

TREASURY &
THE FUTURE OF FINANCE TODAY

RISK

ALEXANDER HAMILTON

PRESENTS THE 16TH ANNUAL

BEST PRACTICES SUMMIT & AWARDS

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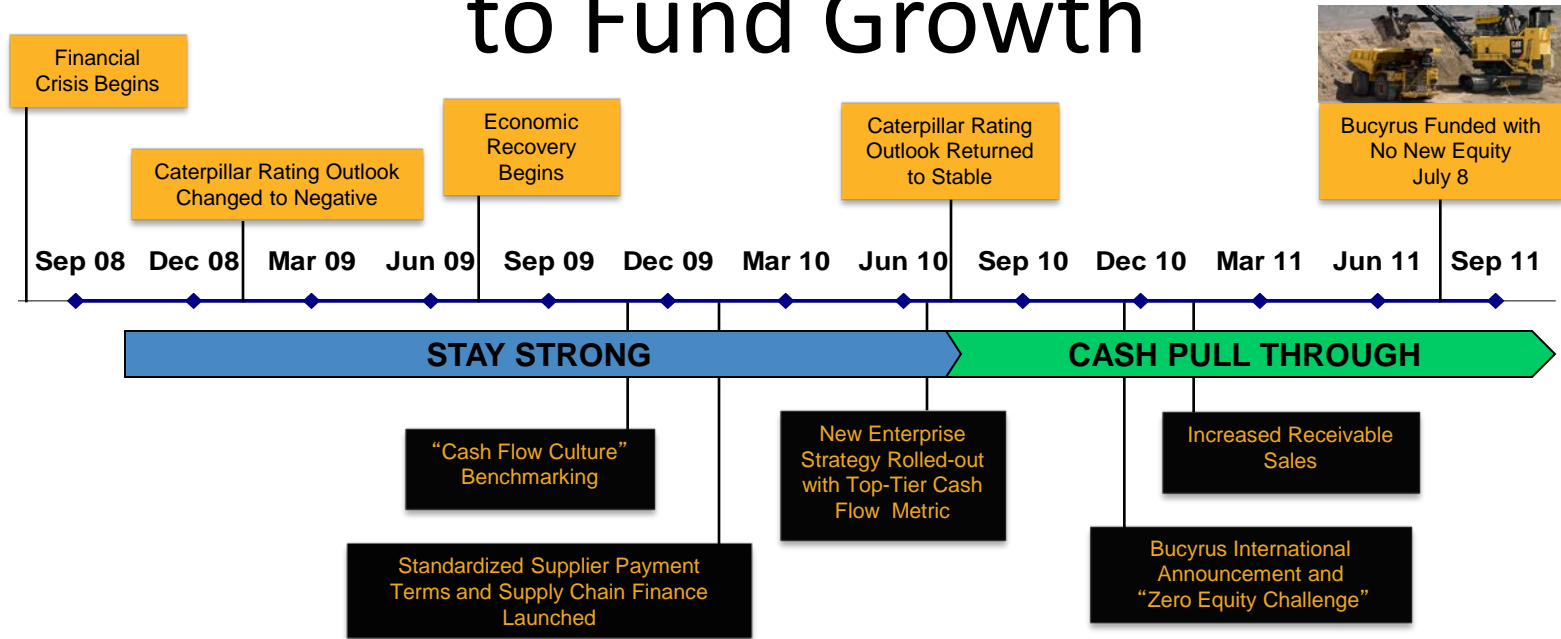


Working Capital Management

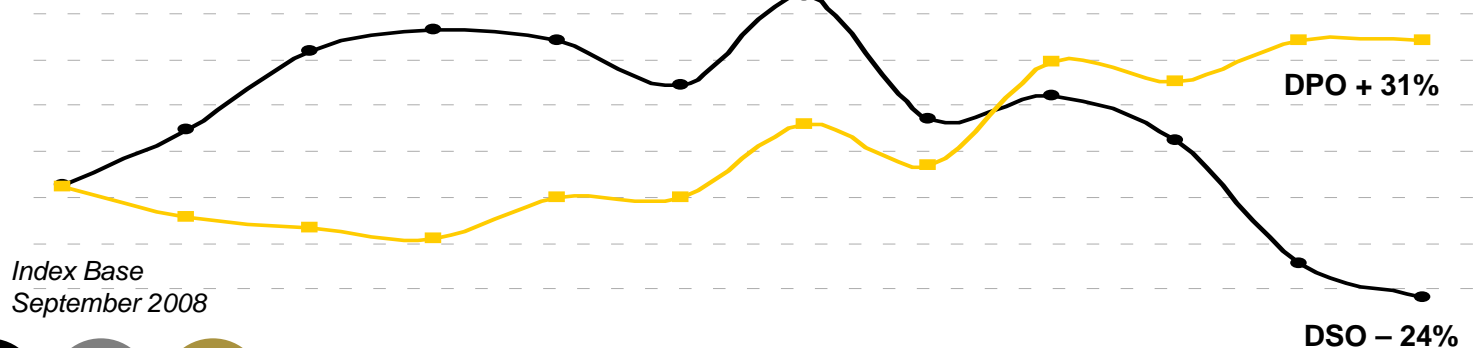
Dean McNaught

Corporate Finance Services Manager, Caterpillar Inc.

