



TrE³asury with camt.086: Electronic, Efficient, Easy

February, 17th 2016 Frankfurt am Main

Presentations

**Medium-sized Companies' Perspective:
Practical aspects, process optimisation, added value**

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**Electronic Business Processes - Legislation and
Standardization in Europe**

Stefan Engel-Flechsig

Legal Counsel and Chairman FeRD



Electronic billing - NOW

Werner Brinkkötter

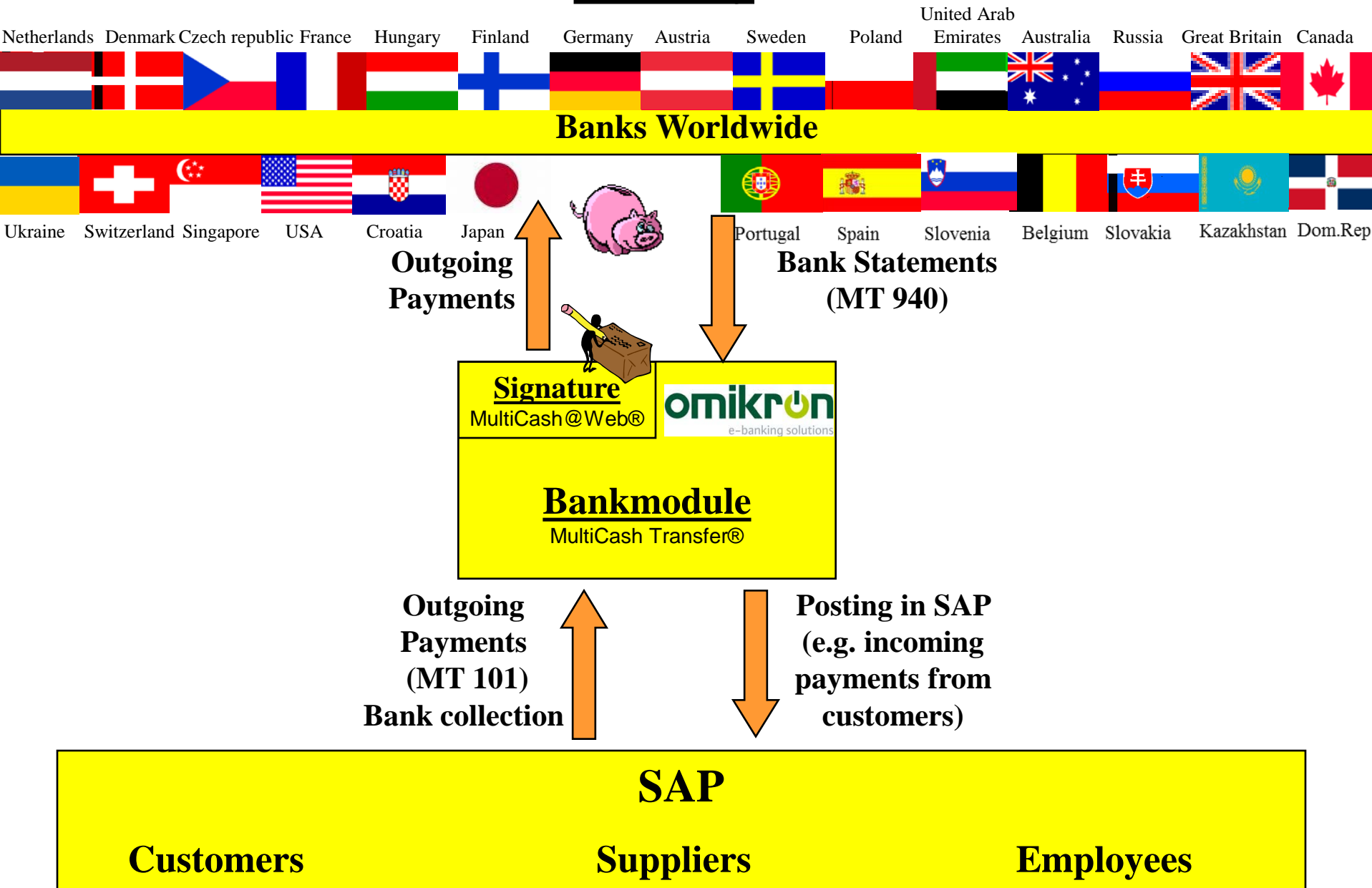
(1) ~~Electronic signature with certificate~~

(2) EDI process with contract

(3) Other methods such as e-mail
invoice entry does not apply to ZUGFerD, CAMT.086, TWIST

(4) ~~Paper bill via post~~

Treasury



Cash-Pooling - Storck Group worldwide

Bank G R O U P-internal Pooling

R e a l P o o l i n g

Bank-wide Pooling

R e a l P o o l i n g

Bank-Group A

 NL
 BE
 FR
 PT
 AU
 AE
 JP
 UA

Bank-Group B

 SE
 SG
 CA
 US

Bank-Group C

 DK
 GB
 FI




Bank-Group D

 PL
 HR
 CZ
 AT
 SK
 SI
 HU

Bank-Group E

 RU
 DO

Special Bank-Tool

 CH lokal Bank
 ES lokal Bank
 KZ lokal Bank

Germany

Various banks

All companies of the Storck-Group



August Storck KG daily to 1 Bank account !!!

