The essential elements of international treasury management

Super early bird discount!
Register now and save £2193
Book by Friday 20 April 2018
Overview

This 5-day residential course is essential if you are seeking in-depth knowledge of cash management and treasury structures and strategies.

Why attend?

- **Practical, hands-on training** featuring corporate case studies and group exercises
- **Intensive 5-day residential course** – everything you need to know in just 5 days
- Delivered by EuroFinance the trusted, industry leading training provider
- **Proven track record** – over 300 treasury professionals have attended this course
- **Experienced tutors** that address your real-life challenges
- **Network with your industry peers** – we attract professionals from 60+ countries
- **Learn instantly applicable knowledge and skills** to take back to the office
- **Earn** up to 35 NASBA CPE credits, CPD certified
- **Plus! Entertainment programme** – dinners, evening entertainment and excursión.

Hot topics

- Basel III – pricing/deposit market
- Emerging payment methods
- SCF/trade finance
- BEPS
- Corporate treasury dashboard – beyond Excel
- In-house banking, ROBO, POBO, in-house cash
- Cutting the internal spaghetti – various ways to centralise
- Using alternatives to SAP – mini ERPs
- Straight through processing
- Shared service centres
- Centralised IT – more efficient and better information
- Automation of commercial flows
- Accounting treasury
- TMS vs ERP
- Solutions for both decentralised and centralised treasury

Who should attend?

**Corporate treasurers and finance professionals**

We know it’s time consuming to keep on top of the latest developments, so the Summer Programme does the leg-work for you by annually providing an in-depth look at the latest treasury technologies and techniques. We create the programme on a practical level, as well as theoretical so that you can hit the ground running on return to the office with instantly applicable knowledge and skills.

**Financial institutions and service providers**

The Summer Programme is the perfect opportunity for non-treasury professionals to better understand their clients’ day-to-day challenges and discover where their solutions fit. Start thinking like a treasurer and get one step ahead of your competitors.

Lead tutor

Chris Robinson, Senior EuroFinance Tutor & Director, TransactionBanking.com EuroFinance Tutor & Director, UK

Chris has over 20 years experience in the payments business, working in treasury, cash management, transaction services, trade, e-commerce and card acquiring, and has tutored many treasury programmes for Eurofinance. In 2003 he set up transactionbanking.com, a treasury and payments best practice training and consulting business. Prior to this, Chris has worked in senior roles for Citibank, Bank of America and founded the treasury workstation company, Swallow Business Systems. As Global Solutions Head and a European product director for Citibank’s GTS, he worked with many leading clients and innovative product solutions. He was part of the Citibank Cash Management Europe management team and had product responsibilities for liquidity, payments and FI products. He has a broad depth of experience in the trends and development of the payments business across many local markets. He has a MBA from Manchester Business School and a BA in Chemistry from Oxford.
DAY 1  |  Monday 6 August
Best practice treasury, cash management and international money movement

08:15  Registration and refreshments
09:00  Welcome and introduction
09:30  Introduction to corporate treasury and cash management
  • The role of treasury and its core elements
  • Why treasuries differ between companies
  • Sources of financial risk – foreign exchange risk; interest rate risk; credit risk; counterparty risk
  • What is cash management and how it links with other treasury functions
  • The benefits of good cash management
  • Treasury policy framework
10:15  Trends and best practice in international treasury
  • Trends in today’s market
  • Current global perspectives of treasurers
  • Impact of regulation
  • Creating efficiency in the supply chain
  • Managing treasury with a global process
  • Creating centralised and distributed treasury
10:45  Refreshment break
11:00  Compliance and regulatory issues
  • New regulatory environments
  • Framework of policies and procedures
  • Basel III
  • AML and KYC procedures for banks
  • Dodd-Frank and EMIR
  • Money market regulation
  • BEPS (base erosion and profit shifting)
12:15  Case study
  • Overview of client case study that will be used throughout the program to illustrate the key learnings
13:00  Lunch
14:00  Clearing and settlement systems (with European, US and Asian examples)
  • Types – net settlement, RTGS, hybrid
  • Clearing and settlement risks
  • High value payment clearing
  • Low value ACH clearing and cheque clearing
  • TARGET2, SEPA
  • Major clearing systems around the world
  • Concepts of float, value dating and finality
  • Domestic payment/collection instruments
15:15  Refreshment break
15:30  The international banking system
  • Who are the players?
  • How money moves – interactive role play
  • Understanding SWIFT and the different types of messages
  • Cross-border payments globally and in the Eurozone
  • Corresponding bank charges
  • Straight-through processing (STP)
  • Currency cheque and draft collections
  • Letters of credit and documentary collections
16:00  Exercise: Looking at different payment and collection instruments in practice
16:30  Emerging payment methods
  • Faster Payments – specific country implementations
  • Mobile payment solutions
  • Blockchain – a primer
  • Potential Blockchain solutions and current activities
  • Disruptive technology – FinTech solutions in the payment space
17:30  End of day 1
18:45  Dinner and evening entertainment

