

EuroFinance<sup>™</sup>  
Training



# International Treasury & Cash Management

• INTRODUCTORY COURSE

Your comprehensive guide to  
the essential elements of cash  
management

## Tutor

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

The Economist Group

## OVERVIEW

This is the only course of its kind on international corporate treasury and will serve as your comprehensive guide to the essential elements of cash management. Over three days our expert tutors will use a mix of teaching methods including lectures, real life case studies and group exercises to provide you with practical skills and knowledge that can immediately be applied upon your return to the office. This course is also the ideal precursor for our intermediate level programmes.

It has been specifically designed for finance and treasury professionals who are either new to international corporate treasury or need to refresh or expand their knowledge to gain a practical understanding of all the technology, terminology and procedures. It is also relevant for banks, consultants and system suppliers who need to better understand the needs of their corporate clients.

## LEARNING OBJECTIVES

Ensure that you are operating best practice in the current economic climate and receive the latest update on industry developments through the key topics:

- The role of the corporate treasurer
- Liquidity management techniques
- Domestic and international banking systems
- How customers choose banks for cash management purposes
- How the money markets work and how FX calculations work in practice
- The latest technologies and procedures within the industry
- The various types of risk faced in corporate treasury
- Cash forecasting and working capital management

## THE TUTOR



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

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.

## 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 method

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.

# DAY 1

## CORPORATE TREASURY, BANKING AND CASH MANAGEMENT

08:30 Registration and refreshments

09:00 Welcome and overview

09:15 The Role of Corporate Treasury

- Typical models
- Treasury centres
- Front, middle and back offices
- Cash and liquidity management
- Risk management - interest rate and currency risk
- Funding and investment
- Policy framework
- Measuring the impact of treasury

10:45 Refreshment break

11:00 The Elements of Cash and Liquidity Management

- What is cash management
- Why it is important to a company
- What are the links between payments and cash management
- The role of a corporate cash manager

11:30 Domestic and International Banking Systems – Part 1

- Opening bank accounts and types of bank account
- Domestic payment and collection instruments
- Domestic clearing and settlement systems
- Resident and non-resident bank accounts

13:00 Lunch

14:00 Domestic and International Banking Systems – Part 2

- International payment and collection instruments
- International clearing and settlement systems
- TARGET and SWIFT

14:30 Value Dating and Float

- Value dating
- The concept of float
- Interest and bank charges
- Managing costs and maximising returns

15:00 Refreshment break

15:15 Multi-lateral Netting

- Features
- Technologies
- Benefits
- Extensions

15:45 Electronic and Internet Banking for Corporates

- What is electronic banking?
- Electronic banking products
- The treasury management system
- What do corporates want from an electronic banking system?
- Linking electronic banking to the corporate treasury management system

16:30 Group exercise

Assessing the effectiveness of a treasury and cash management structure

17:30 End of Day 1 and social Drinks Reception

An informal social drinks reception will take place at the venue for those participants wishing to network with their peers. This will also be an opportunity to obtain one-on-one practical advice from the tutor.

# DAY 2

## CASH AND LIQUIDITY MANAGEMENT

08:30 Refreshments

09:00 **Liquidity Management Techniques**

- Cash concentration and pooling
- Zero balancing
- Notional cash pooling
- Tax, legal and regulatory constraints

10:15 **Foreign Currency Accounts**

- Why hold a Foreign Currency Account
- Where accounts can be held

10:30 Refreshment Break

10:45 **Cash Management Group Exercise**

Attendees will participate in a case study to determine the most appropriate bank account structure for a multinational company

11:30 **Introduction to the Money Markets**

- Primary and secondary markets
- Disintermediation
- The yield curve
- How rates are quoted - discount or yield

12:00 **Investing corporate cash**

- Bank instruments
- Capital market instruments
- Regulatory changes

12:45 Lunch

13:45 **Corporate Funding**

- Bank funding
- Bi-lateral, clubs and syndicates
- Documentation and covenants
- Asset financing techniques

14:30 **Money market quiz**

15:00 Refreshment break

15:15 **Introduction to Foreign Exchange Markets**

- What is foreign exchange?
- Exposure to foreign exchange
- How the markets work

16:00 **The Main Instruments and How They are Priced**

- Spot
- Forward
- Swaps

16:45 **Group Exercise**

Participants will practice real life FX calculations in a simulated dealing exercise.

17:30 End of Day 2

# DAY 3

## FINANCIAL RISK AND TREASURY PROCESSES

08:30 Refreshments

09:00 **What is Financial Risk and Risk Management Policy?**

- Sources of financial risk
- Foreign exchange risk
- Interest rate risk
- Credit risk
- Counterparty risk
- Political risk
- Setting appropriate policy

10:00 **Cash Forecasting**

- The objectives of cash forecasting
- Long term
- Medium term
- Short term

10:30 Refreshment break

10:45 **An Introduction to Working Capital Management**

- Receivables
- Payables
- Work in Progress
- Measures of working capital performance

11:15 **Case Study**

Exercise linking working capital management to cash management

12:00 **The Day to Day Cash Management Routine**

- Establishing the daily cash position
- Reconciling the actual position to the cash forecast
- Liquidity management
- Meeting deadlines

12:30 Lunch

13:30 **Establishing a Risk Management Framework in the Corporate Treasury**

- Organisation structure and segregation of duties
- Dealing controls
- Recording controls
- Authorisation controls
- Documentation controls
- Reporting controls
- The regulatory environment
- The auditors

14:30 **Treasury Processes and Systems**

- Comparison with banks
- Front office processes
- Middle and back office processes
- Staffing

15:00 Refreshment break

15:15 **Treasury Processes and Systems (continued)**

- Function of the treasury management system
- Treasury systems architecture
- Other Treasury systems: IP, online dealing, confirmation matching

16:15 **Case Study: Control in the Treasury**

17:00 **End of Day 3**

Close of course and presentation of certificates of attendance.

# DATES & LOCATIONS

→ London, UK | 2-4 March 2020

Register online at:

[www.eurofinance.com/intro-london](http://www.eurofinance.com/intro-london)

→ Geneva, Switzerland | 2-4 November 2020

Register online at:

[www.eurofinance.com/intro-geneva](http://www.eurofinance.com/intro-geneva)



## VENUE INFORMATION

Information on the venue/hotel will be provided 2-4 weeks prior to the start of the course. Travel should only be booked once the venue details are received.

## FURTHER ENQUIRIES

T: +44 (0)20 7576 8555  
E: [registrations@eurofinance.com](mailto:registrations@eurofinance.com)

## ACCREDITATION

Earn up to 21 CPE credits for this course.

Delivery method: Group-live  
Program level: Introductory  
Field of Study: Finance  
Pre-requisite: None



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Earn up to 20.5 CPD credits for this course.



## LET US CREATE THE COURSE FOR YOU!

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