————— Cash-Pooling ————— Zero Balancing



More than 180 bank accounts

More than 40 banks worldwide

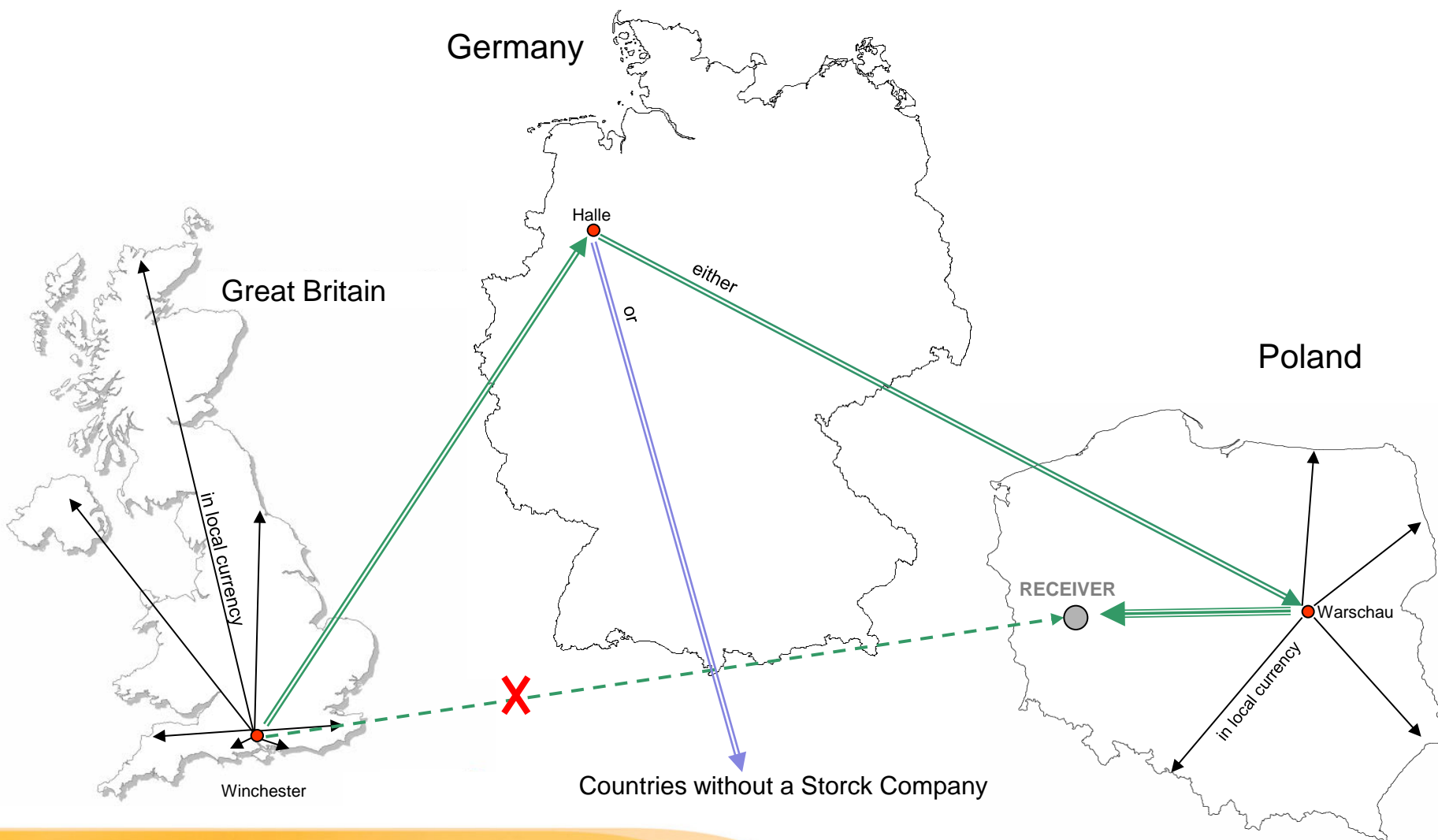
12 EUR-cashpools

12 currency-cashpools

All bank accounts included in cashpools

Payment Factory

No international Payments





- = Electronic billing of bank charges for companies
- + VAT invoice
- + Electronic bank confirmations for the auditors

Mapping EU VAT Directive - ISO 20022 camt.086.001.02 - ZUGFeRD - CEN / UN CEFAC CROSS INDUSTRY INVOICE