Managing Working Capital to Fund Growth



Days Sales and Payable Outstanding Performance



Keys to Success

- Ensure “Cash is King” Tone From The Top
- Include Cash Flow in Enterprise Strategy

Leadership

- Improve Working Capital Business Acumen
- Provide Actionable, High Integrity Business Unit Information and Data

Business Unit Execution

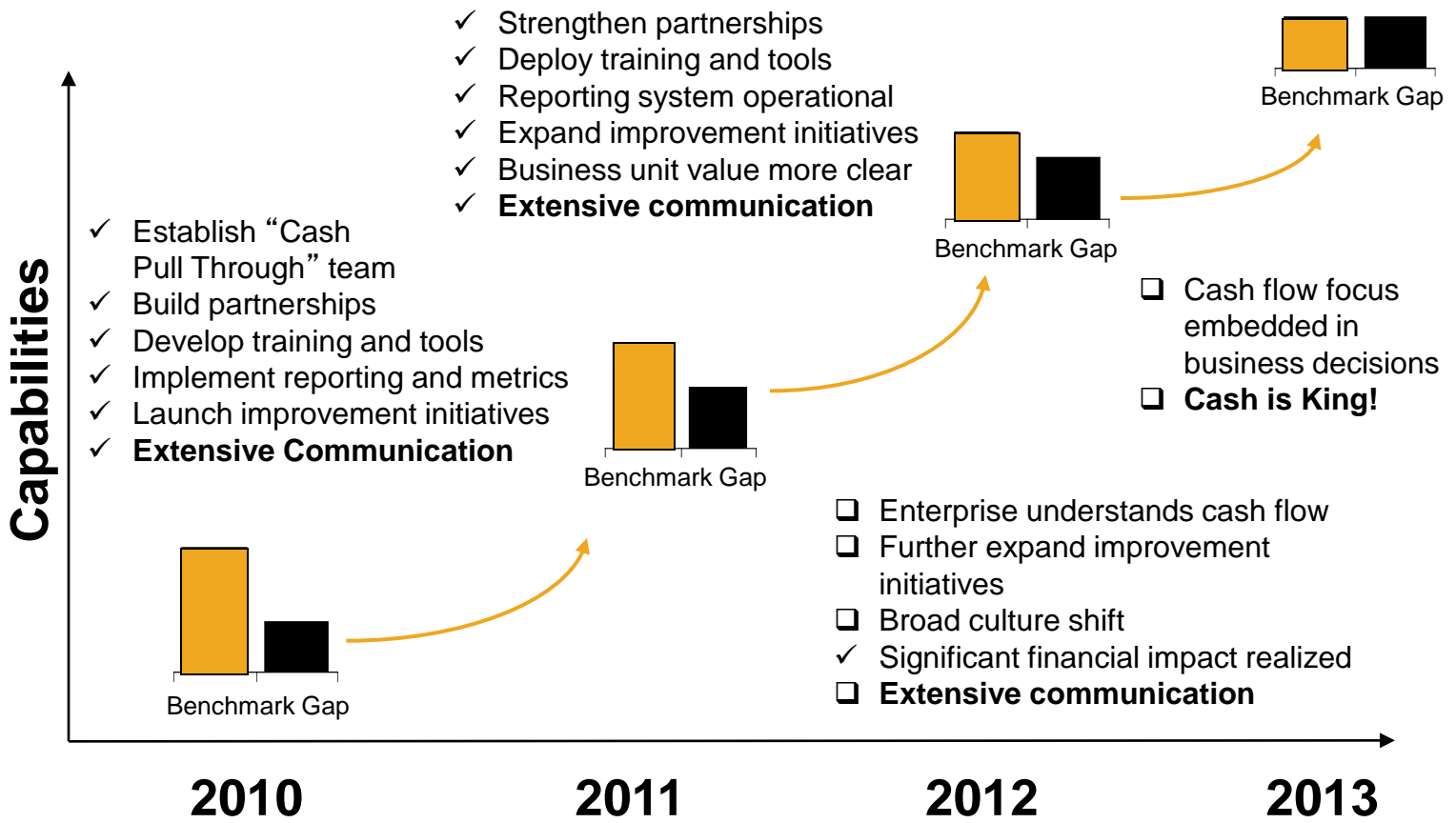
- Establish Working Capital Support Structure
- Implement Accountability at all Business Levels

Performance Management



Partner With the Business

When the Business Wins, We Win



Culture Shifting "How do I manage cash flow" "This can really help my business" "Let's go after the tougher wins" "We are a cash flow company"

