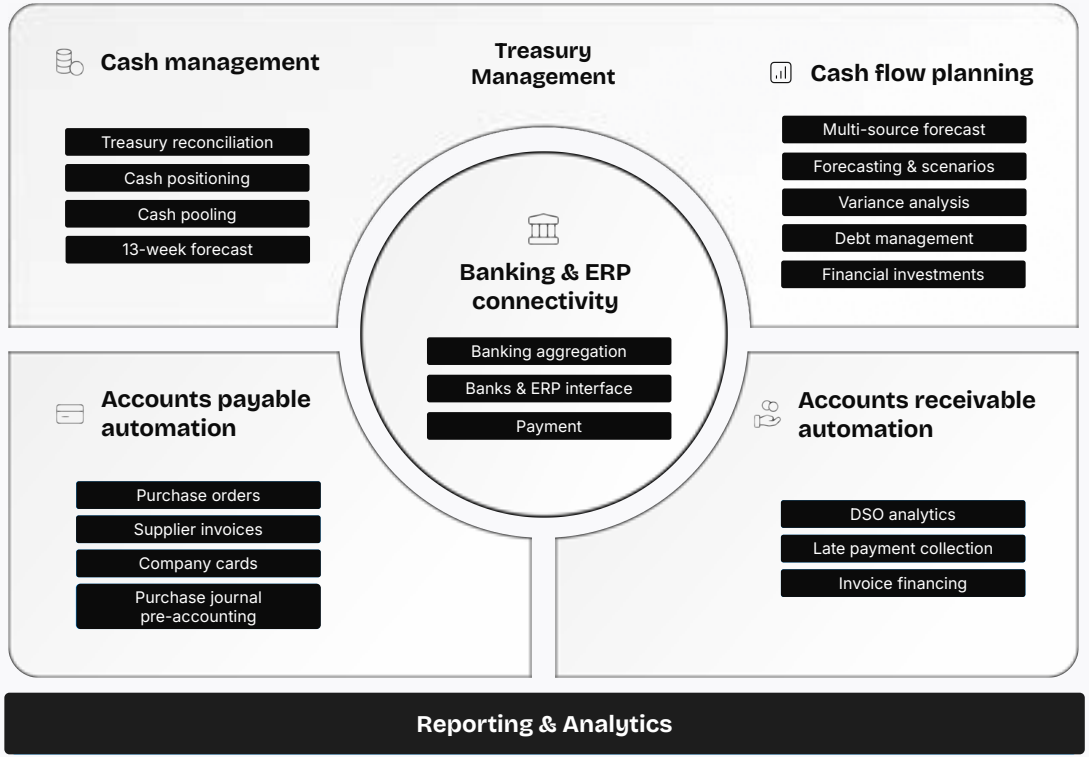
Payment remittances

invoices, purchase orders quotes,



ERP

Agicap is a modular-all in one solution



Agicap is the only solution enabling a comprehensive approach to cash flow management & forecasting

Actuals and direct methods

AP/AR from ERP
- Supplier invoices
- Client invoices
- Quotes
- Purchase orders

- Recurring items *(rent, salaries...)*
- Debts
- Investments
- Payments

- Banking aggregation
- Treasury reconciliation
- Rolling forecast

Estimates and indirect methods

P&L
P&L-to-cash converter

Budget

- Historical trends
- Formulas
- KPIs based
- Custom DSO adjustments







Cash positioning
Short-term
Daily visibility
Weekly or **Monthly** horizon

13-week forecast
Medium-term
Weekly visibility
Quarterly horizon

Cash flow plan
Long-term
Monthly or **Quarterly** visibility
Yearly horizon

Agicap in short

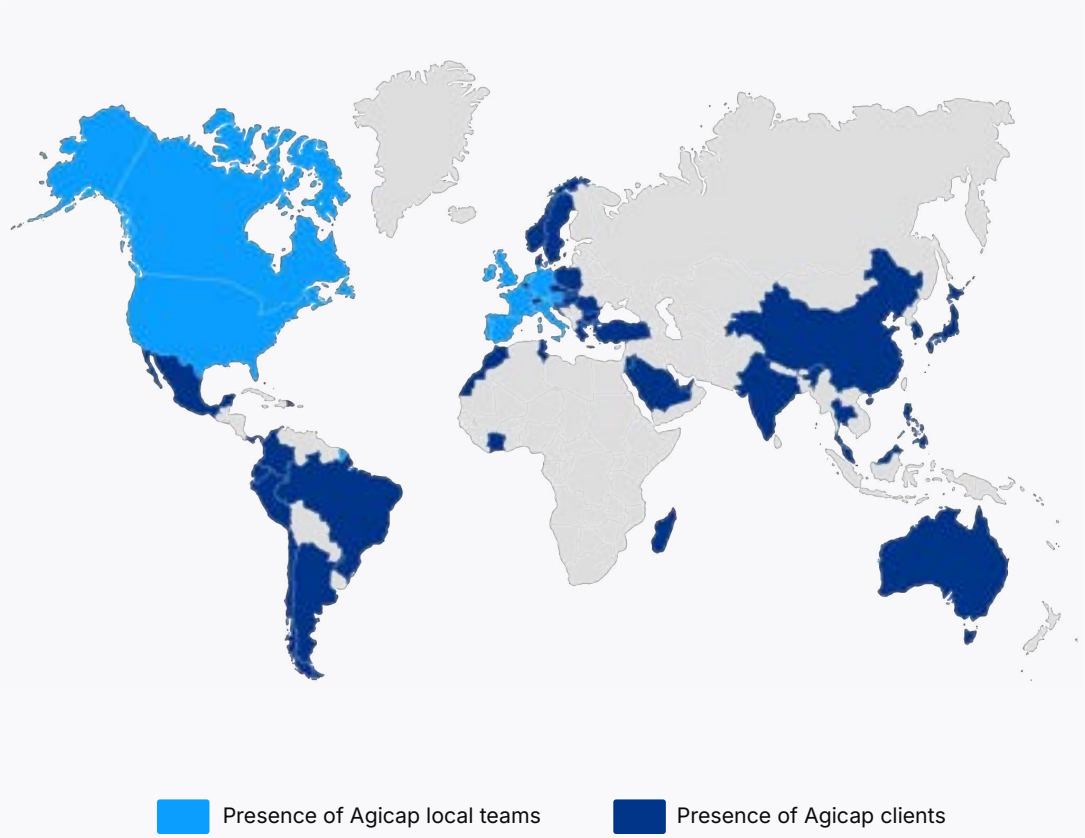
n°1
All in one cash management platform for mid-market companies