Detail	EU VAT Directive 2006/112/EC ¹⁾	German Turnover Tax Act ²⁾	ISO20022 - camt.086.001.02	ZUGFeRD Scheme	Remark	Recurring appearances permitted	CEN / UN/CEFACT CII		
							DataID	Element name	XPath
Full name of the taxable person	Art. 226 (5)	Sec. 14 (4) (1)	/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/Nm	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/SellerTradeParty/Name		No	INV014	Seller name	rsm:CrossIndu
Address of the taxable person			/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/AdrTp	-		No	-	-	-
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/PstCd	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/SellerTradeParty/Postal TradeAddress/PostcodeCode		No	INV017	Seller address post code	rsm:CrossIndu Address/ram:l
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/StrtNm <and> /Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/BldgNb	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/SellerTradeParty/Postal TradeAddress/LineOne	Indication of street or postal box. For addresses indicating the postcode and locality, "-" must be entered.	No	INV015	Seller address line1	rsm:CrossIndu
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/BldgNm <or> /Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/AdrLine	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/SellerTradeParty/Postal TradeAddress/LineTwo		No	INV086	Seller address line2	rsm:CrossIndu
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/TwnNm	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/SellerTradeParty/Postal TradeAddress/CityName		No	INV016	Seller address city	rsm:CrossIndu
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/Ctry	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/SellerTradeParty/Postal TradeAddress/CountryID		No	INV019	Seller address country code	rsm:CrossIndu
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Sndr/PstlAdr/PstBx	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/SellerTradeParty/Postal TradeAddress/LineOne		No	INV015	Seller address line1	rsm:CrossIndu
Full name of the customer			/Document/BkSvcsBilgStmt/BilgStmtGrp/Rcvr/Nm	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/BuyerTradeParty/Name		No	INV026	Buyer name	rsm:CrossIndu
Address of the customer			/Document/BkSvcsBilgStmt/BilgStmtGrp/Rcvr/PstlAdr/AdrTp	-		No			
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Rcvr/PstlAdr/PstCd	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/BuyerTradeParty/Postal TradeAddress/PostcodeCode		No	INV029	Buyer address post code	rsm:CrossIndu Address/ram:l
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Rcvr/PstlAdr/StrtNm <and> /Document/BkSvcsBilgStmt/BilgStmtGrp/Rcvr/PstlAdr/BldgNb	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/BuyerTradeParty/Postal TradeAddress/LineOne	Indication of street or postal box. For addresses indicating the postcode and locality, "-" must be entered.	No	INV027	Buyer address line1	rsm:CrossIndu
			/Document/BkSvcsBilgStmt/BilgStmtGrp/Rcvr/PstlAdr/BldgNm <or>	/CrossIndustryDocument/SpecifiedSupplyChainTradeTransaction /ApplicableSupplyChainTradeAgreement/BuyerTradeParty/Postal		No	INV088	Buyer address line2	rsm:CrossIndu

Institute of auditor
IDW PS 302 A30

Vereinbarung über die Zurverfügungstellung von Bankbestätigungen (vgl. Tz. 22)

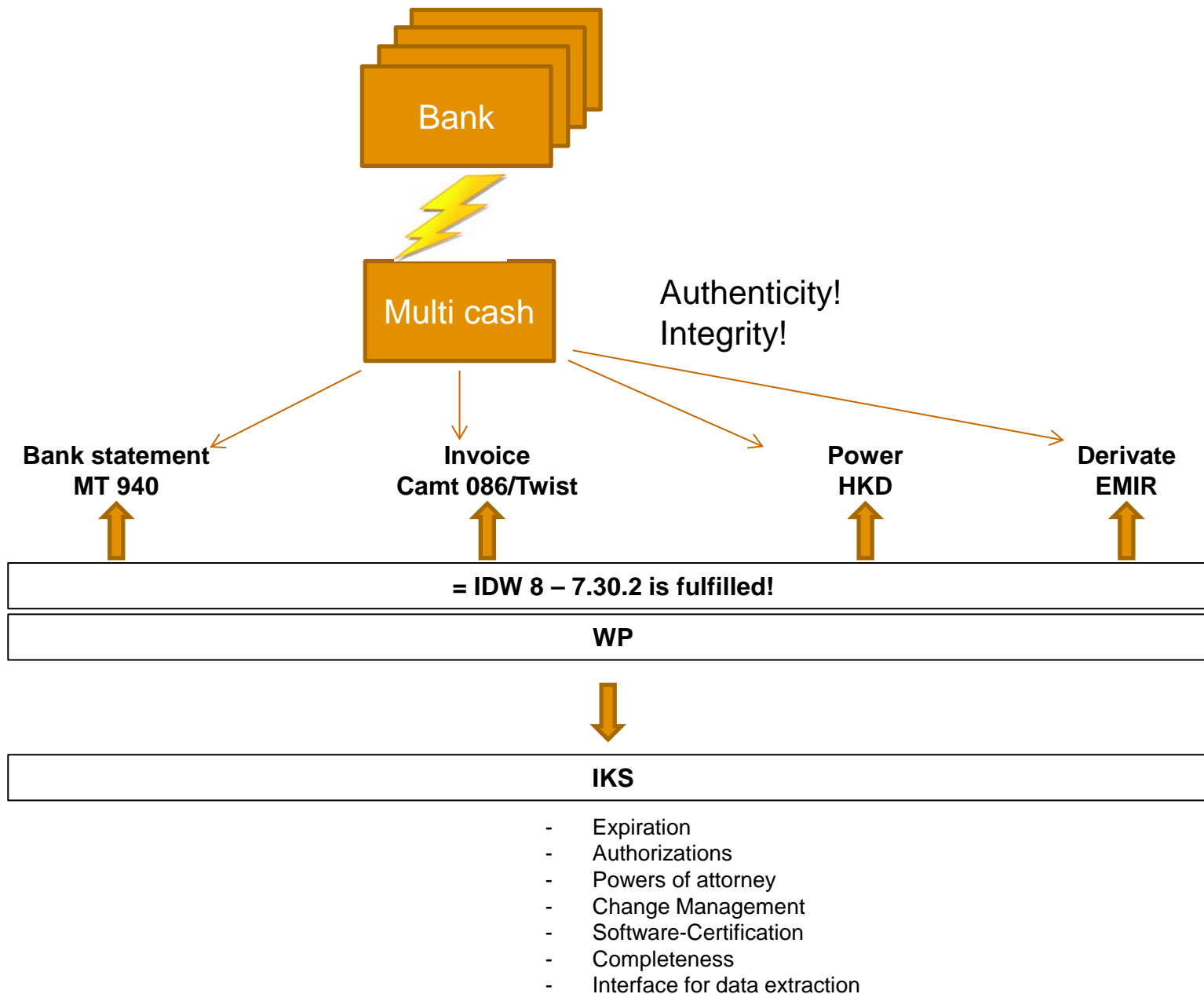
- A30 Besteht zwischen dem zu prüfenden Unternehmen und dessen Kreditinstitut eine Vereinbarung, der zufolge das Kreditinstitut dem Abschlussprüfer regelmäßig (bspw. für jeden Abschlussstichtag oder auf Quartalsbasis) eine schriftliche Bestätigung unmittelbar zusendet oder auf elektronischem Weg übermittelt bzw. zur Einsichtnahme bereithält, entfällt das Erfordernis der Versendung einer gesonderten Bestätigungsanfrage. Der Abschlussprüfer ist gemäß Tz. 22 verpflichtet, in die zugrundeliegende Vereinbarung Einsicht zu nehmen, um sich davon zu überzeugen, dass die Anforderungen der Tz. 8 (a) bis (c) erfüllt sind, d.h. insb. dass diese Vereinbarung keine unsachgemäße Einflussnahme des Kontoinhabers auf das Bestätigungsverfahren ermöglicht, und um festzustellen, ob sämtliche nach Tz. 21 erforderlichen Informationen enthalten sind.

