

EuroFinance<sup>7</sup>  
Training

# INTERNATIONAL TREASURY & CASH MANAGEMENT

// INTERMEDIATE

November 4-6, 2019  
New York City, USA



The essential elements of international  
treasury management

// FOR MAJOR DISCOUNTS REGISTER  
AND PAY BY **SEPTEMBER 13, 2019**

The Economist Group

## OVERVIEW

This course is designed to provide experienced finance professionals with up-to-the-minute knowledge of corporate cash and treasury management and strategies, including current trends impacting the role of the treasurer, FX and interest rate exposures, payment fraud, cash conversion cycle and cash flow generation and more.

Participants should have a good prior understanding of treasury concepts and at least 3 years' experience in corporate treasury

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## LEARNING OBJECTIVES

By the end of the course, you will be able to:

- // Understand how to achieve treasury excellence & deliver successful transformation
  - // Develop strategies to cope with regulations including US tax reform, PSD2, GDPR, KYC, AML, Basel III, BEPS
  - // Define objectives and processes for liquidity management
  - // Get up to speed with the current trends impacting the role of the treasurer and come up with holistic approaches to manage corporate risk
  - // Establish cash conversion cycle and cash flow generation strategies for effective working capital management
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## KEY BENEFITS

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

### Robert J. Novaria, EuroFinance Tutor & Consultant, US

Bob has more than 30 years of corporate treasury experience in the roles of treasurer, credit director, finance manager and controller at BP America and Amoco Corporation. He has successfully managed post-acquisition integrations, technology upgrades and corporate restructurings. Currently, Bob is a partner with the Treasury Alliance Group, leveraging his corporate experience in client engagements dealing with global treasury, risk and crisis management; cash management and cash flow forecasting; working capital management; shared service operations and general management. He also shares his experiences by tutoring others in courses such as international cash and treasury management, corporate risk management and cash flow forecasting, as well as by chairing, moderating and speaking at treasury conferences worldwide.



## DAY 1 // MONDAY NOVEMBER 4

### CORPORATE TREASURY AND BANKING

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08:30 REGISTRATION AND REFRESHMENTS

09:00 INTRODUCTIONS, EXPECTATIONS AND COURSE ADMINISTRATION

09:30 OVERVIEW OF THE ROLE OF TREASURY

- Context, functions and responsibilities
- At the treasury core: risk management, liquidity, relationships, capability
- Sustain excellence & deliver successful transformation
- Personal background and learnings

10:30 BUSINESS MODELS AND TREASURY ORGANIZATIONS

- Underlying business models and treasury structures
- Typical stages of development
- Case study

10:45 REFRESHMENT BREAK

11:30 EXERCISE 1: PATHWAYS TO CENTRALIZATION

12:00 BANK INFRASTRUCTURE AND PRACTICES

- Payments and collections
- Money movement, clearing and settlement, role of central banks
- Risks and challenges

12:30 LUNCH

14:30 BANK ACCOUNTS

- Tax and treasury objectives
- Domestic and foreign accounts
- Withholding tax and non-resident issues
- Bank account management

15:00 REFRESHMENT BREAK

15:15 COMPLIANCE AND REGULATORY REQUIREMENTS

- Maintaining reputation and LTO
- Coping with US Tax Reform, PSD2, GDPR
- Continuing focus on KYC, AML, Basel III, BEPS
- Call to action

16:00 EXERCISE 2: CORPORATE ROLE IN AML

16:30 DIGITAL TREASURY TRANSFORMATION

- Top drivers
- Survey perspectives
- Case studies
- Leveraging ECTN: Corporate Treasury Network

17:30 END OF DAY 1, FOLLOWED BY INFORMAL SOCIAL RECEPTION

## DAY 2 // TUESDAY NOVEMBER 5

### LIQUIDITY MANAGEMENT AND TREASURY SYSTEMS

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08:30 REFRESHMENTS

09:00 LIQUIDITY MANAGEMENT OBJECTIVES AND TECHNIQUES

- Focus on value creation
- Objectives and process for liquidity management
- Cash concentration
- Physical and notional pooling
- Netting

