EuroFinance Training

International Treasury & Cash Management

// Intermediate

Monday 11 - Wednesday 13 March 2019
Geneva, Switzerland

The essential elements of international treasury management

For major discounts, book by
Friday 11 January 2019

The Economist Group

Overview

This course is designed to provide finance professionals with up-to-the-minute knowledge of the essential elements of corporate cash and treasury management, including: the role of the corporate treasurer and the structure of treasury; cash and liquidity management; interest rate and foreign exchange management.

Learning objectives

You will gain a complete insight into the new and existing challenges facing the industry and develop practical skills and knowledge that can be immediately applied upon your return to the office.

Designed for experienced professionals who have a good understanding of treasury concepts, but are seeking more sophisticated and in-depth knowledge of structures and strategies.

Key benefits

// A complete insight into international treasury
// Leading industry tutors
// Real-life case studies
// Excellent networking opportunities

Why train with EuroFinance?

Real world treasury training // Leave with skills and techniques that you can immediately apply when you get back to the office.

Unrivalled knowledge of current best practice // We talk to treasurers on a daily basis and know what matters most to the profession.

Expert tutors // We have secured the services of the leading tutors in the profession with both banking knowledge and corporate expertise to give you the best all-round training available.

Truly global // We run treasury events all around the world and attract a very international audience.

Practical teaching methods // Our courses aren't just theory, we use real-life case studies and group exercises to illustrate each learning point.

We are the treasury specialists // EuroFinance has been working exclusively with the treasury and cash management profession for over 20 years.

Tutor

Adrian Rodgers, Senior EuroFinance Tutor & Director, ARC Solutions, UK

After qualifying as a Chartered Accountant, Adrian spent a number of years with IBM, in a variety of treasury and sales roles. Adrian was also part of the implementation team which created IBM International Financial Services, the European centralised treasury operation based in Dublin. Adrian then joined the newly created cash management consultancy team of Chase Manhattan Bank, with a brief to help create cash management solutions which matched the needs of customers' underlying businesses and technology infrastructures. As a Director at PricewaterhouseCoopers, he specialised in managing change in the finance function, including re-engineering of corporate treasury. His current company is an independent consultancy providing advisory, design and implementation services to corporates and banks, on a variety of change-related issues within the finance function. Services include strategy development, process design, bank and vendor selection and project management. Clients include major corporations with a strong international focus.

Official publication
treasurytoday
research | insight | analysis

Day 1 // Monday 11 March

Corporate Treasury and Banking

08:30 Registration and refreshments

09:00 **Introduction and course administration**

09:15 **Overview and introduction to international treasury**

- The main elements of treasury management
- Evolution and the changing role of the corporate treasurer
- Policy and strategy
- Changing face of treasury process – automation, control and STP
- The importance of cash and liquidity management

09:45 **Business models and treasury organisation**

- Underlying business models – organisation, integration and culture
- Finance models – decentralised, shared services and commissionaire
- Impact of business model on treasury structure ;decentralised, regional and centralised treasury
- Allocation of treasury responsibilities
- Treasury models
- In-house banking

10:30 Refreshments

11:00 **Treasury as a business service provider**

- The product portfolio of an in-house bank
- Funding and investment
- FX centre
- In-house banking and cash management
- Netting centre
- Payment factory
- Location considerations

11:45 **Exercise**

12:15 **Clearing and settlement systems for domestic money movement**

- Types of settlement systems and how they work domestically – net settlement; real-time gross settlement; bilateral systems; continuous linked settlement
- Types of clearing: High value, Low value clearing (ACH), cheque clearing
- Comparing different environments
- Associated data transmission
- Evolution

13:00 Lunch

14:00 **International money movement**

- International banking principals and challenges
- Understanding SWIFT, the types of messages and when they are used
- Cross-border payments – Globally; Eurozone payment and clearing options
- Corporate options – Using correspondent or partner banks; using network banks for international money movement
- Straight-through processing and barriers to STP

15:00 Refreshments

15:00 **Related payments and collection services**

- Check and draft collections
- Branch deposits and virtual accounts (incl. notes and coin)
- Documentary collections and letters of credit
- Cards – T&E; procurement; stored value
- Web and mobile payment approaches

16:30 **Exercise: International money movement**

17:30 End of day 1 and social drinks reception

An informal social drinks reception will take place near the venue for those participants wishing to network with other participants also to obtain one-on-one practical advice from the tutor.