Requirement

“Authenticity of origin“

+

"Integrity of content"



Fazit: Better than in the past!

merci  [®]



Part of Your World

VORWERK

**TrE³asury with camt.086:
Electronic, Efficient, Easy**
VDT e.V., Frankfurt 17.02.2016

Regina Deisemann
Corporate Treasury



Agenda

- Who we are - Company portrait
- Cash management environment
- Let's Twist
- Our experiences
- Outlook

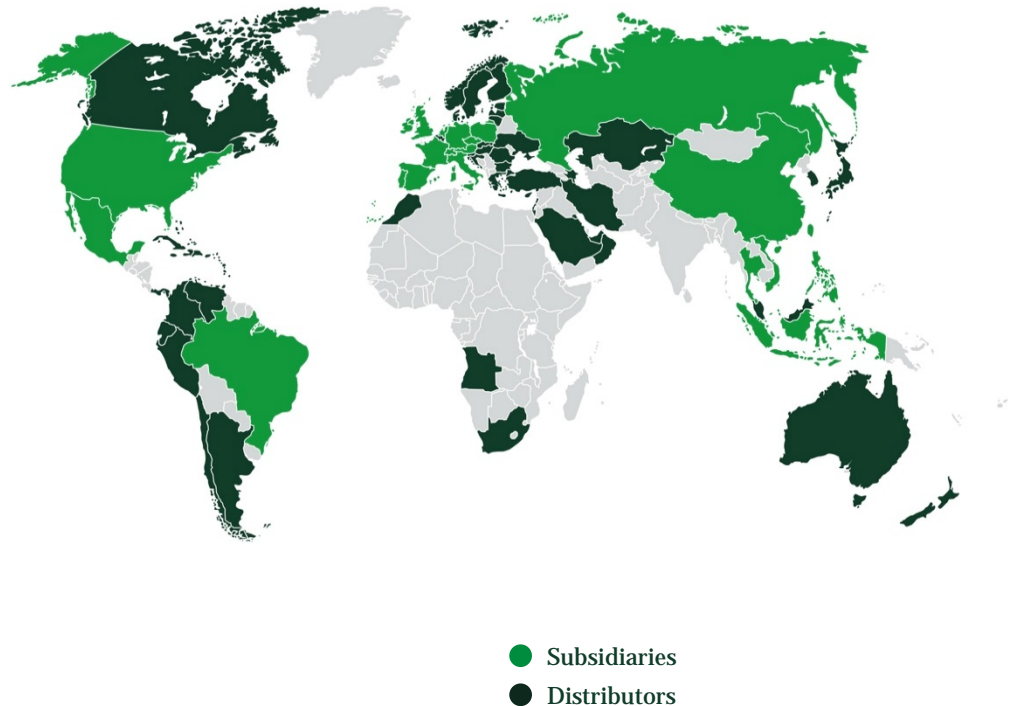
Company portrait

- Vorwerk has been a family-owned company since its foundation in 1883.
- Vorwerk stands for the direct route to the customer, a consistent commitment to service, and outstanding quality.
- Sales in 2014: 2793 billion euros, business volume in 2014: 3314 billion euros, of which 2274 billion euros came from direct sales



Company portrait

- There are 603,927 people working for Vorwerk around the world, of whom more than 44,000 are independent sales advisors in the business of selling household appliances and about 545,000 are JAFRA Cosmetics Consultants
- Subsidiaries and distributors in 75 countries
- Partners' equity: 65 percent (akf group at equity)



Products and Services



Thermomix



Kobold



JAFRA Cosmetics



Lux Asia Pacific



Twercs



akf group



Vorwerk flooring



Vorwerk Direct Selling Ventures

Cash Management Environment

Bank account structure

- Approx. 560 current accounts
- 140 investment accounts
- A total of 22 currencies

Cash pooling

- Germany: zero balancing
- Cross-border: manual pooling
- Clearing accounts worldwide

Cash Management Environment

Status Quo

- In Germany: use of a central clearing platform
- Outside Germany: no transparency
- No regular, standardized “group reporting of bank charges”

Let's TWIST

Where?

- Changeover in Germany first

Key requirements ?

- Change of bank fee structure

Which bank?

- Commerzbank
- Deutsche Bank
- UniCredit
- HSBC

Let's TWIST

What with?

➤ Multicash/EBICS

Commerzbank; UniCredit

➤ Market Secure Inbox app

Deutsche Bank

➤ Banking portal

HSBC

And how do we prepare management reports?

