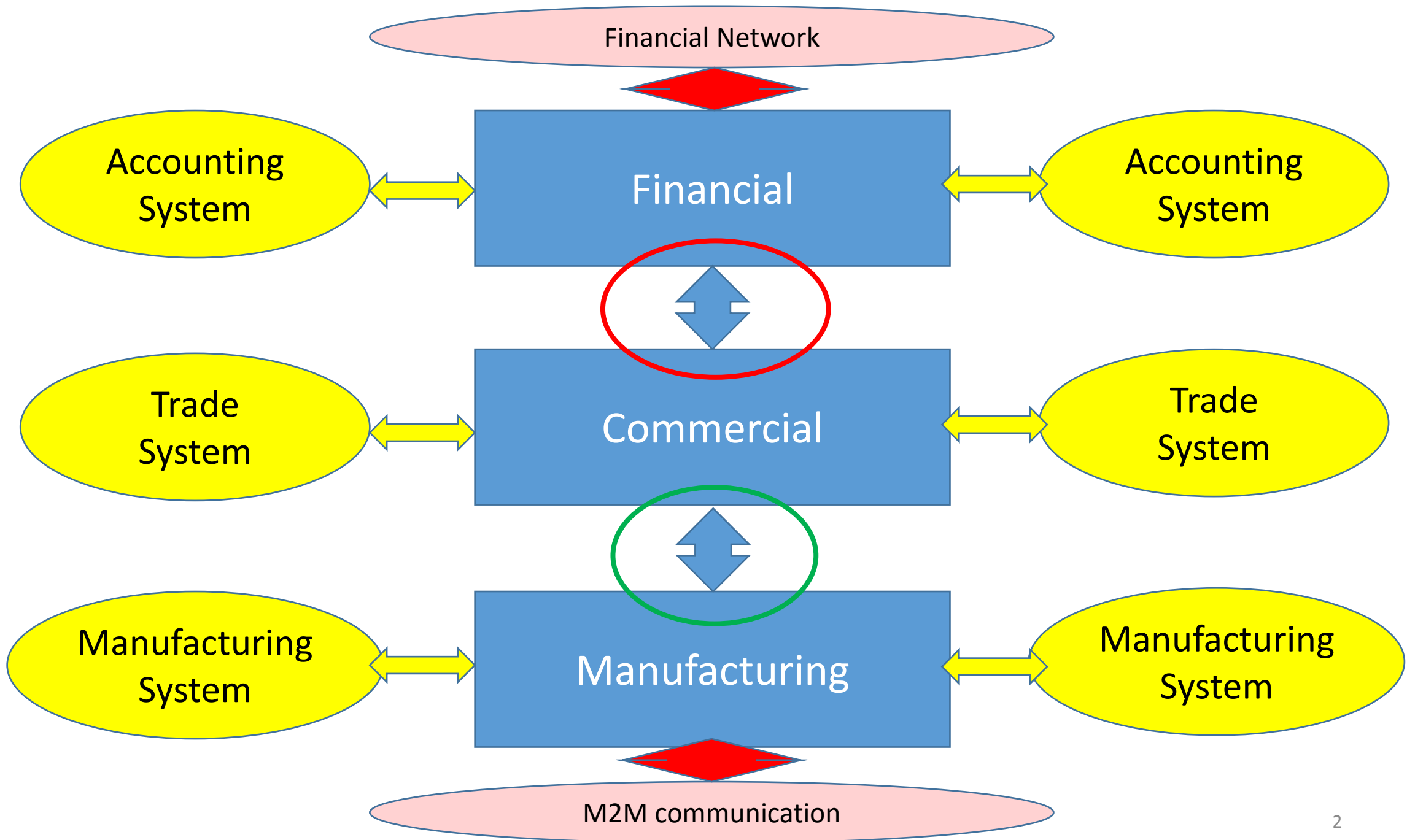


***Business Innovation through
sharing commercial information
with the financial sector***

November / 2016

By SIPS of UN/CEFACT Japan Committee
SIPS: Supply Chain Information Platform Study Group



