

November 16, 2018

Ocean Network Express Pte. Ltd.

ONE Wins the Adam Smith Awards Asia 2018 as Highly Commended Winner in the “Harnessing the Power of Technology” Category



16th Nov 2018 – Singapore – Ocean Network Express (“ONE”) was announced as Highly Commended Winner of the Adam Smith Awards Asia 2018 (Harnessing the Power of Technology category) at the prestigious Gala Presentation Lunch, held at Four Seasons hotel in Singapore on Thursday, 15th November 2018. In receiving this prestigious award, ONE was recognised for its excellence and outstanding achievements in using the latest technology to centralize the treasury operations by establishing efficient cash management globally with its banking partner HSBC and implementing a global integrated system with its technology partner SAP. This helped ONE to speed up the integration and adoption of a single corporate process and culture in just less than a year, when such merger would typically take longer than that to result in full integration of the businesses and treasuries.

The Challenge

Ocean Network Express (ONE) was formed in 2017 and is the result of a merger between the three largest Japanese shipping lines: Kawasaki Kisen Kaisha (“K” Line), Mitsui O.S.K. Lines (MOL) and Nippon Yusen Kaisha (NYK). At the time of the merger, all three had

different systems, bank accounts, workflows, cultures and operating models, resulting in the need to transform the individual treasuries into one structure that would:

- Ensure operational efficiency
- Centralize payment to vendors
- Optimise turnaround time for receivables

The challenge, then, was to action a programme that would deliver a new structure to integrate the differing workflows, operating models and cultures of the previously three separate entities.

The Solution

The right solution to deliver the objectives would require best in class technology together with the robust & unified banking network. Working with appointed banking partner, HSBC, ONE's Treasury team implemented a Global Cash Management System (GCMS) with host-to-host enabled enterprise resource planning system linked to an in-memory, column-oriented relational database management system, enabling support for close to 250 accounts in 44 countries.

Best Practice and Innovation

A centralized account and treasury structure was created to merge three distinct, highly decentralised treasuries into just one across regulated and deregulated markets; payments jurisdictions and restricted and non-restricted currency types. The consolidation minimised manual handling of payments and collections, enhanced operational efficiency with automated processes and ease of recognising cash balance/transactions through single bank platform.

"First of all, I would like to appreciate the assiduous support by our banking partner, HSBC and all ONE's staff globally to set up our GCMS and winning the Adam Smith Awards Asia. It is a great moment and a significant accolade and milestone for ONE to demonstrate our capacity not just to invent a new system but also to unite all the affiliates in the single principle of GCMS. Meanwhile, this award is not an end goal for our GCMS. We will never stop our continuous efforts for the further enhancement of GCMS to realise more efficient cash management collaborating with all parties in and outside of ONE. I sincerely appreciate the continuous support and commitments of all related parties for ONE's GCMS enhancement."

Toshiaki Ichida, General Manager, Ocean Network Express Pte Ltd

About Adam Smith Awards Asia 2018

The Adam Smith Award is recognised as the ultimate industry benchmark for corporate best practice across the world. Entering its fifth year now, the Adam Smith Awards Asia programme ranges across various award categories, with each tailored to honour corporates across the Asia Pacific region for their strategies and achievements.

Winning entries had to demonstrate exceptional results in the form of cost savings and above average ROI, through to tangible implementation and quantitative improvements in efficiency. This year, a record-breaking 221 nominations were submitted, and the panel of judges had the exceptionally challenging task of selecting the very best solutions in each category, which showcase the region's best and brightest and demonstrate exceptional innovation in Asia's corporate treasury arena.

All Overall Winners and Highly Commended Winners, together with their participating banking or technology partners, will be presented with exclusive crystal awards at the prestigious Gala Presentation Lunch at the Four Seasons hotel in Singapore on Thursday November 15th. The Adam Smith Awards Asia provides corporates across the region with a golden opportunity to significantly raise the profile of themselves and their treasury team and to demonstrate their thought leadership and innovation to the industry.
