



SUCCESS STORY

Kingfisher

Kingfisher plc is an international home improvement company with 1,980 stores in eight countries. Kingfisher operates across Europe under retail banners including B&Q, Castorama, Brico Dépôt, Screwfix, TradePoint and Koçtaş. Kingfisher offers home improvement products and services to consumers and trade professionals via its stores and e-commerce channels.



* Stores and employee numbers as of July 31 2023

1,920
Stores*

\$13.1B
2022/2023 revenue

82,000
Employees*



Why does Kingfisher use GTreasury Cash Forecasting?

GTreasury is used to collect, consolidate and report on actual and forecast cash flow data from across the Kingfisher group to the Treasury and FP&A teams in head office. This data is used to support a range of activities, including:

1. Group-wide funding

GTreasury supports group wide funding activities in Kingfisher, ensuring business units have cash when they need and excess cash is put to the best use. Commenting on the role GTreasury plays in the process, Shaun said, “It allows us to analyse the Group’s cash position and ensure that our cash position remains within our Group’s policies.”

2. Validating accuracy of indirect forecast

The Kingfisher FP&A team generate a long term cash flow using the indirect method, derived from their financial statements. GTreasury is used to validate the accuracy of the indirect forecast by ensuring that the sales and payments for each operating entity aligns with the direct method forecast generated by the system.

3. Management reporting and strategic planning

Consolidated forecasts are shared with senior leaders of the business; these support a range of short-term operational and strategic planning activities.

Key Features of GTreasury used by Kingfisher

Multi-business unit cash flow forecasting

Intercompany tracking

Multi-currency cash flow forecasting

Consolidation reporting

Cash sweep modelling

Variance and accuracy reporting



What type of forecasting process does Kingfisher run in GTreasury?

Every month 30 business units from 19 groups across Kingfisher submit their forecast to head office through GTreasury. The frequency of the submission increases approaching half and full year end as the scrutiny of cash intensifies.

Kingfisher run a 13 week daily forecast in GTreasury covering key operating, financing and investing cash flow categories.

Alongside the analysis of consolidated per currency closing balance, sales and payment forecasts, the Treasury and FP&A teams carry out detailed variance analysis in GTreasury to quickly understand what's changing from one forecast submission to the next.

Process Overview

- 13 week cash flow forecast
- Submitted by 30 business units
- Monthly submission with (bi-weekly at half and full year ends)
- Key reporting outputs including forecast sales and closing balances per currency
- Monthly cash call with CFO, Finance Director, Head of Treasury and Head of FP&A



Benefits

- Significant time saving at head office
- Detailed daily 13 week group wide cash visibility
- Fast and easy variance and accuracy analysis
- Improved indirect cash flow forecast accuracy

“I would recommend GTreasury to other companies requiring an easy data warehouse for actual and forecast cash flow data.”

“The ease of use for both head office and our business alongside the variety of reporting that can be pulled make GTreasury a central part of our group wide cash planning activities.”

Shaun Curtis
FP & A Manager

About GTreasury

GTreasury provides CFOs and Treasurers with **The Clarity to Act** on strategic financial decisions with the world’s most adaptable treasury platform, empowering them to face the challenges of today and tomorrow. Because each company faces different points of complexity and needs, our industry-leading solutions are purposefully designed, and amplified by GSmart AI, to support every stage of treasury complexity, from Liquidity Management and Cash Forecasting to Payments, Risk, and Netting.

With GTreasury, financial leaders gain comprehensive connectivity across all banks and ERPs to build an orchestrated data environment, enabling rapid value realization with implementations up and running in weeks. Plus, our unmatched industry expertise ensures your continued success through dedicated guidance and top-tier support.

Trusted by over 1,000 customers across 160 countries, GTreasury provides treasury and finance teams with the ability to connect, compile, and manage mission-critical data to optimize cash flows and capital structures. To learn more, visit GTreasury.com.

GTreasury is headquartered in **Chicago**, with locations serving EMEA (**London**, **Geneva** and **Dublin**) and APAC (**Sydney**, **Singapore** and **Manila**).



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