1TC

VALLSTEIN & VIMPELCOM LTD.

VimpelCom is one of the world's largest integrated telecom services operators with businesses in 14 countries and 217 million customers. They have implemented BELLIN's treasury management system, tm5, across the globe – not only in their country of origin, Russia, but also in lesser known countries in Central Asia and Africa. The information comes together from all over the world and is used to control the global treasury from their headquarters in Amsterdam.

Pro-active Bank Relationship Management with WalletSizing®

Vallstein Clearly Better Banking

BELLIN

> The more you work with the WalletSizing® system, the more comfortable you are with running reports and conducting analyses. We can now spend our time on the savings opportunities.

Ramón Tolk | Director Treasury Operations & Control

The Challenge

With more than 140 banking relationships in 14 countries, VimpelCom's banking needs are numerous and complex. It is a capital-intensive operation with total assets of USD 40 billion. The associated banking needs are extensive, ranging from innovative large-scale finance and risk management solutions to local cash management services in remote countries like Bangladesh and Kyrgyzstan. This requires a large group of banks, which poses significant challenges for efficient Bank Relationship Management. In the period Q2 2014-Q1 2015, the company refinanced over two thirds of their debt, resulting in a great deal of fees. VimpelCom did not have a central overview of these relationships; no visibility over how much revenue banks were generating from the relationship and what share of wallet each bank had. A challenge was to gather this information centrally in order to analyze and optimize their banking relationships, a task that simply was not possible via spreadsheets. VimpelCom's complexity, asset-intensity, as well as the Basel III regulations, led them to Vallstein and their WalletSizing® solution.

VIMPELCOM LTD.	
Industry	Telecommunications
Founded, HQ	1992, Amsterdam | NL
Employees	About 60,000
Companies	Approx. 170 companies in 14 countries
Annual turnover	USD 19,627 million (2014)
Modules in use	LM, TT, Treasury Analytics, WalletSizing®
With BELLIN since	March 2012

The Solution: Complete transparency over all banking relationships

In early 2015, VimpelCom implemented the WalletSizing® system for a complete data overview on all their banking rela-tionships. Much of the required data could be exported from tm5, however, some data collection from group companies was required and due to their decentralized structure, collecting four quarters worth of data took some time. They now have an overview for the whole group and are also able to break out the information by business unit, allowing each to analyze their own relationships. They are still in the first stage of high level assessment and have identified potential savings, primarily in the areas of cash management and trade finance, which are projected to be several millions of dollars. In addition, they have potential for indirect savings by optimizing their relationships and therefore reducing one-off fees, for example for new financing facilities. Knowing their position with each bank – how much revenue and how much business value they offer – gives VimpelCom an excellent negotiating position.

BELLIN. Treasury that Moves You.