Innovation through Information Sharing

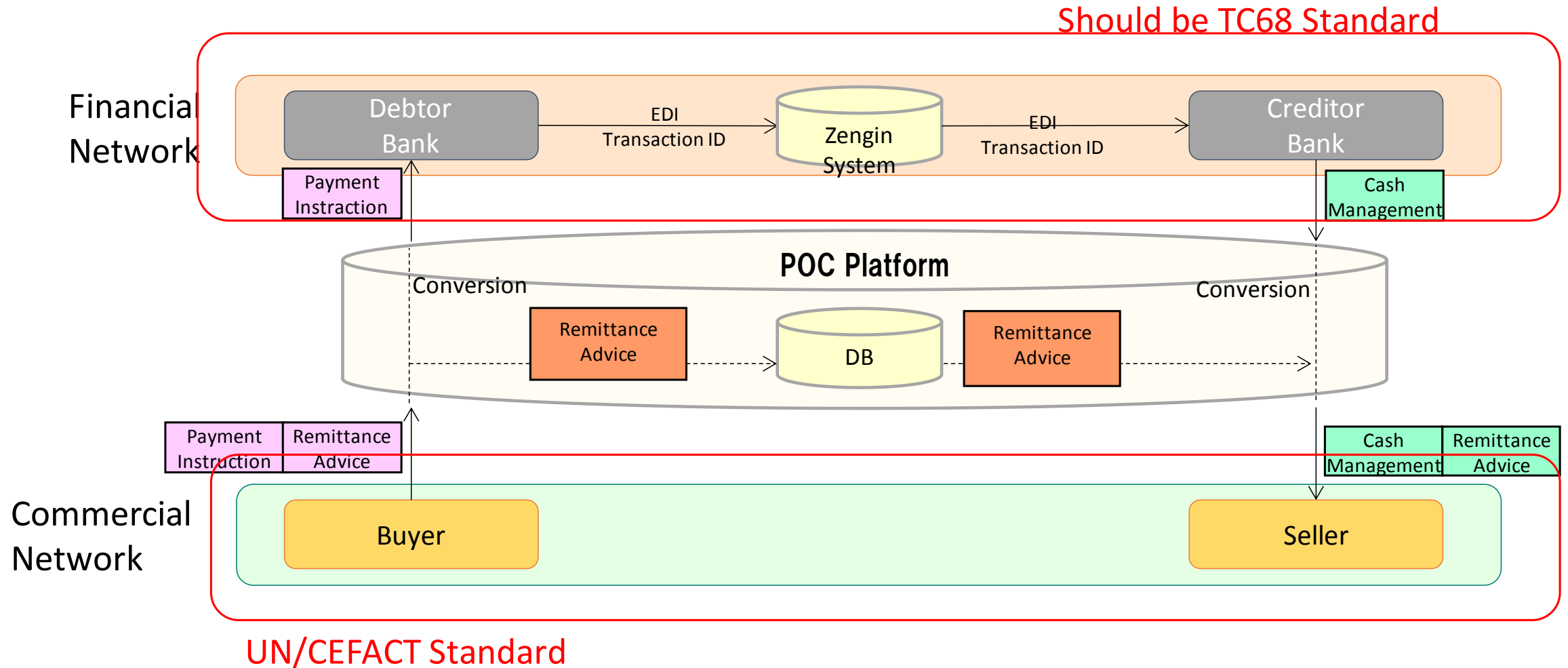
For Commercial Sector

- Improve business productivity
- Improve cash management

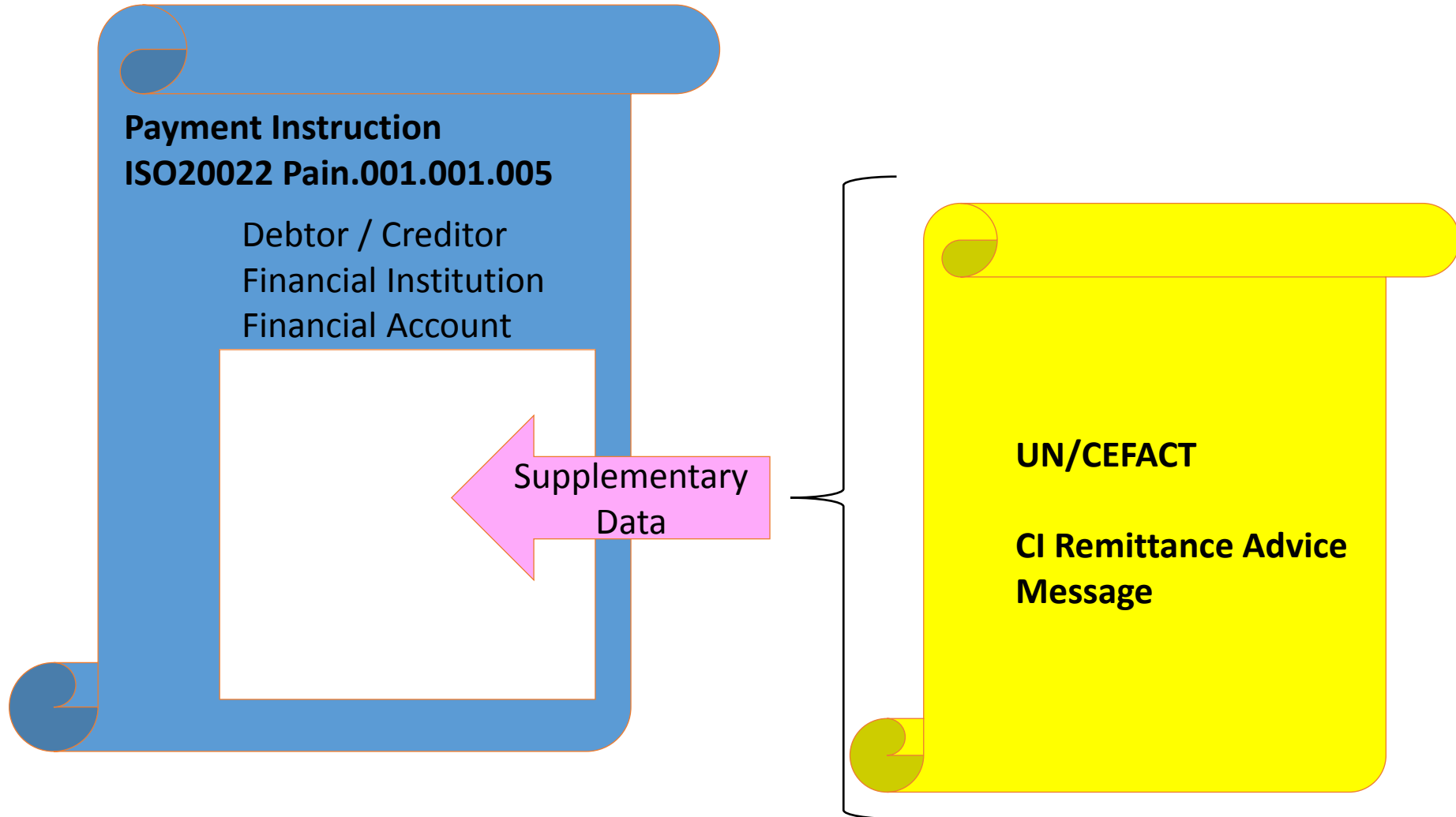
For Financial Sector

- Avoiding risks
- Finding new financing opportunity
- Finding new business opportunity