12
Countries

600+
Employees

8000+
Clients

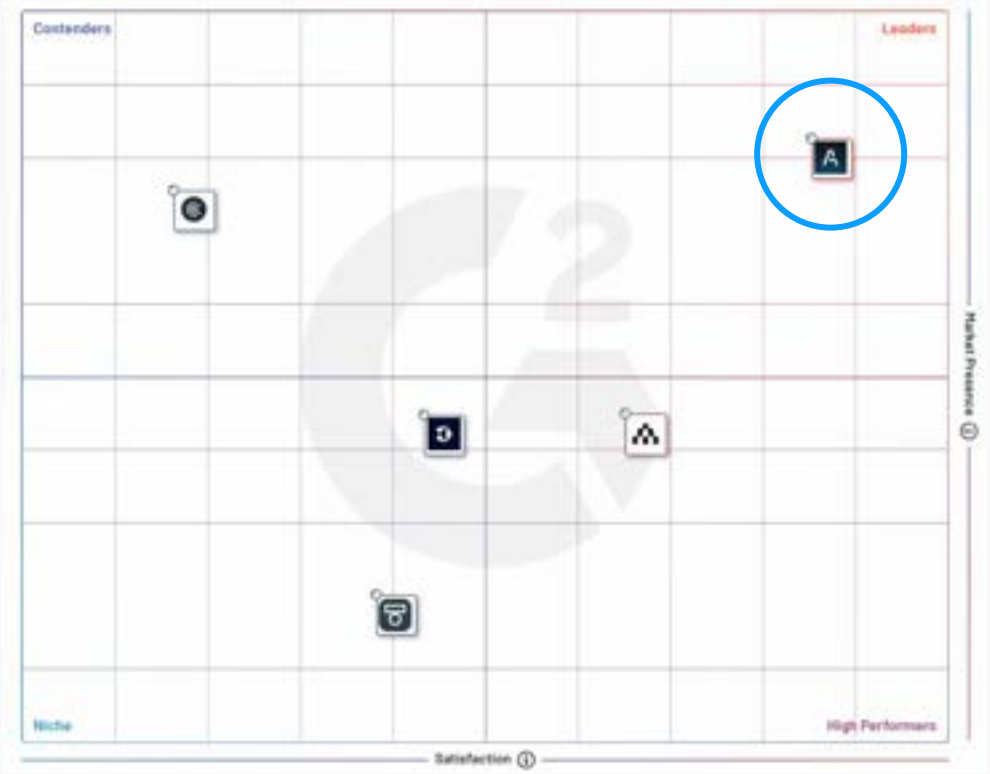
150+
Commercial and technological partnerships



Agicap is the **market leader** in Treasury Management Systems



Recognized for delivering **real value** and timely **ROI**



Find the complete G2 analysis here

Agicap

Survey

CFOs' Treasury Priorities 2025-2026

Results for Europe

UK, France, Germany and Italy

We Know Cash Flow Drives Long-Term Success

CFO Perspective

"That's how good CFOs run their business."

"They really **understand what's flowing in and out** of their business to the transaction level."

CFO
IT Services Business
26th September 2024

Investor Perspective

“If you ever want to understand [the value of] a business just **look at its bank account and its receipts and payments.**”

PE Investor
Head of UK
Global Mid-Market PE Investor

Consultant Perspective

“It’s always the same. Companies often **don’t know what they’re going to be spending next week.**”

Interim CFO
Mid-Market Companies
30+ Years in Finance

We Spoke To

In partnership with Innofact - survey institute

500+

Finance Depts

4 countries

Covered in the survey
(UK, France, Germany, Italy)

10M£ - **1**BN£

Turnover range across companies

Answers We Sought

1. What are the top treasury priorities for Finance teams in today's economic climate?

2. What are the biggest challenges in treasury management today?

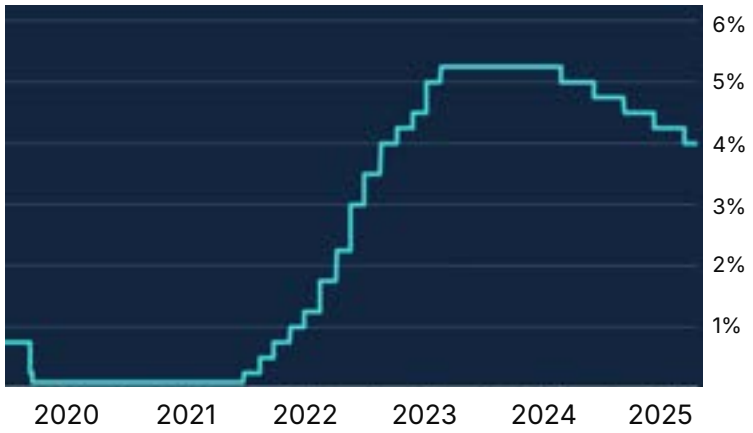
Note

What is the current macro context influencing these priorities?