09:45 EFFICIENT BANK ACCOUNT ARCHITECTURE

- Conflicting priorities
- Structures and approaches
- Domestic, regional and global challenges
- Caribbean nuances
- Lessons from complex countries and regions

10:45 REFRESHMENT BREAK

11:00 EXERCISE: BANKING AND LIQUIDITY QUIZ

11:30 DAY-TO-DAY CASH MANAGEMENT ROUTINE

- Daily cash position
- Reconciliations, controls and deadlines

12:00 CASH FORECASTING

- Key drivers of the process
- Objectives
- Elements of the forecasting challenge
- Process specifics
- Case studies
- Summary of best practices

12:30 LUNCH

14:30 EXERCISE: CASH FORECASTING QUESTIONNAIRE

14:45 ROLE FOR TREASURY SYSTEMS AND/OR FINTECH SOLUTIONS

- Starting point: effective processes
- Technology challenges
- Trends and options
- Case studies

15:00 REFRESHMENT BREAK

16:00 EXERCISE: TECHNOLOGY DIAGNOSTIC

- Identify company specific take-aways

16:30 SELECTING AND IMPLEMENTING TREASURY SOLUTIONS

- Requirements and scorecards
- Project and change management

17:00 END OF DAY 2

## DAY 3 // WEDNESDAY NOVEMBER 6

### FINANCIAL RISK AND BANK RELATIONSHIPS

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08:30 REFRESHMENTS

#### 09:00 RISK MANAGEMENT FRAMEWORK AND POLICIES

- Current trends impacting the role of treasurer
- Holistic approach to managing corporate risks
- Typical risk management policies
- Case studies and learnings
- Linkage to corporate control environment

#### 09:45 CYBER THREATS

- Treasury as a target
- Focus on internal and external sources

#### 10:00 EXERCISE: CYBER REMINDER

- Role of staff training

10:30 REFRESHMENT BREAK

#### 10:45 FINANCIAL RISK MANAGEMENT

- Credit and counterparty exposures
- FX and interest rate exposures
- Hedging guidelines and hedge accounting
- Debt compliance
- Tax risks
- Crisis management and business continuity plans
- Case studies

#### 11:45 EXERCISE: PAYMENT RISKS AND CONTROLS

- Payment fraud
- Role of payments strategy

12:15 LUNCH

#### 13:15 WORKING CAPITAL MANAGEMENT

- Cash conversion cycle and cash flow generation
- Optimization approaches and process opportunities
- Viability of supply chains and a role for Fintechs
- Case studies

#### 14:15 EXERCISE: EVALUATION TEMPLATE FOR FINTECHS

14:30 REFRESHMENT BREAK

#### 14:45 BANK RELATIONSHIP MANAGEMENT

- Relationship considerations and challenges
- Relationship management tools
- Strategic partnerships

#### 15:30 BANK SELECTION PROCESS

- Bank profiles
- Selection criteria
- Evaluation categories
- Elements of the RFI and RFP processes

#### 16:00 COURSE WRAP-UP AND AWARDING OF CERTIFICATES

17:00 END OF COURSE

## Customised training courses

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### Earn up to 21 CPE credits

Delivery method: Group-live  
Program level: Intermediate  
Field of Study: Finance  
Pre-requisites: at least 3 years' experience in Corporate Treasury

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# REGISTRATION FORM

ITCM // Intermediate

November 4-6, 2019, New York City, USA

You must quote this code when booking:

**WEB**

**TO QUALIFY FOR THE EARLY REGISTRATION DISCOUNT, REGISTER AND PAY BY FRIDAY SEPTEMBER 13, 2019**

FOR ALL ENQUIRIES, CALL +44 (0)20 7576 8555 OR EMAIL [REGISTRATIONS@EUROFINANCE.COM](mailto:REGISTRATIONS@EUROFINANCE.COM)

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### How did you hear about us? Advertisement Association Email

Direct mail  Internet  Sponsor  Word of mouth  Other:

### Are you interested in in-house training? Yes No

### 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 September 13, 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: **\$2,790**

Full registration: **\$3,495**

If the delegate considers that withholding tax is payable, then the delegate will pay to Eurofinance Conferences Limited such additional amounts as are necessary to ensure receipt of the full amount of the invoice.

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