Platform for Information Sharing (using Remittance Advice)

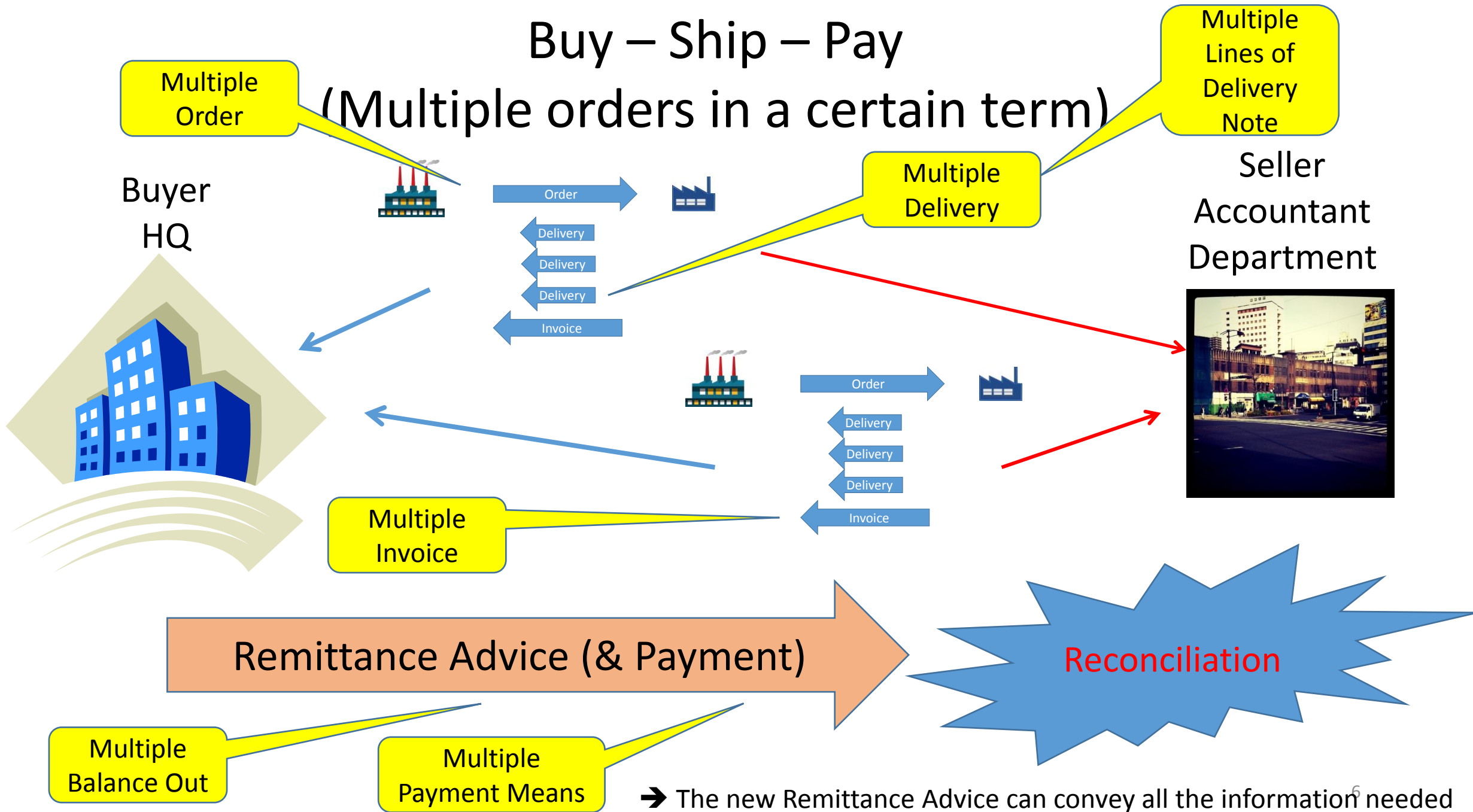


Commercial information embedded Financial Message



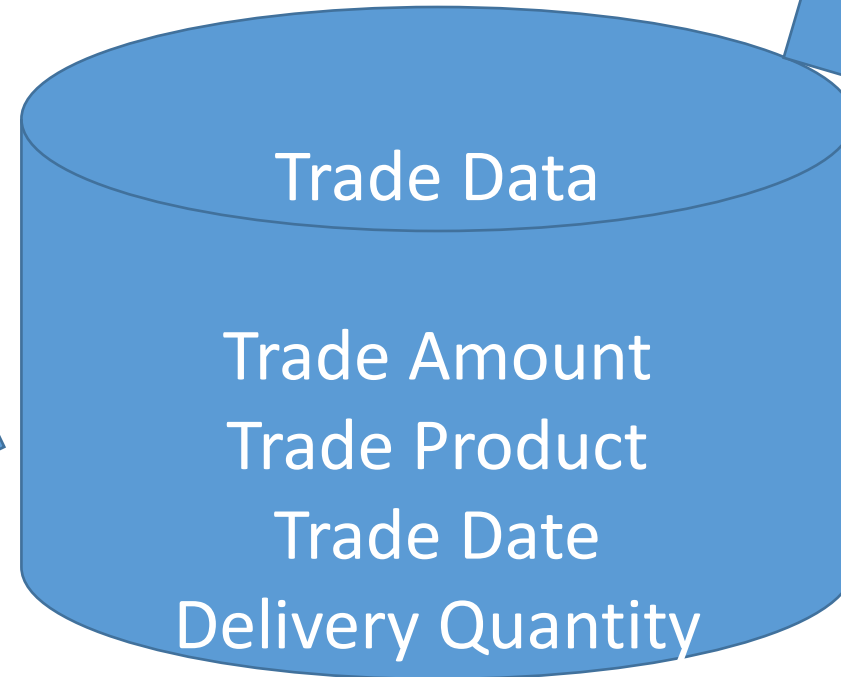
Buy – Ship – Pay

(Multiple orders in a certain term)