➤ Vorwerk-developed application?

➤ Purchase software? If so, which?

➤ Outsourcing?

Our Experiences

Electronic

- Accessible via existing systems – minimal effort and expense
- Objective: automated bank charge monitoring and straight-through processing
- Differentiated analysis options

Efficient

- Process optimization
- Transparency of volumes and service prices
- More detailed checks: fees are not simply updated

Our Experiences

Easy

- Minimal cash and time input
- Bank relationship management
 - Comparison of banking terms and conditions
 - Basis for negotiating terms and conditions
 - Initial results: bank statements issued as agreed

However

- Still scope for optimizing the bank billing comparability

Outlook

- Roll-out in Europe
- Transparency:
 - Internal: regional process benchmarking
 - External: bank relationship management
- Electronic year-end bank confirmation:
 - win-win-situation for corporates, banks and certified accountants/auditors
- Influence on definition of core banks



What We Want for Treasury?

- Greater interest from corporates
- For banks to regard electronic statements more as a service and less as customer mistrust of their bank
- camt.086 = relationship driver
- More active implementation of standardization

Talk to your Banks and System Providers about how they can support you !



You will benefit from it!

STATEMENT CGI-MP



We presented a recorded video-statement from
Andrew Griebenow, CTP
Global Product Manager
HSBC

If you are interested in working with the
CGI-MP Work Group 5, BSB (Bank Services
Billing) please contact Andrew directly:

andrew.w.griebenow@hsbc.com



ELECTRONIC BUSINESS PROCESSES - LEGISLATION & STANDARDIZATION

Stefan Engel-Flechtsig
Legal Counsel and Chairman FeRD

Overview

- What are the issues ?
- Where do we/others stand today ?
- What is ahead of us ?
- What are our next steps ?



What are the Issues ?



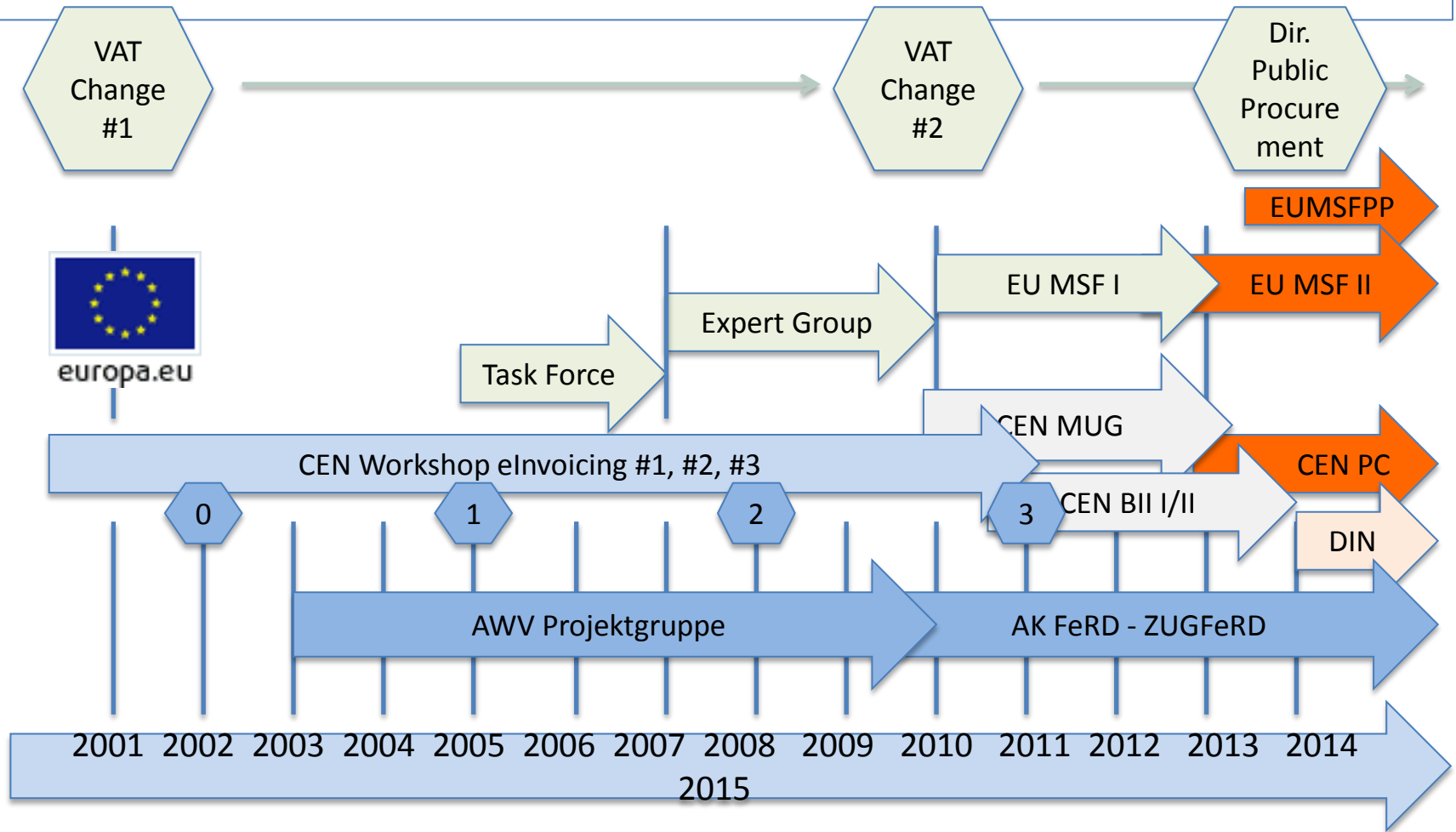
Working Assumption

- By 2020 all or nearly all documents, including e.g. invoices, contracts, orders etc. in a b-2-b or b-2-g relation will be processed electronically.
- Digital transformation happens already now in many MS and will be continued in the next years (cost and efficiency reasons).
- EUMS have or are developing rules and regulatory principles to match this transformation, e-invoice is one area only.
- Establish principles for that scenario from a legal and regulatory perspective giving recommendations to companies, administrations and legislators.