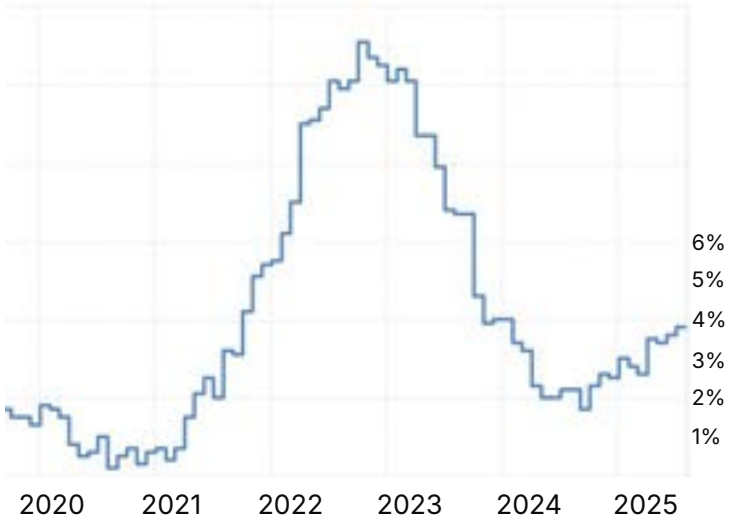
2 main elements to keep in mind

1 Interest rates are decreasing:
Holding cash needs to beat inflation

Bank of England Bank Rate evolution



Source: Bank of England



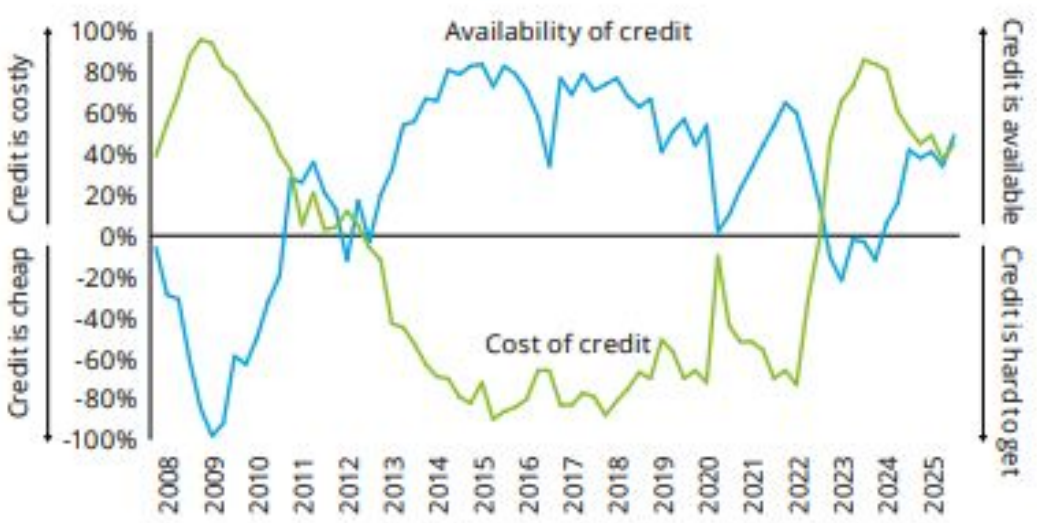
Source: Offce for National Statistics

1 Interest rates are decreasing: Financing costs will remain high

Credit is available but costs remain high

Chart 9. Cost and availability of credit

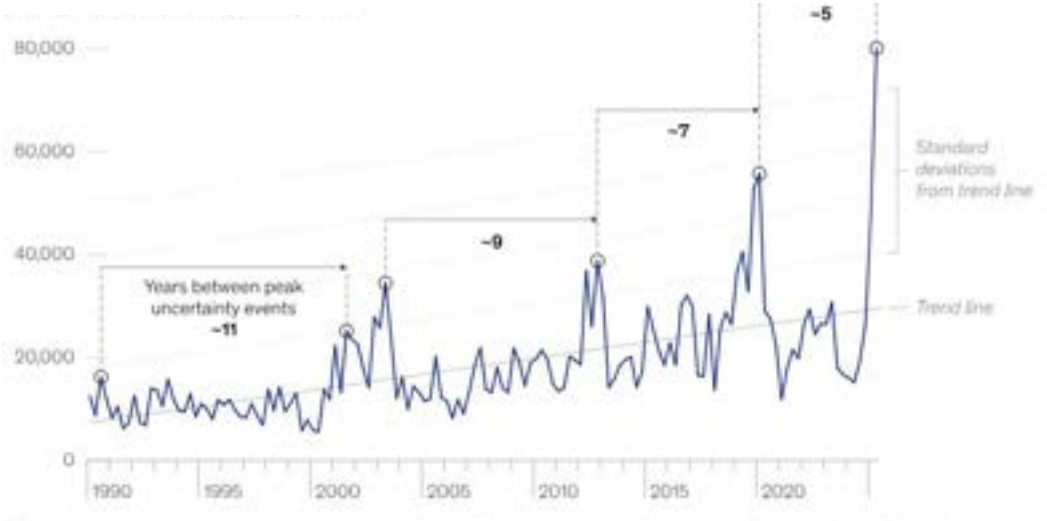
Net % of CFOs reporting credit is costly and credit is easily available



Source: Deloitte UK CFO Survey Q2 2025

2 Uncertainty will not be easing out

World Uncertainty Index, quarterly



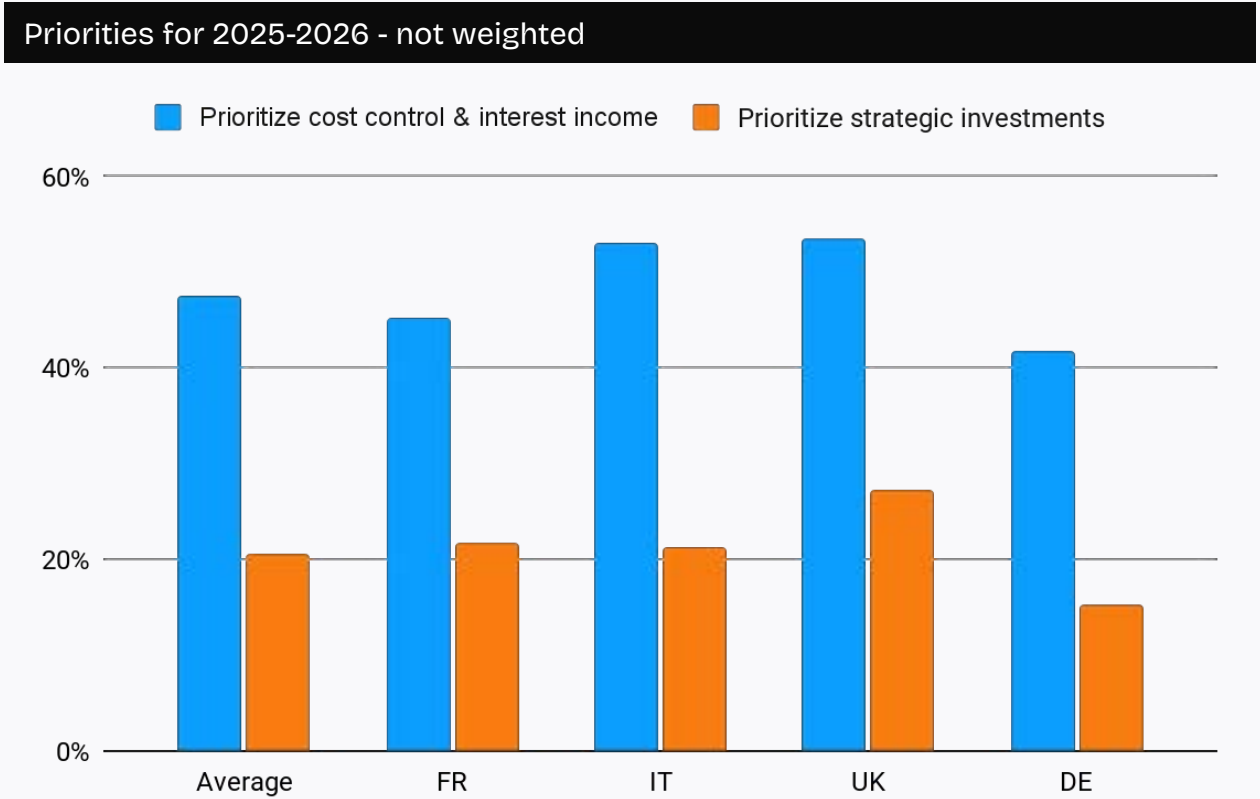
High-uncertainty events have been increasing in frequency & intensity