Sharing Commercial Information

Information for Finance
Monitoring Finance



Reconciliation
Cash Flow Analysis

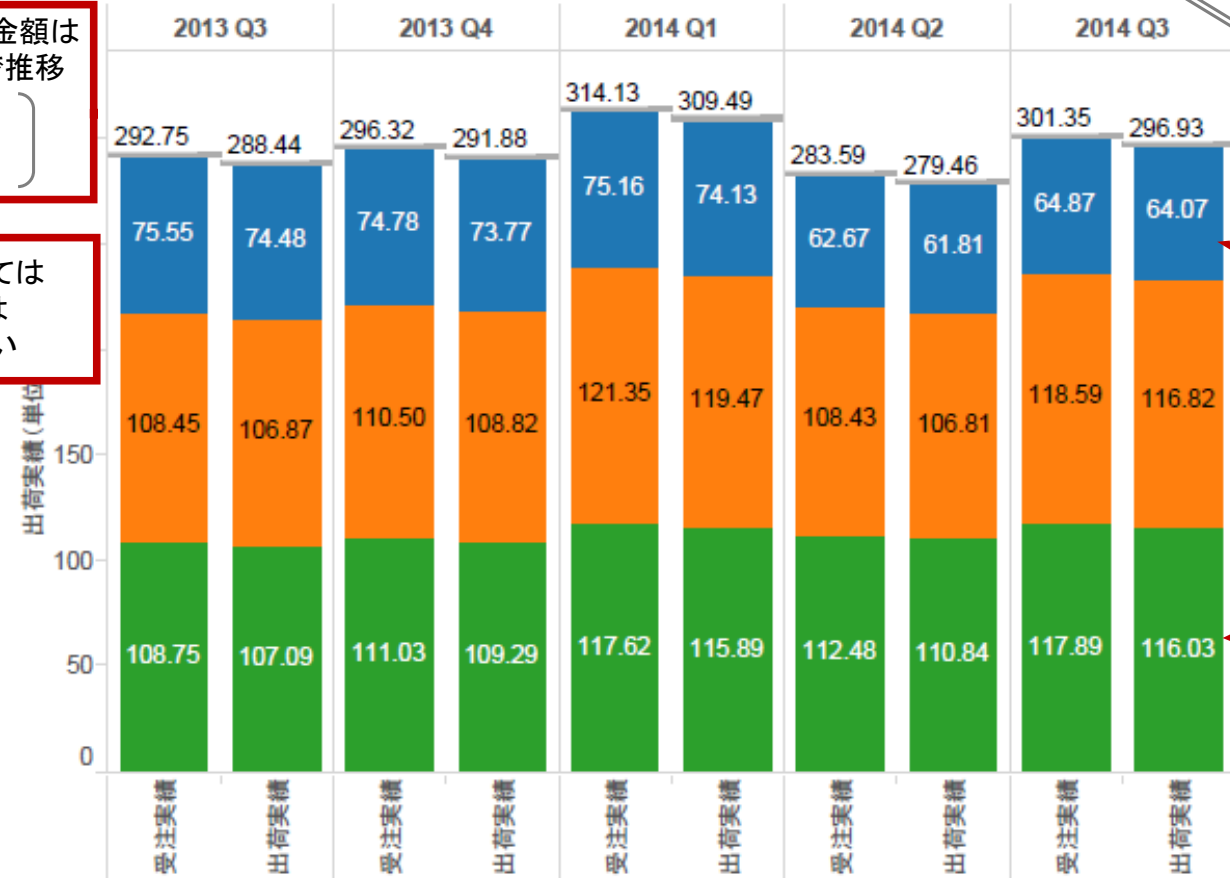


Analyzing sample : Shipments

出荷実績_sample(3社)

受注額に対する売上金額は
各月98.5%~98.6%で推移
(A社:98.6%~98.8%
B社:98.4%~98.6%
C社:98.4%~98.6%)