Day 2 // Tuesday 12 March

Liquidity Management and Treasury Systems

08:30 Refreshments

09:00 **Settling transactions within a multinational group**

- Types of intercompany settlement – third party, bi-lateral, multilateral and clearing house
- Trade payments and receivables
- Financial flows
- Corporate business structure drivers of netting
- Structural issues
- Policy issues and netting methods
- Practical problems that may be encountered (e.g. regulatory issues)
- Netting review checklist
- Cost efficiencies
- Potential providers
- Evolution and new approaches to netting

10:00 **Exercise: Setting up a netting system**

10:45 Refreshments

11:15 **Cost impacts, bank pricing and use of currency bank accounts**

- Why use currency accounts and where to locate them
- Managing currency accounts (reporting, funding, defunding)
- How banks price and impact on corporate cost (float, earnings credit, overt and covert) fees
- Impact of value dating on international money movement; Europe and the PSD
- Resident and non-resident issues – importance of establishing correct ownership
- Understanding value dating

12:00 **Liquidity management: Part 1 – concentration and pooling in one currency**

- Cash concentration and similar services
- Types of pooling – physical; notional etc
- Tax and regulatory issues
- Documentation
- Interest and how it is allocated
- Cross-border rules and impact in cash concentration
- Bank capabilities
- Multi-bank concentration
- Money market investment

13:00 Lunch

14:00 **Liquidity management: Part 2 – concentration and pooling in multiple currencies**

- Traditional approaches to intercompany funding
- Limitations of traditional approach
- Synthesising an exchange rate
- Interest compensation approach
- Transparency and understanding the savings
- Bank capabilities and use of correspondents

15:00 Refreshments

15:30 **Putting it all together: Creating efficient account structures**

- Determining the most efficient account structures
- Easy countries and problem countries – examining different scenarios
- Impact of PSD on European account structures
- Adding sophistication of models for operational purposes
- Structures that combine operational efficiency and liquidity management optimisation
- Ownership issues and effect

16:30 **Exercise – Liquidity structure comparison**

17:30 End of day 2

Day 3 // Wednesday 13 March

Financial Risk and Bank Relationships

08:30 Refreshments

9.00 **Current trends in treasury and banking**

- Cybercrime, fraud and security
- Best practices in cash management
- Regulatory impact
- The increased importance of corporate treasury

10.00 **Shared services: Initiatives, centres and payment factories**

- Differing approaches
- Technology Platforms
- Impacts on treasury and the appropriate response
- Account structures
- Choice of banks
- Implementation and customer service requirements

10:45 Refreshments

11:15 **Global payment technology**

- Mechanization in treasury departments
- Balance and transaction reporting
- Payment channels – moving from paper transactions to electronic; impact of e-business and new payment channels
- Multiple banking formats in business systems
- Multi banking and the role of SWIFT
- Transaction detail
- Corporate needs and bank challenges

12:15 **Exercise – Integration of commercial and Treasury transaction platforms**

13:00 Lunch

14:00 **Bank relationship management**

- Objectives of BRM
- Relationship vs. transactional banking
- Role of credit
- Measurement and feedback
- Common points of failure
- Rewarding the effective
- Relationship meetings

14:30 **Selecting cash management banks to fulfil different roles**

- Approaches to bank selection
- How the process of bank selection works
- Selection for domestic, pan regional and global purposes
- Bank geographic strategies
- Importance of matching Corporate organisation
- Local or regional banks?
- What multinational corporates are looking for
- Approaches to pricing and service quality
- Understanding what constitutes 'best'

15:15 Refreshments

15:45 **International bank RFPs**

- Process checklist – what should your expectations be?
- Pricing and costs
- Using different techniques
- Identifying and pre-qualifying banks
- The tender document – what to include
- How to evaluate the bank responses
- Due diligence

16:15 **Exercise – what to include in bank RFPs**

17:00 **Course close and presentation of certificates of attendance**

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Registration form

ITCM // Intermediate

11-13 March 2019 // Geneva, Switzerland

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Which industry sector is your company in?

What is the annual turnover of your company?

☐ Under US $25m ☐ US $26m-$100m ☐ US $101m-$500m
☐ US $501m-$999m ☐ US $1bn-$9.9bn ☐ Over US $10bn

Delegate prices

Register and pay by Friday 11 January 2019 to qualify for the early registration discount. If payment is not received by this date, you will be charged the full registration fee.

Early registration:	**€2,699**
Full registration:	**€3,669**

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