1

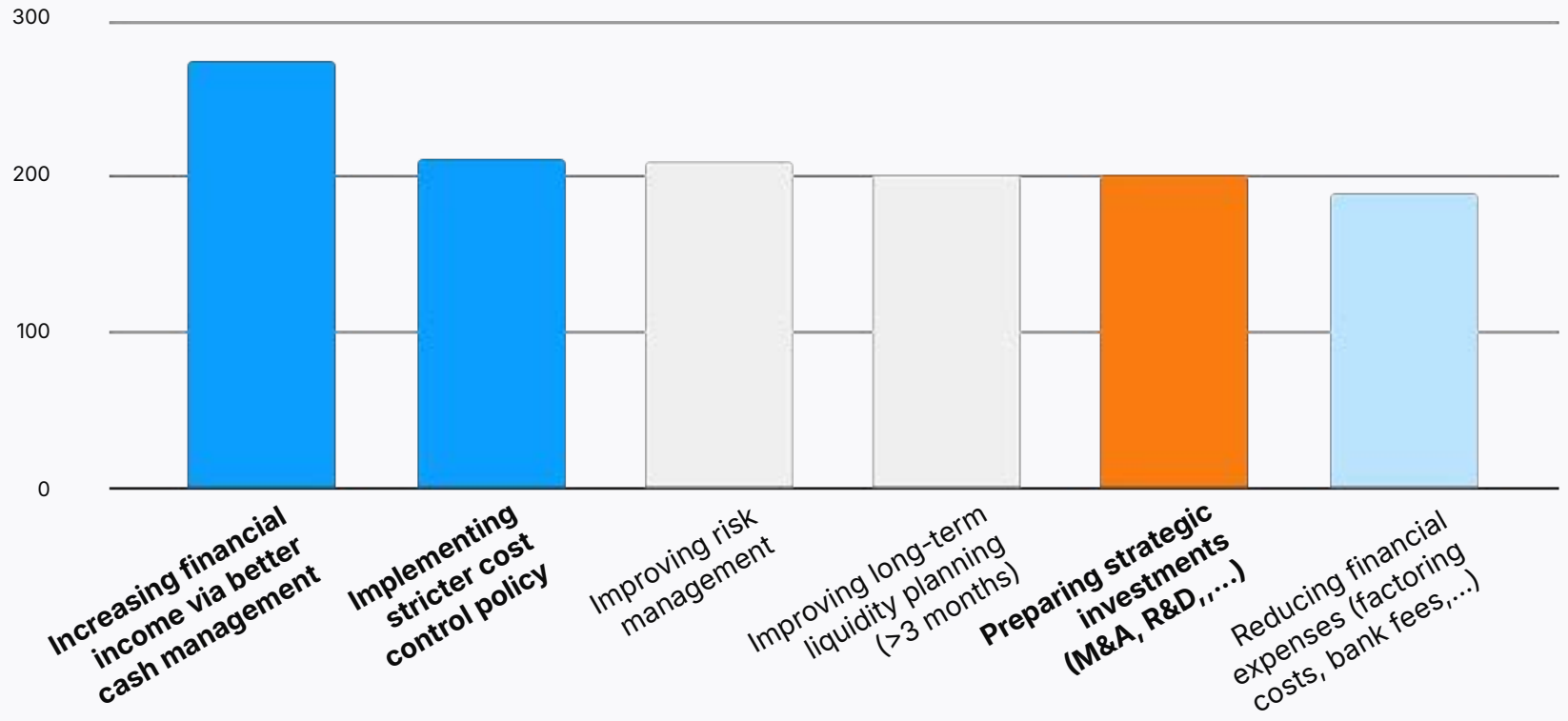
Finding 1

“World of wait and see” - stuck between **economic uncertainty** and **lower interest rates**
Finance teams are prioritising “wait & see” measures

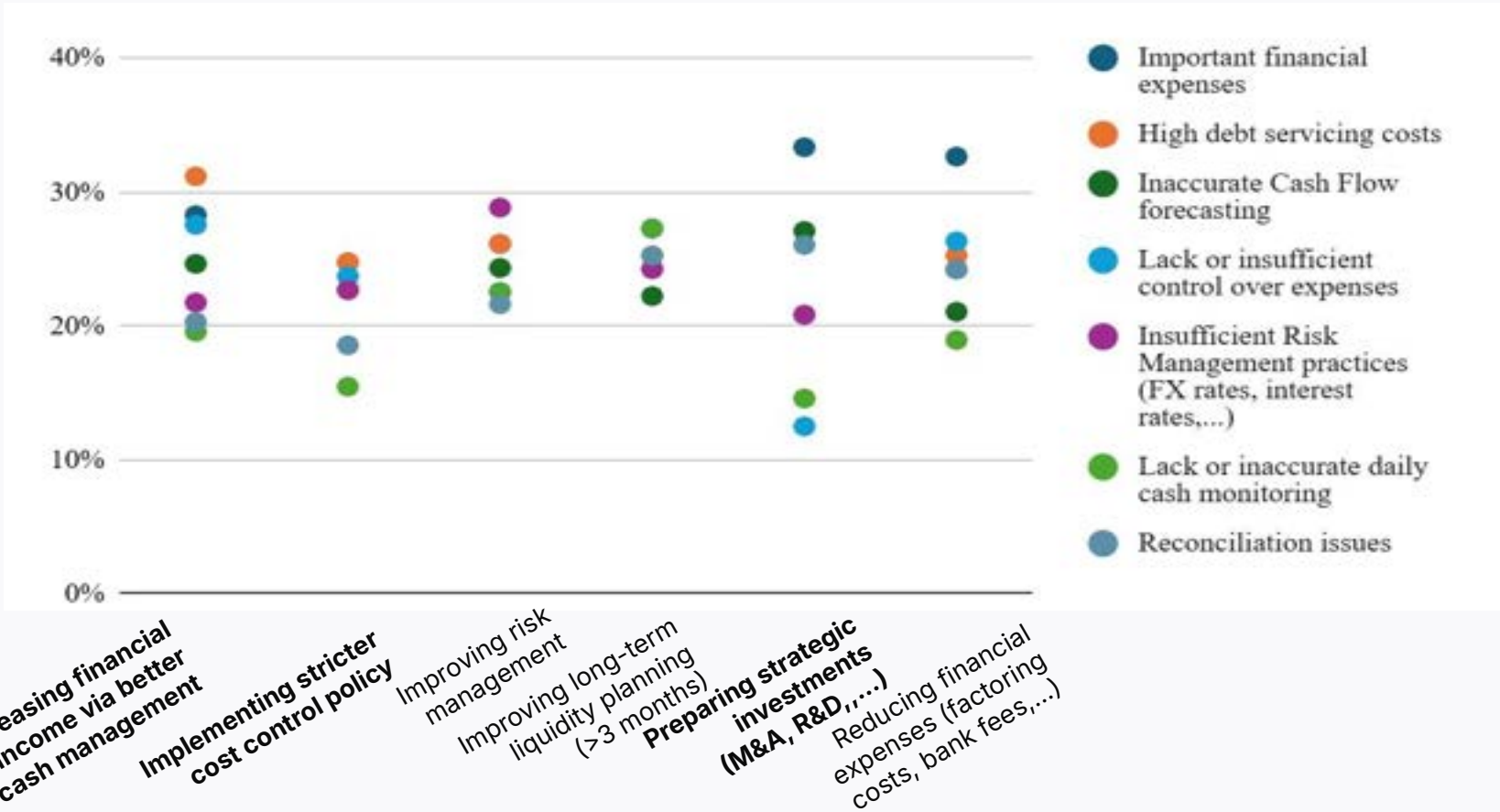
Finance depts have **prioritized cost control over investments** to maintain profitability



Priorities for 2025-2026 - Top 6 weighted



Priorities for 2025-2026 - Top 6 weighted - Main encountered issues per selected priority



2

Finding 2

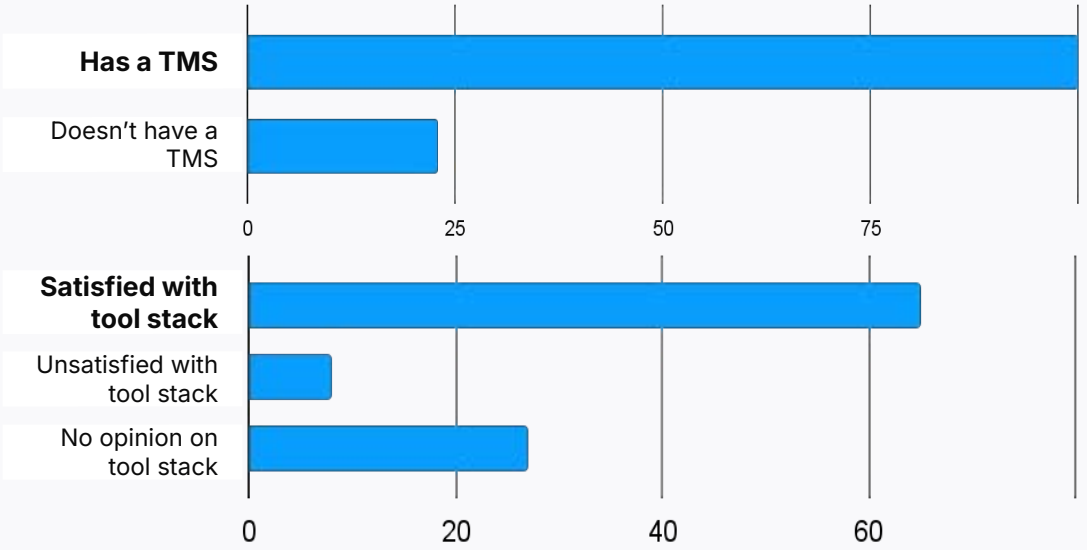
95% of CFOs aren't satisfied with their current Treasury processes.