直近1年間においては
新たな販売先は
発生はしていない



イメージ

全売上高に対する
各社の売上比率に
大きな変動はない

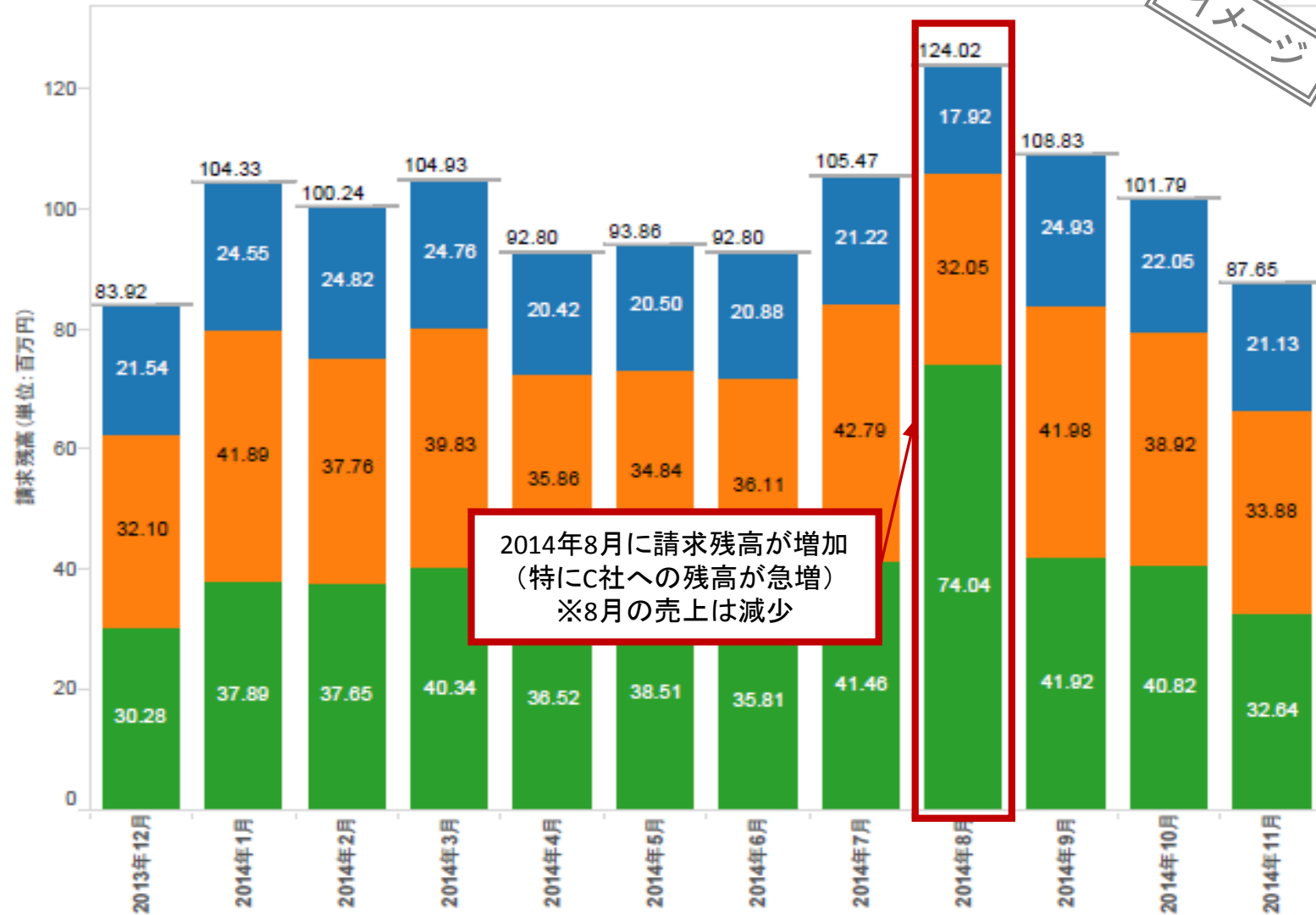
全売上高に対する
A社への売上比率は
21.3%~24.5%

全売上高に対する
B社への売上比率は
37.9%~39.5%

全売上高に対する
C社への売上比率は
36.7%~39.2%

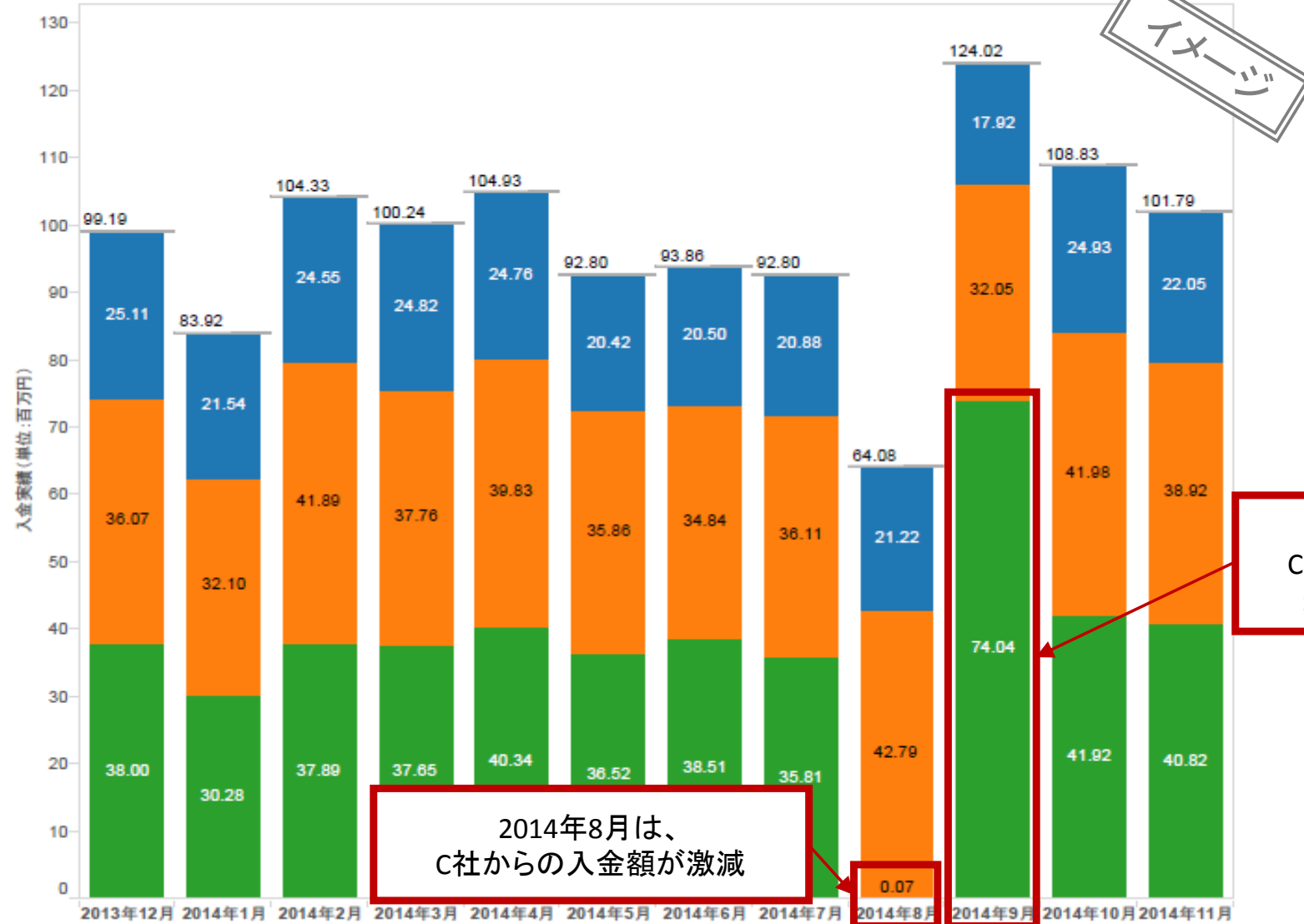
Analyzing sample : Invoice Balance

請求残高_sample(3社)



Analyzing sample : Payment Track Record

入金実績_sample(3社)