Key Areas & Key Principles

- Key areas:
 - VAT, archiving, accounting, invoicing, procurement, document management, auditing, etc.
- Key principles:
 - Simplification and guidance
 - Holistic view of digital transformation rather than regulation of single items
 - Integrate digital single market developments

2001 – 2015 Europe Overview



Where do we/others stand ?



EU Snapshot

EU Multistakeholderforum on electronic Invoices	4 Croatia	5 Cyprus	6 Czech Republic	7 Denmark	9 Finland	10 France	11 Germany	15 Italy	20 Netherlands	21 Poland	23 Romania	24 Slovakia	26 Spain	27
Answer from fora?	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	
Questions to National Foras re. VAT and Archiving														
Area 1: VAT and transposition of Directive 2010/45														
What is the required duration for storing invoices in your country?	11	6	10	5	6	10	10	10	7	10	10	10	8	
MOSS (Electronic supplied services)	11	10	10	10	10	10	10	10	10	10	10	10	10	
Are there specific requirements for scanning of paper-invoices?	No	No	Yes	No	No	No	Yes	Yes	No	No	No	No	Yes	
Once scanned, is it possible to dispose the paper-invoice and store only the invoice in electronic format? (No=Cannot be disposed immediately)	No	No	No	Yes	No	No	No	Yes	Yes	Yes	No	No	Yes	
Is there any obligation to store a specific set of data (metadata)?	No	No	Yes	No	No	No	No	Yes	No	No	No	No	Yes	
Is there a legal requirement to facilitate a certain metadata search?	No	No	Yes	No	No	No	No	Yes	No	No	No	No	Yes	
Is the access to companies' electronic archives regulated and if yes, how is this regulated?	No	Yes	No	Yes	Yes	Yes	Yes	Yes	No	No	No	No	Yes	
Is there any specific requirement on archiving of company data in the cloud?	No	No	No	No	No	No	No	No	No	No	No	No	Yes	
Are there any legal constraints when archiving data abroad in the cloud, in particular outside the EU?	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	Yes	
What rules exist in your country if information in already archived invoices must be changed, e.g. because of data protection requirements? (No=No changes allowed)	No	No	Yes	Yes	Yes	No	No	No	No	No	No	No	No	
Area 3: "core invoice" and "country extensions" / implementation of Directive 2014/55 - legal issues regarding e-invoicing/invoicing driven by local public procurement regulations in the MS. The goal of Directive 2014/55/EU is to simplify and standardize the use of public procurement in the EU countries through the use of electronic invoicing and the definition of a "core invoice" data standard model that is valid for all public administrations in Europe.														
Are additional data elements required beyond those required by the Directive 2006/112/EC ("Invoicing Directive") in your country?	No	No	No	Yes	No	No	No	Yes	No	Yes	Yes	Yes	Yes	
Can you specify these additional data?	N/A	N/A	N/A	Yes	N/A	N/A	N/A	Yes	N/A	Yes	Yes		Yes	
Are these additional data elements required for invoices for tax purposes also required for invoices in public procurement (i.e. invoices sent to public authorities)?	N/A	N/A	Yes B2G	Yes	N/A	N/A	N/A	Yes	N/A	Yes	Yes	Yes	Yes	
Is the requirement for additional data in invoices based on legal requirements or does it result from settled practice in your country?	N/A	N/A	Legal	Legal	N/A	N/A	N/A	Legal	N/A	Legal	Legal	Legal	Legal	
Is your country using an existing international or European invoice model (e.g. UN/CEFACT, CEN BII, PEPPOL, etc.) to define the data elements?	No	No	No	No	No	No	UN/CEFACT + ISO	No	UBL 2.0	No	No	No	No	
Do you think that the European standard (Art. 3 of Directive 2014/55/EU) that will provide for the "core invoice" will only apply to electronic invoices or also to paper invoices?	Electronic	Both	Both	Both	Both	Both	Electronic	Both	Electronic	Both	Both	Electronic	Electronic	
Do you think that, in the event that a Public Administration of a Member State requires the supplier - resident or non-resident - to integrate the data of the "core invoice" with further data currently in use in your country (country section), the supplier may refuse	No	Yes	Yes	No	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	

Consultation from Regulatory EU Working Group 2015

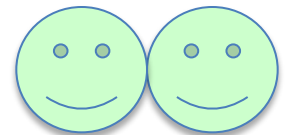
- The outcome of the consultation shows in a clear way a different level of regulation in EU countries with regard to electronic archiving of documents in general and invoices in particular, both in case of paper invoices and e-invoices.
- Differences regard also legal terms for documents (including invoices) archiving, both paper and digital, although most countries provides for a duration of 10 years.
- Differences in legislation may also depend on different laws concerned (i.e. tax or civil laws).
- This scenario produces uncertainty for EU companies and slows down the development of the digitalization process (E.g. e-invoicing).
- Furthermore, it is to point out that:
 - the benefits arising from e-invoicing cannot fully reached if, at the end of the supply chain, the e-invoice is printed and paper archived;
 - the uncertainty on electronic archiving rules in EU is an obstacle for the free movement of services and generates some risks in the phase of administrative or tax controls.