Note

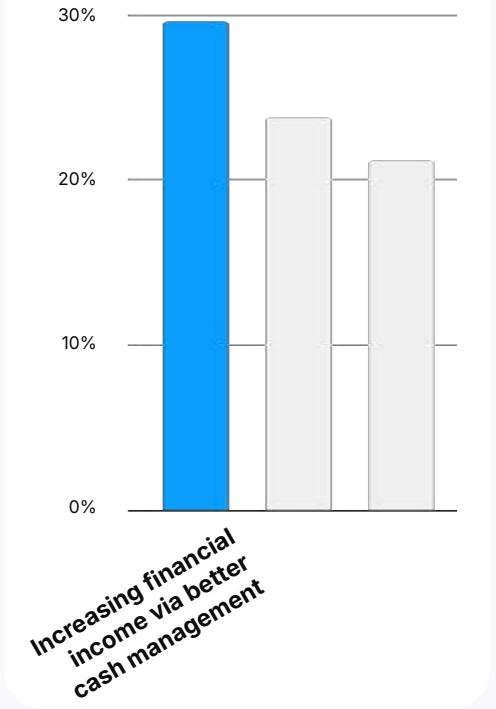
Robust tooling is essential to **mitigate operational risks** coming from an uncertain economic environment

TMS systems enable teams to prioritise projects of increased value-add

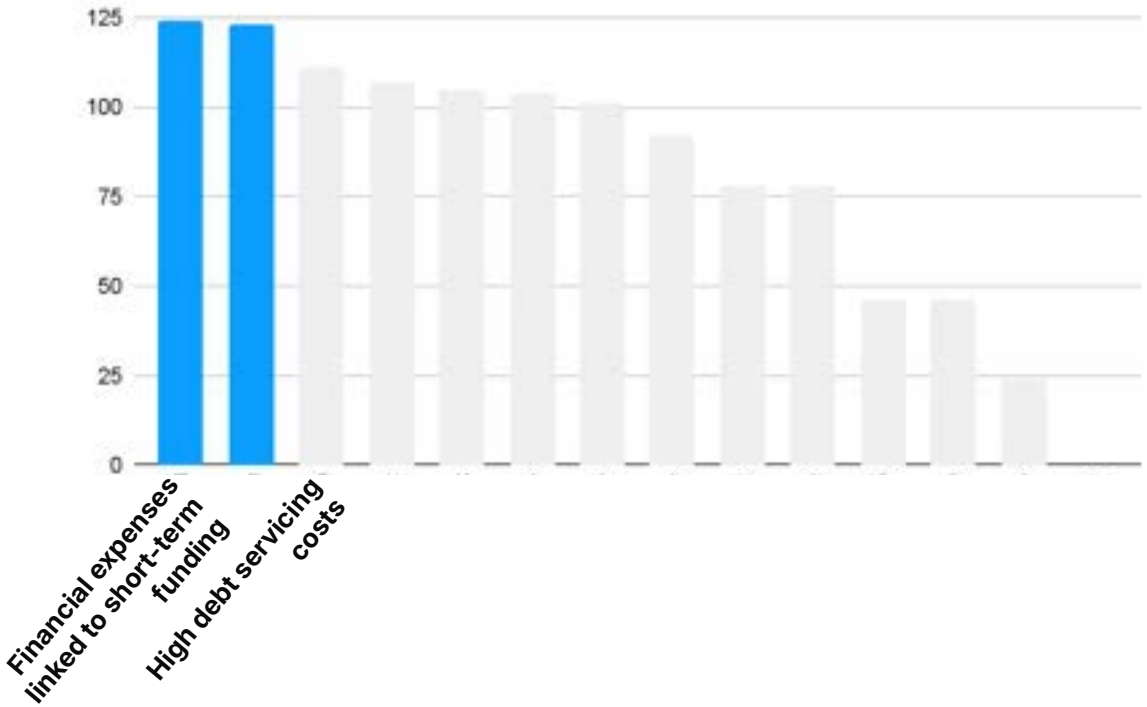
Chose “Increase financial income” as priority



Priorities for 2025-2026 - not weighted



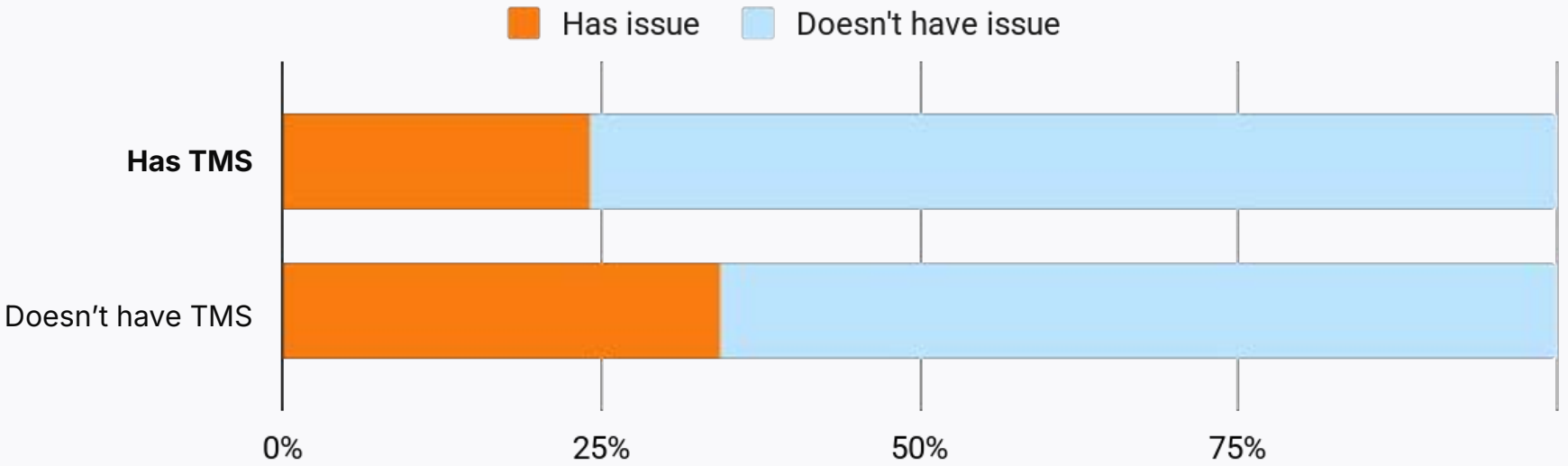
Top treasury management inefficiencies - not weighted



44% of European companies are struggling with high financial expenses

Tooling is part of the answer...