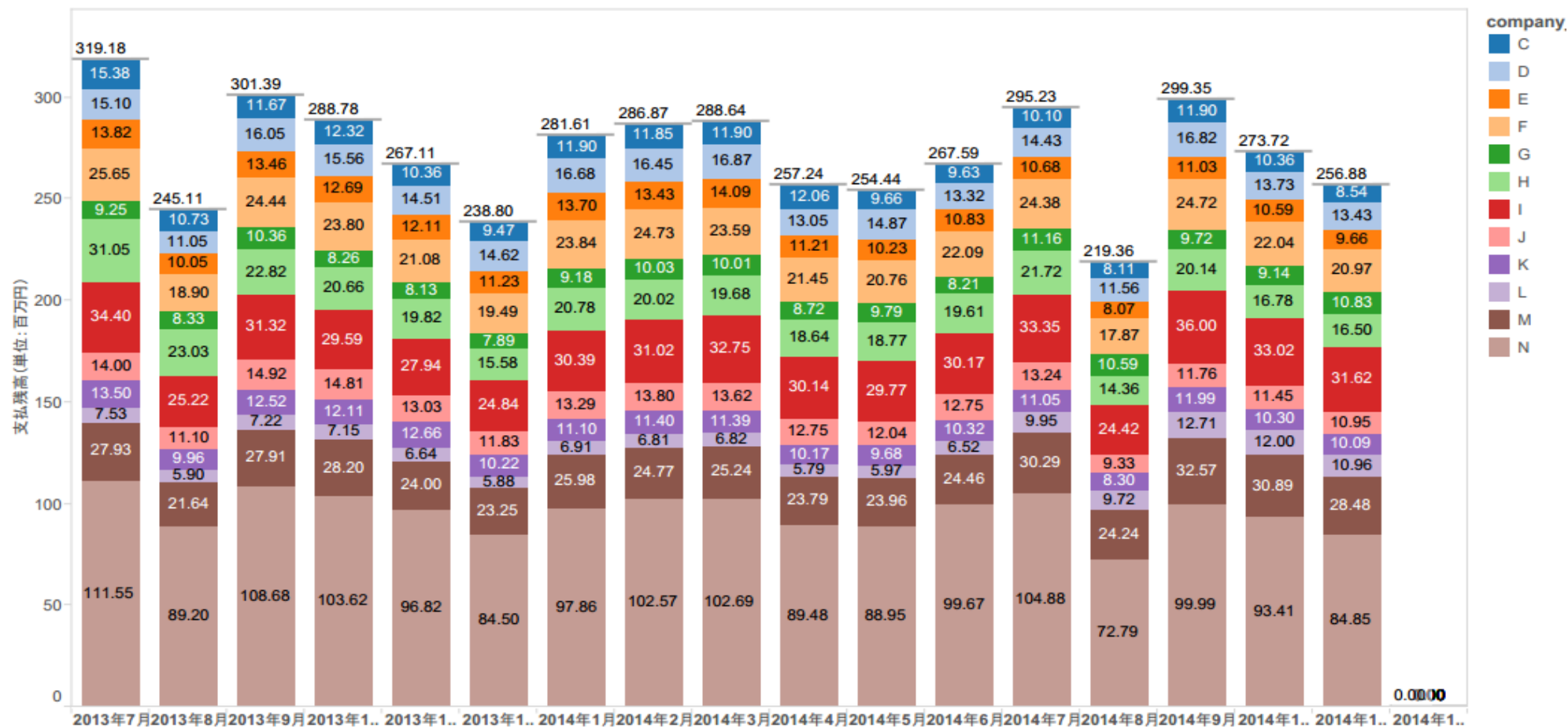


2014年8月は、
C社からの入金額が激減

2014年9月は、
C社からの入金額が
通常月よりも増加

Analyzing sample : Balance of Payments

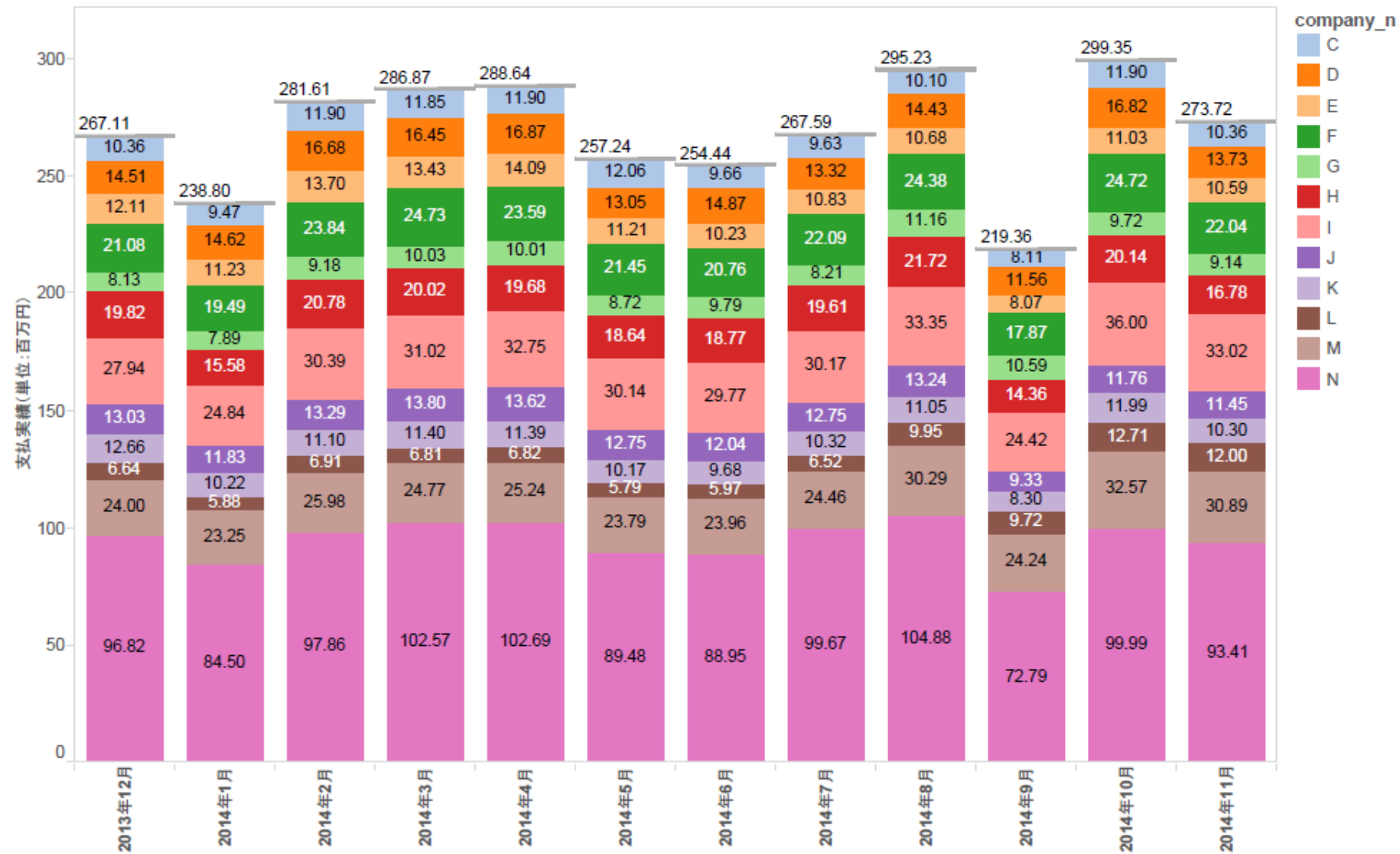
支払残高