Where do we/others stand ?

- Denmark, France, Germany, Italy,
- How to measure digital transformation and legislation ?
 - (1) Regulatory framework for business processes ?
 - (2) Regulatory adaption to electronic business processes ?
 - (3) Freedom to do what you want or mandatory requirements ?
 - (4) Ease of use, enabling environment for SMEs,?

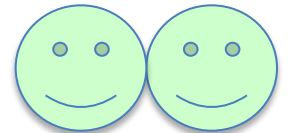
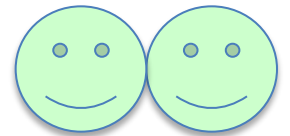
Denmark

- (1) Well defined framework on accounting, bookkeeping, VAT and auditing practices.
- (2) Overall regulatory framework for electronic business.
- (3) Mandatory requirements, offer additional tools to migrate, developing national formats.
- (4) Overall central action for private and public sector, central agency.



France

- (1) Well defined framework on accounting, bookkeeping, VAT and auditing practices.
- (2) Overall regulatory framework for electronic business, “Choc de simplification”
- (3) Mandatory requirements to companies, even in b-2-b
- (4) Overall central action for private and public sector.



Germany

- (1) Well defined framework on accounting, bookkeeping, VAT and auditing practices.
- (2) Missing overall regulatory framework for electronic business.
- (3) Principle to leave decision up to companies.
- (4) No overall action for private and public sector, federal structure.

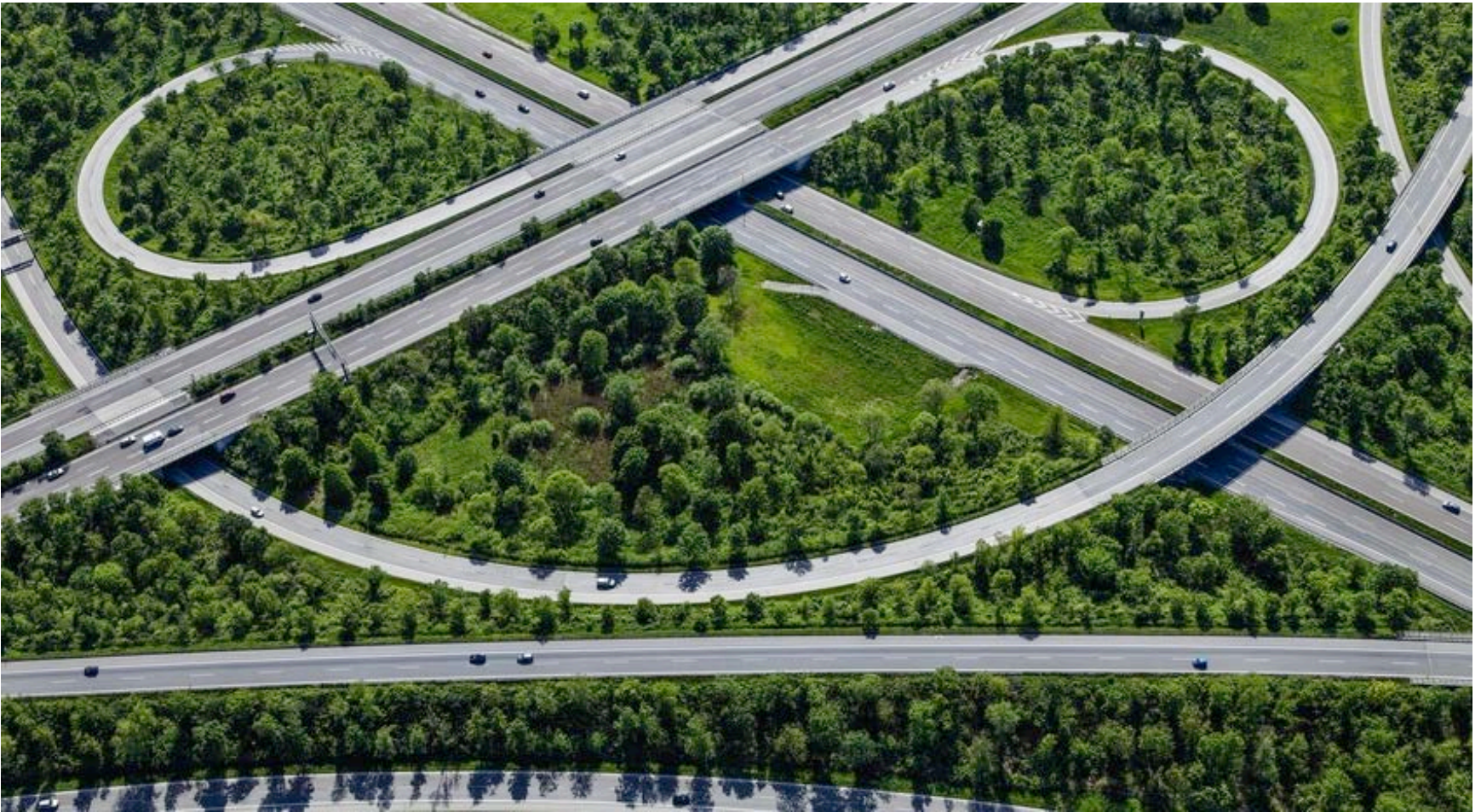


Italy

- (1) Well defined framework on accounting, bookkeeping, VAT and auditing practices, but maybe too detailed.
- (2) Overall regulatory framework for electronic business.
- (3) Mandatory requirements for companies.
- (4) Overall central action for private and public sector.