Issue: Important financial expenses (factoring fees, overdraft fees)



Survey highlighted the importance of tooling to avoid “cash flow chaos.” But other factors need to be considered too



Lack of specialized tools



Lack of alignment between teams



Lack of specific skills



Lack of quality data



Lack of alerting processes

ERP & AI

“Bridging the Gap” Between Legacy ERPs and the new generation of AI-First ERPs: A Fireside Chat with ERP Expert, Dudley Peacock



Dudley Peacock

CEO @ FinanceFlo



Nat Hobson

Head of Partnerships UK&I @ Agicap

Speaker Intro



Dudley Peacock

CEO
@ FinanceFlo

- CEO & Founder of FinanceFlo.ai
- 650+ ERP Implementations over 25+ years including BAE Systems, WPP, Jaguar Land Rover
- 9 Different ERP Systems including Sage, SAP, Oracle and Microsoft
- 2x published author
  - *"Connected Intelligence: How AI Unlocks the Full Potential of ERP"*
  - *"The Ultimate Guide to using Agentic AI in Marketing"*


There's a
Train Coming

This Train Brings 2 Problems

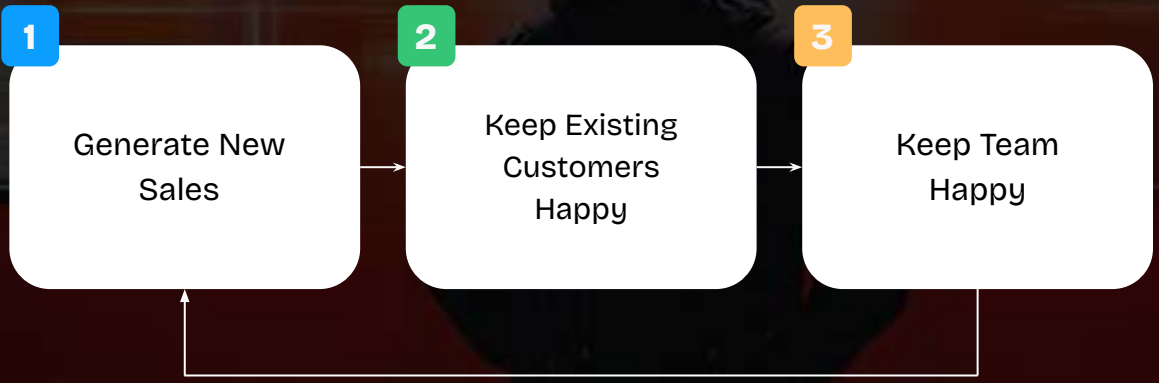
Unknown Destination

- The train is travelling into **unknown territory**
- It's **not clear** where that will be and what being there will look like
- So you **can't compare** where you are now with what the future might look like

Known Momentum

- But you **know it's going somewhere**
- You know **lots of people will get on**
- You know it **might be better** than what you have or are doing

The Rest of your Remit is Unchanged



The Key Questions For Growth Are Unchanged

What do you double down on?	What do you stop investing in?	Where do you add to what you already do?
→ What's working that you need to re-invest in?	→ Where do you need to re-allocate funds?	→ What are the missing gaps in your business you need to fill?
→ How many people do you need to hire to hit the BP?	→ What's costing too much for the revenue it brings?	→ Are there services you could provide you don't?
→ What processes do you need to automate to scale?	→ Which departments or functions don't add value?	→ What investments could enhance what you already do?

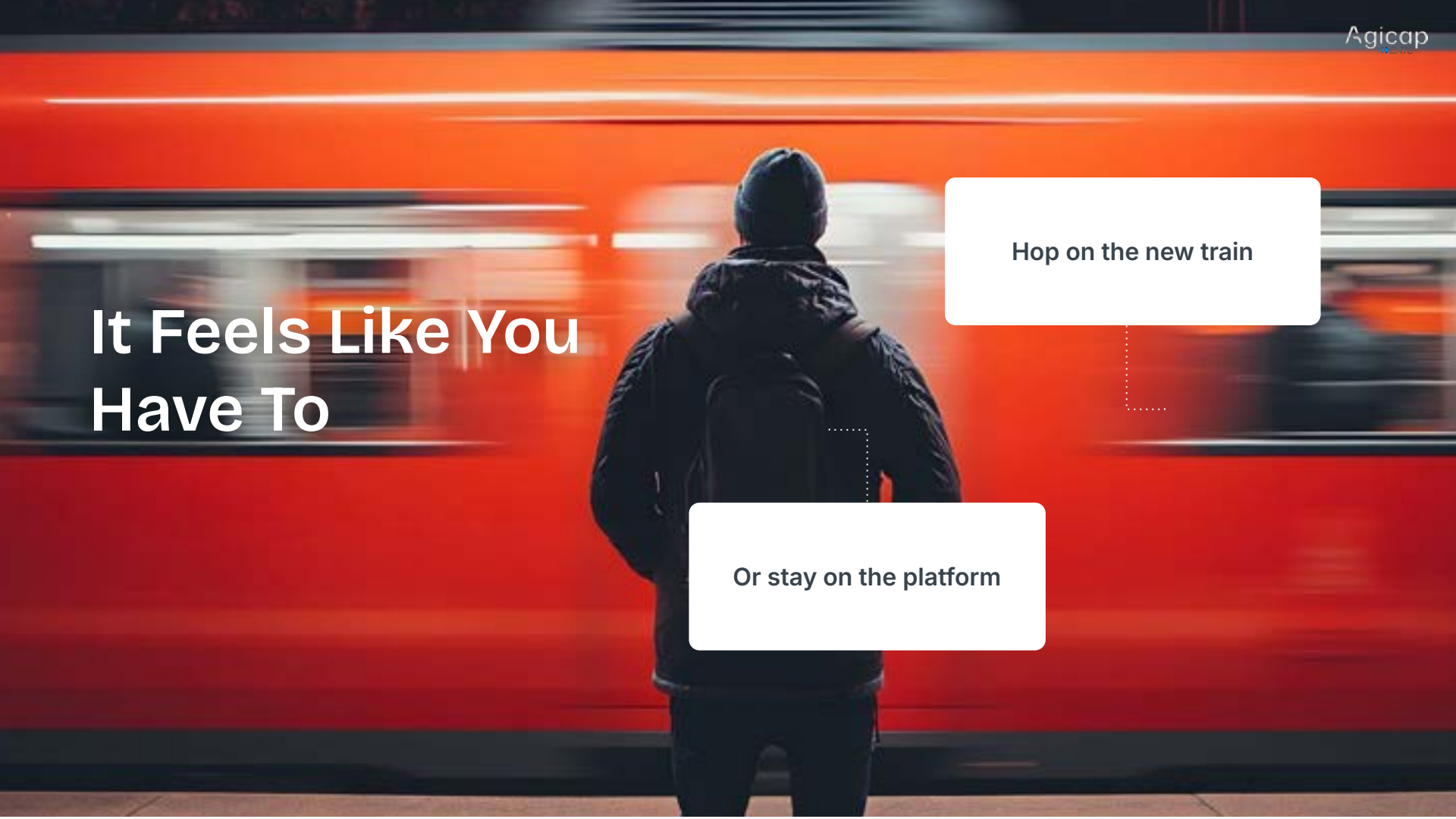


It Leaves You With 2 Options

Commit yourself to something that might not work out

Choose safety in the known and risk yourself living in the past in 2 years' time

It Feels Like You Have To



Definitions: Staying On or Hopping On

"The existing tech stack in a business is a repository of the company's intellectual property, your business processes, and the knowledge you've built over years. That's incredibly valuable."

"So if you're at a fork in the road, do you go AI-first or do you buy an existing legacy system?"

Staying On *- "Do you buy a system that will last 20 years and probably do a good job?*

Hopping On *- "Or do you buy an AI-enabled ERP so you can keep up with the changes?"*

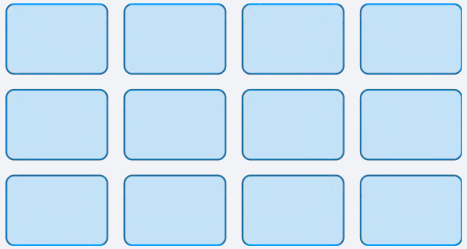
Question 2

Is is that much of a risk to invest in a legacy ERP if I can just layer AI tools on top?