各 ymd 月 に対して 残高 です。色は company_n に関する詳細を示します。データは company_n (Company1) でフィルターされます。これは A を保持します。

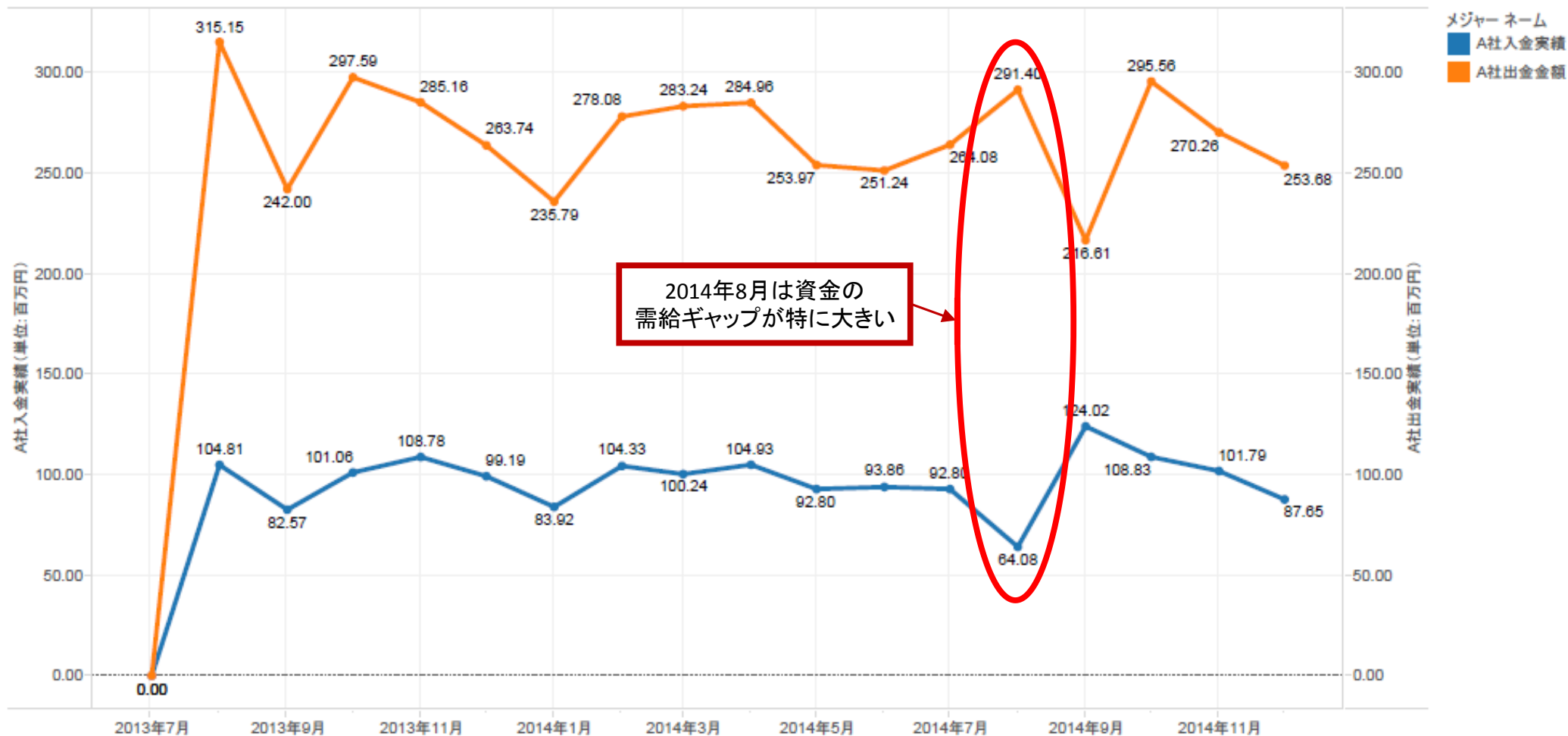
Analyzing sample : Withdrawal Performance