What is ahead of us ?

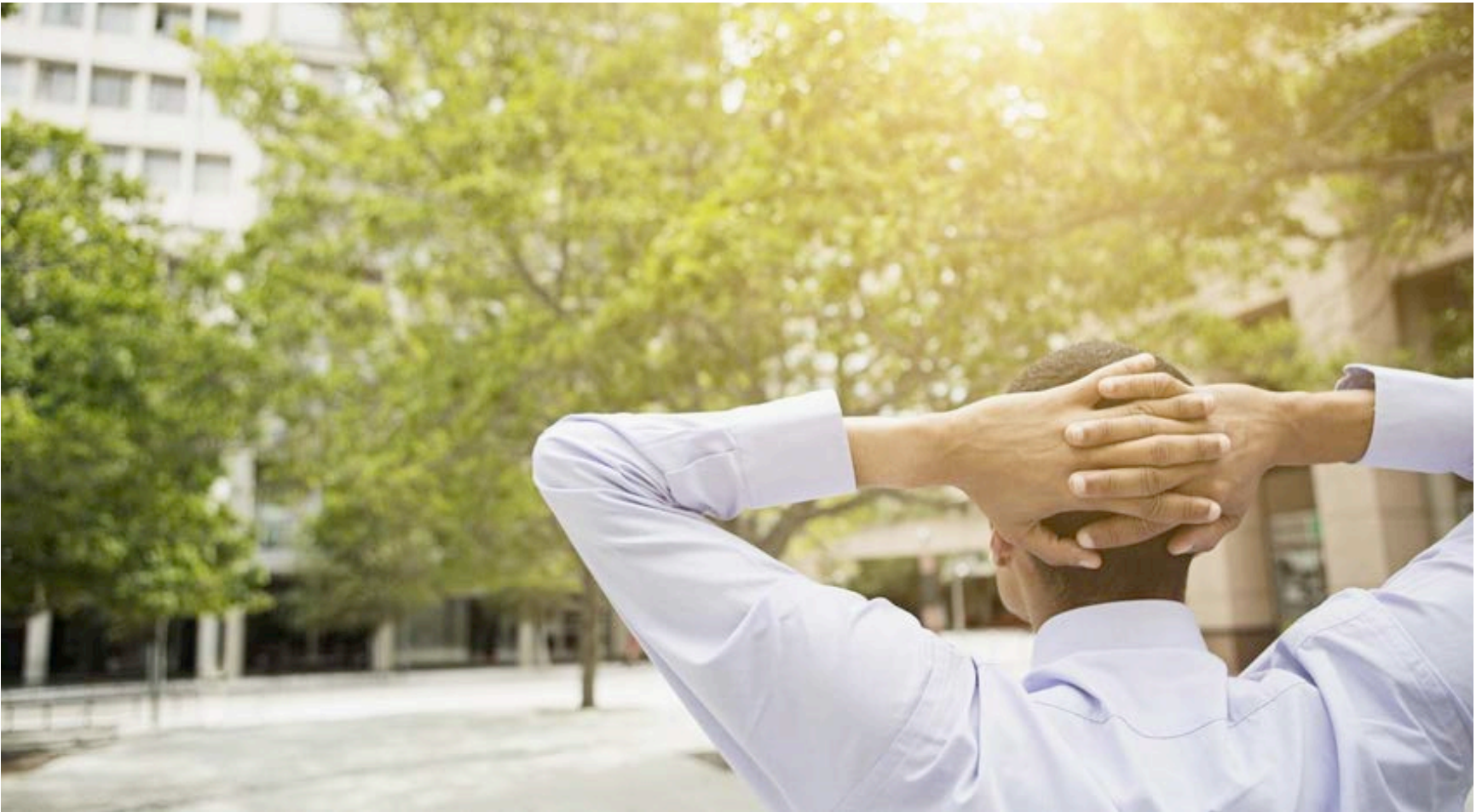


What is ahead of us ?

- Growing fragmentation in EU MS as regards
 - Regulatory framework
 - National initiatives on digital agenda
 - European initiatives demanding national activities

“If MS are not able to respond, how should business be able to match ?”

What are our Next Steps ?



What are our next steps ?

- Identify business needs:
 - Different regions
 - Different branches
 - Different requirements
- Identify common ground:
 - Formats, e.g. eInvoicing
 - Benefits for digital transformation
 - Initiative on digital business
- Simplify regulatory environments:
 - Share principles in different MS
 - Learn from experiences
 - Adapt to the needs of business community

FeRD-Leitfaden



- Der Praxisleitfaden ist seit 1.10.2015 erhältlich
 - als Printversion
 - online abrufbar unter www.FeRD-net.de
 -
 - demnächst auch in englischer Übersetzung



Conférence NUMÉRIQUE

franco-
allemande



ferd management consulting

>eurodata



Paris

octobre 2



Propos
Sarre
1^{er} atel
de la f
26 et 2

Mesdames, Messieurs, Chers experts

Le recours à la facture électronique e
économique et administratif. Cette de
de réaliser des économies et des gas
européen, cette thématique ne peut é
raires.

Die Ministerpräsidentin
SAARLAND



Information

- www.ferd-net.de

- www.zugferd.de

- www.ferdmc.com

- www.zugferd-community.net

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TrE³asury with camt.086:

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