The Real Question Isn't Which Train - It's What You're Bringing With You

Legacy Systems

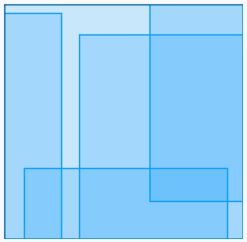
2D



Rows & Columns
Spreadsheet Thinking

AI Systems

Multi-Dimensional



1,536 Dimensions
Vector Database Thinking

Your Commitment

20 YEARS

The Right Questions

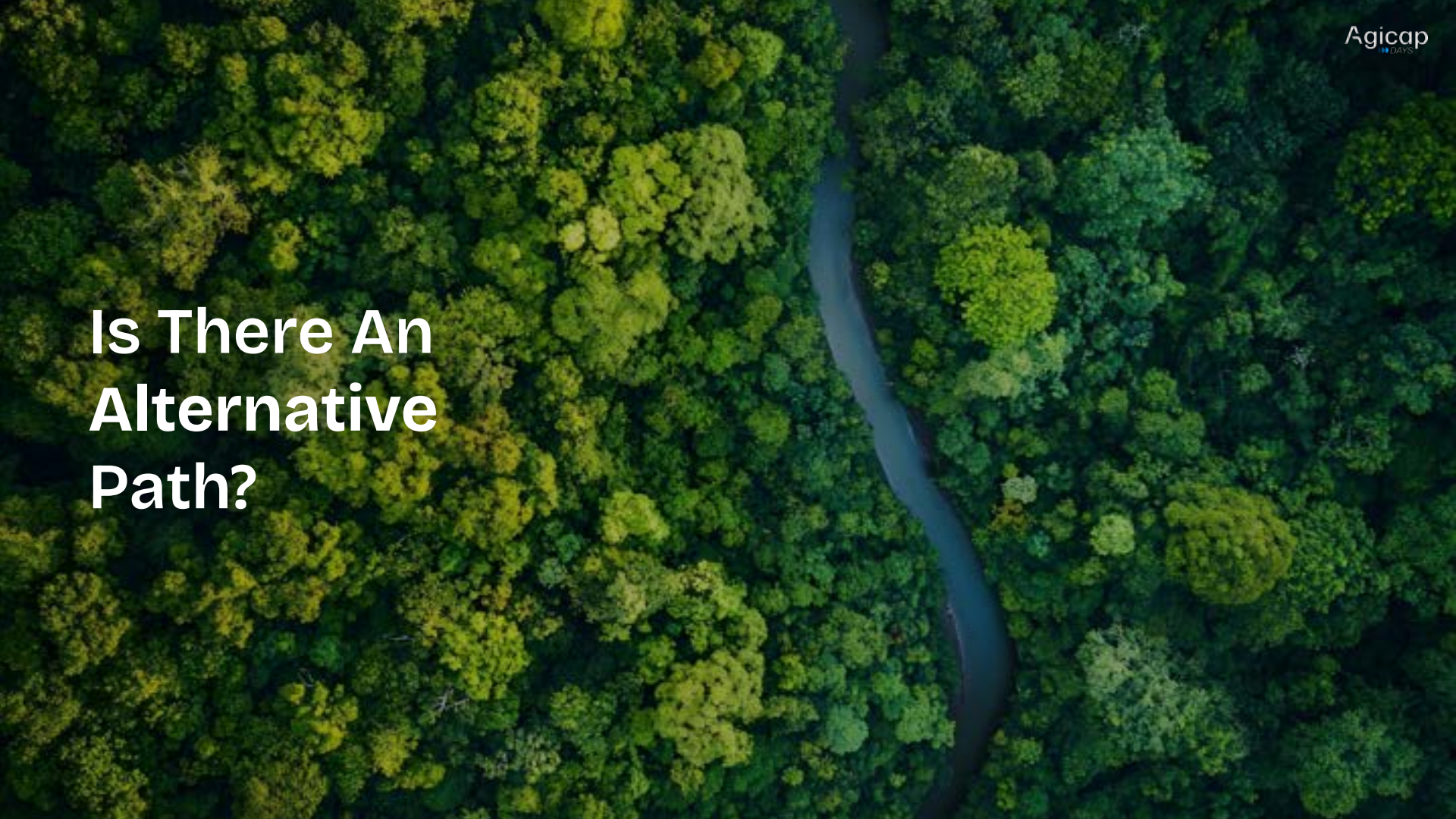
What IP is locked?
What outcomes do I need?

Measuring AI Capability - Performance versus Compute



Question 3

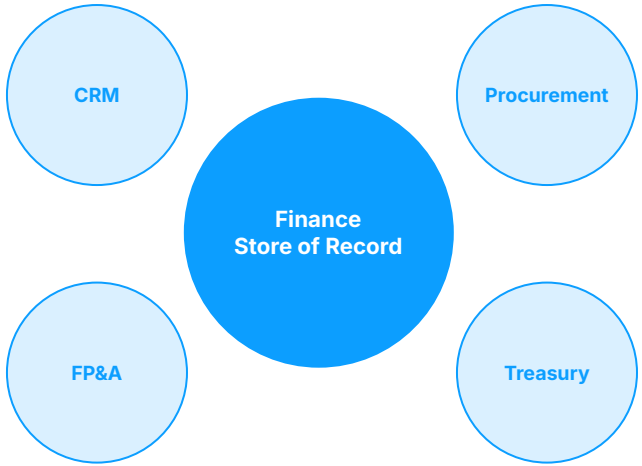
Is the idea of an “all in one” ERP now redundant?


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DAYS
Is There An
Alternative
Path?

Question 4

Is there another way to approach this decision beyond choosing between established legacy or emerging AI systems?

Stop Obsessing About Systems.
Start Focusing on Outcomes.



Connected Intelligence Ecosystem

CFO Core Outcomes

1. **Compliance**
2. **Tracking History**
3. **Forecasting Future**

GP Approach	Precision Surgery
70-80% fit	Best-of-breed

Outcomes > Systems

Build the ecosystem to deliver what you actually need

Question 5

Can you summarise what 'bridging the gap' means as a takeaway for our audience?

Bridge the Gap:
Build Your Foundation Now, Prepare for 2027



Avoid the Trap

Don't lock into 2D thinking for 20 years



Build the Foundation

Finance store of record, multi-dimensional & ready



Manage Change

Augment people, drip-feed changes

Today

NOW

AI-Native Systems

2027

27 Questions = personalized assessment for your unique situation


You Can Bridge
The Old World
While You Wait
for the New

You Don't Have to Choose

You don't have to choose between old and new.
Bridge the gap for the multi-dimensional future ahead.

Focus on
Outcome

Build your
Foundation

Create
Connected Intelligence

27-Question Questionnaire to be shared after
Assess your unique situation and build your bridge

Here's why "bridging the gap" makes sense

Avoid committing yourself to an outdated system

→ Don't commit to an ERP that could be legacy in 2 years' time

→ Don't risk AI as a layer on top of legacy infrastructure

→ Wait for an AI-native system

→ Don't make a huge investment in such an uncertain time

Set your systems up for the new world in 2027

→ Prepare your data to take advantage of the systems that will mature in 2 years' time

→ Build a Finance store of record that can enable you to quickly transfer to an AI-based system

→ Add AI-based capabilities with new ERPs when it's clear what they can do

Prepare the path of change management

→ Use this first investment to start to manage change within your teams

→ Explain the long-term vision and work with them to gain their buy in and understanding

→ Give yourself a longer change management window to maximise system effect

"Keeping positive cash flow is tough at the best of times"

The **Treasury Transformation** Framework

A Fireside Chat with FD, William Rachmann



William Rachmann

Interim / Fractional FD



Robin Gruter

Head of CS @ Agicap



William Rachmann

Interim / Fractional FD

Speaker Intro

→ International Divisional Finance Director for Rotork Plc a FTSE 250 London Stock exchange company

→ Experience in **Manufacturing**, **Engineering**, **Retail** and **Service**

→ Post Covid moved across into the **Interim** world of Finance Consultancy (**Fractional** FD), Turnaround Finance, and Cash Flow Management

→ Ranging from smaller **SMBs** (£5M) up to larger **Mid-Market** businesses (£300M), but the problems remains the same...