出金実績



Analyzing sample : Cash Flow

A社キャッシュフロー



Cash Conversion Cycle (CCC)

$$\text{CCC} = \text{DIO} + \text{DSO} - \text{DPO}$$

CCC: Cash Conversion Cycle

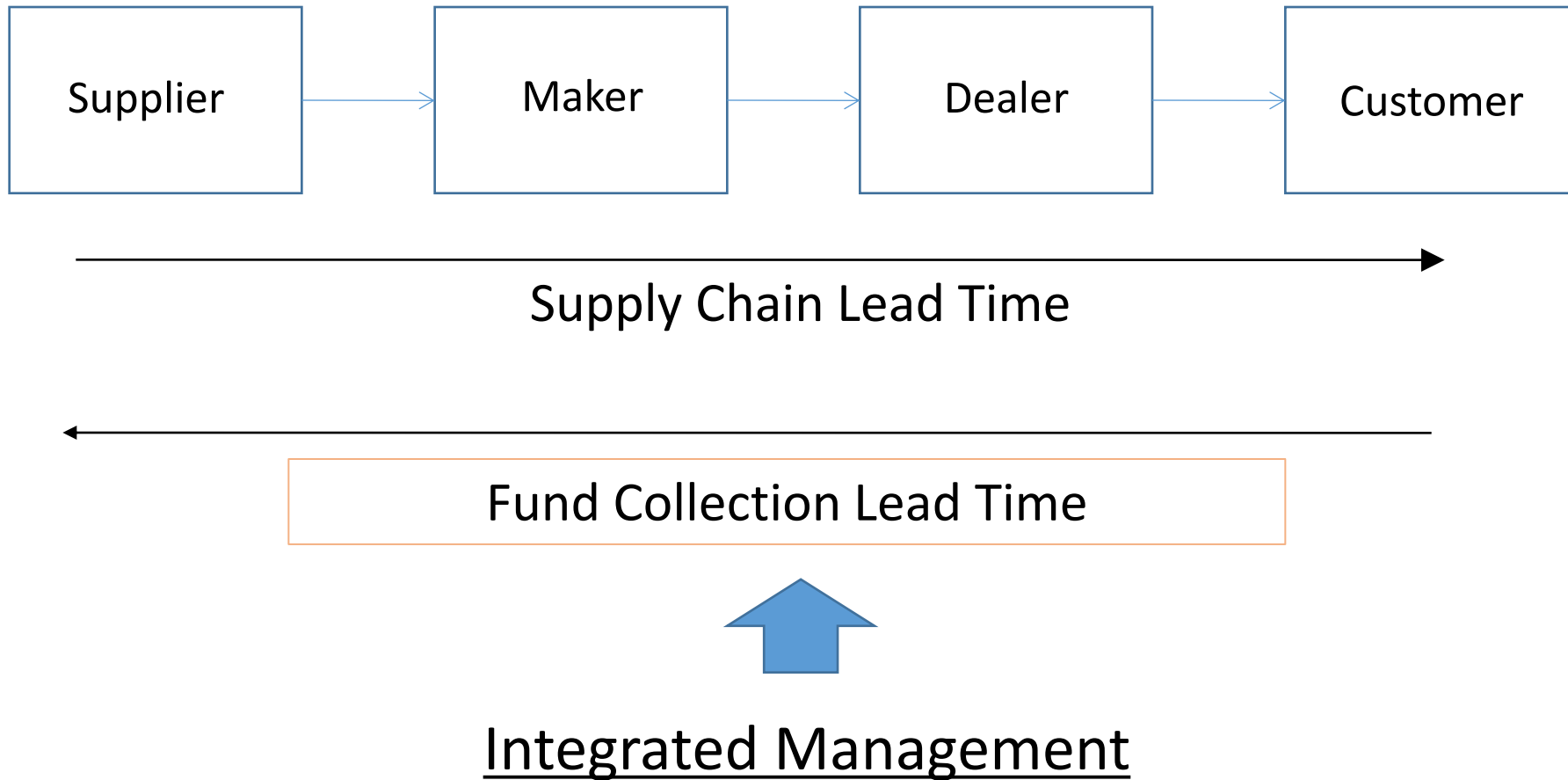
DIO: Days Inventory Outstanding

DSO: Days Sales Outstanding

DPO: Days Payable Outstanding

The cash conversion cycle (CCC) is a metric that expresses the length of time, in days, that it takes for a company to convert resource inputs into [cash flows](#).

Supply Chain and Cash Flow



Financial Just In Time (JIT)

Necessary Fund to be provided

- Just in time
- Just required amount