DAY 2  |  Tuesday 7 August
Treasury management, risk management and hedging

08:30  Refreshments
09:00  Managing debt
  • Short-term or long-term debt
  • Challenge of re-financing facilities
  • WACC – weight average cost of capital
  • Using the debt markets
  • Fees, covenants, agreements
09:45  Investing surpluses
  • Choice of instruments and asset classes
  • Yield curve pickup
  • Maximising investable cash
  • Benchmarking investment performance
  • Appropriate treasury and risk policies
10:30  Refreshment break
10:45  Effective risk management strategies
  • Instruments used for risk mitigation
  • Risk models – VAR
  • FX – spot, forward, swaps, options, NDFs
  • Interest rate swaps, futures, CFDs
  • Defining an appropriate hedging strategy
  • Managing to the yield curve
  • Managing currency needs of subsidiaries
11:45  Linking cash flow forecasting to working capital management
  • Optimising working capital
  • Order to cash and purchase to pay cycles
  • Actions to reduce float
  • Accounting and compliance issues
12:15  Cash flow forecasting
  • Objectives of forecasting
  • Short-term and long-term forecasts;
  • Models – Miller Orr etc.
  • Receipts and disbursement methods
  • Distribution method: pro-forma statements
  • Exercise: cash flow forecasting
  • Practical exercise to forecast cash needs and investment balances
13:00  Lunch
14:00  Case study: FX hedging and risk management
  John Donegan, Director of Treasury EMEA, Hewlett Packard Enterprise
16:00  Refreshment break
16:15  Local and foreign currency accounts
  • Where to hold them and manage them
  • Implications for banking costs
  • Importance of correct ‘ownership’
  • Resident/non-resident issues
16:45  Exercise: Account location
  • Practical problems of where to hold currency accounts
17:30  End of day 2
19:00  Dinner and evening entertainment

Any questions?
Call
+46 8768 4955
or email
training@eurofinance.com
DAY 3  |  Wednesday 8 August
Liquidity management and centralising treasury