The **7 Es** in **Treasury Transformation**

1. **Examine** The State
2. **Establish** Purpose
3. **Educate & Equip**
4. **Empower** Individuals
5. **Execute** The Process
6. **Embed** Discipline



Examine Company's Current State

The extent of cash flow being seen as a "**black art**"

→ The team's **focus** and **resources**

→ **Finance-only** versus **cross-functional approach**

→ The **cashflow requirements**



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Establish Purpose and Direction

Start with the WHY

→ **Free Cash = King**

→ **Reduce** stress, manual work, complexity, time spent

→ **Increase** accuracy, confidence/credibility, productivity

Set Direction & Define Strategy

→ A simple **story** and **vision**

→ **Leadership role** and **communication**

→ **Alignment** of all relevant teams in the organisation



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Educate the Organisation

Grow knowledge Capabilities & Confidence

→ **1o1s** with each finance & operations team members

→ **Education** on cashflow (safe to admit what you don’t know)



Equip the Finance Team

Build and Provide the Basic Model, Tools & Support

→ **Build a forecast** that can handle the complexity and requirements of the business

→ Optimise collaborative **processes** and **systems**

→ **Automate dataflow** with IT & software vendors



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Empower the Individual

Recognise and Celebrate Wins & Contributions

→ **Work with** the staff

→ Reinforce that cashflow management is a **team effort**

→ **Celebrate** progress and success to build momentum

→ A “**please**, **thank you**, and **well done**” goes a long way

Execute the Process

Improving Accuracy & Efficiency of Cash Flow Management:

→ Have one version of the **truth**

→ **Automate** ERP and FP&A data into the Dashboards

→ Continue to eliminate the Ledger / ERP **noise**

→ Weekly meetings with key stakeholders

- **Bank balances**: concentrate on cash availability
- **Cashflow**: working towards forecasting accuracy
- **AR**: progress on debt collection process
- **AP**: determine what gets paid



Embed Discipline

Systematise Processes & Routines

→ Build **user instructions**

→ Lock in **KPIs** (forecast accuracy, DSO, visibility) for mgt. reporting

Assign Ongoing Ownership

→ Hand over **sponsorship** and appoint **product champions**

→ Enforce Treasury **accountability**

Secure Long-Term Support

→ Leverage CS **consultants** from your software providers



Partnership Insights

→ With 100+ bank accounts, across 10 currencies, and 6 ERP systems globally, “**you don’t have a choice**”

→ **Competition**: overly complicated & expensive

→ **Efficiency** and **productivity savings**

→ Enabling **growth** and funding of new acquisitions

→ +**10% DSO reduction**, releasing more than **£5M in cash**

→ Improving **forecasting accuracy**

→ Enabling **quick** and **lasting benefits**

THE TREASURY CIRCLE

by Agicap



Value Proposition

The Treasury Circle is the community by Agicap where **Europe's Mid-Market Treasury Leaders** Connect, Learn, and Excel

THE TREASURY CIRCLE

Benefits for Members

Dedicated platform

Forum discussions, peer collaboration, 1:1 chats, and roundtable discussions.

Treasury Expertise

Connect with top professionals for knowledge, experience, and career advice.

Exclusive Content

Industry benchmarks, expert insights, role benchmarking, webinars, etc.

THE TREASURY CIRCLE

Requirements to join

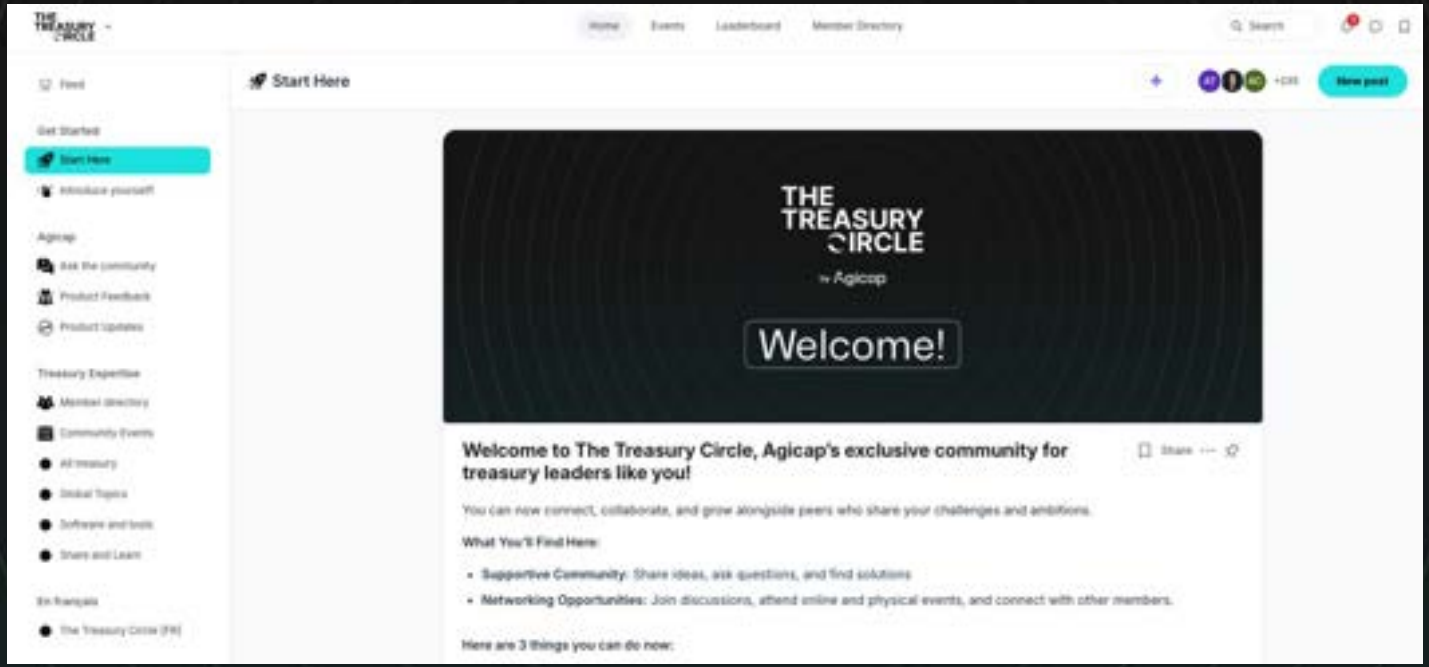
1. Hold **roles** such as CFO, Treasurer, Finance Manager, or similar.

2. Company is **mid-market** (€25M and €500M), or operates within a structure where treasury is critical.

3. Actively **manage or contribute** to treasury-related activities.

THE TREASURY CIRCLE

Live on www.treasury-circle.com



THE TREASURY CIRCLE

How to join

Scan the QR Code
and **apply now**

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Thank you

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