08:30 Refreshments
09:00 Cash pooling – notional and cash concentration
   • Definitions and types of notional pooling
   • Single country single currency pooling
   • Cross-border single currency pooling
   • Tax and regulatory issues
   • Documentation
   • Cash concentration and zero balancing
   • Money market investment
   • Mobilising core balances
   • Impact of Basel III and proposed US Section 385
10:45 Refreshment break
11:00 Case study: In-house banking – Wyndham’s experience
   Planning and implementation
   • What is an in-house bank?
   • Why have an in-house bank?
   • Considerations when establishing an IHB
   • Cost or profit centre?
   Running an in-house bank
   • How WOOL works
   • Netting considerations
   • The inter-company netting process
   • The benefits
   The future and learnings
   • Current developments
   • Environmental factors – Lessons learnt
   Mike Cassidy, In-house Banking & EMEAI, Treasury Department, Wyndham Worldwide Corporation
13:00 Lunch
14:00 Approaches to treasury organisation and impact on cash management
   • Levels of treasury responsibility
   • Decentralised vs. distributed vs. centralised approaches
   • Full centralisation
   • In-house banking – the main functions
   • Typical treasury structures used by MNC’s
   • Newer structures – POBO/COBO – ‘Pay/Collect on behalf of’
15:00 Managing a bank treasury
   • Differences between banks and corporates
   • Role of ALCO committees
   • Money market and funding desks
   • Matching assets and liabilities
   • Managing the gap
   • Central bank regulatory considerations
   • Reserves, collateral, Tier 1 capital
15:45 Refreshment break
16:00 Case study: The evolution of the corporate treasurer: Our journey to automation
   • Treasury Management System
   • Global cash pooling
   • Online dealing (including money markets portal)
   • Automated interface into ERP (including market data)
   • SWIFT (cash visibility using MT940s)
   • EMIR
   • Implementation of a new TMS (cloud based)
   • Impact of cyber crime on treasury
17:00 End of day 3
18:00 Dinner and evening entertainment

DAY 4  |  Thursday 9 August
Systems integration: Treasury, ERP and banking platforms

08:30 Refreshments
09:00 Shared service centres and payment factories
   • What functions could go into a shared service centre?
   • Where to locate your SSC
   • Integration with ERP accounting
   • Payment factories – functionality
   • Technology to link to one lead bank or multiple banks
   • Challenges with domestic instruments and paper
10:30 Refreshment break
10:45 Inter-company netting
   • Types of netting
   • Financial flows and inter-company FX
   • Netting drivers
   • Example netting analysis
   • Structural and policy issues
   • Case studies
   • Netting review checklist
   • Netting methods
11:30 Treasury and banking systems
   • Typical functions within a treasury system
   • Service providers to treasury
   • Current treasury platforms
   • System integration: What can be achieved?
13:00 Lunch
14:00 Corporate case study: Selection, implementation and integration of treasury management systems
   • The major providers – choosing, comparing
   • System integration – what can be achieved?
   • The system project check list – what to do, when to do it, what to avoid, what resources
   • Adapting to today’s compliance environment
   • Risk systems integration
   • Bank support and reporting
   • Latest trends and enhancements
   William Ward-Brew, Head of Treasury Operations, Anglo American plc
15:15 Refreshment break
15:30 Banking systems
   • Electronic Banking Channels – Proprietary and Industry solutions
   • Linking electronic banking to the corporate treasury management system
   • File versus message channels
   • Importance of ISO20022
   • SAP Financial Services Network
   • eBAM – Bank Account Management
   • Multi banking aggregation
   • Achieving straight-through processing
16:15 Corporate access to SWIFT: MA-CUG’s/SCORE
   • SWIFT SCORE solutions for multi-banking
   • Best-practice use of FIN and FileAct
   • SWIFT Bureau or SWIFT Alliance Lite 2?
   • BEI or BIC – which codes and how many
   • Hidden costs – evaluating the options
   • Control, contingency and security
   • SWIFT Services – SWIFT Ref, 3Skey, Sanctions Screening
17:00 End of day 4
17:30 Dinner and evening entertainment

“I attended the course to prepare for a new step in my career. The course gave me a complete helicopter view and provided high quality back-up documentation.”

— Romy Peelman, Deputy Group Treasurer, Sappi International SA
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“Thanks to this course, I can now put all the pieces of the treasury puzzle together.”

— Tom Thijs

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**Delegate prices**

To qualify for the discounts, payment must be received by the deadlines specified below.

- **Super early bird registration:** £4,782 + 20% VAT = £5,978 (book by Friday 20 April 2018)
- **Early registration:** £5,535 + 20% VAT = £6,642 (book by Friday 15 June 2018)
- **Full registration:** £6,975 + 20% VAT = £8,370

Prices include accommodation, dinner and evening entertainment. If you do not require accommodation, please contact us to find out our non-residential rate.

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