Monday 20 - Wednesday 22 June 2016
Hong Kong

INTERNATIONAL

International Cash & Treasury Management | Intermediate

The essential elements of international treasury management

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.

Intermediate level
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

Tutors and teaching methods
EuroFinance tutors are chosen for their up-to-the-minute knowledge and expertise. Every learning point is powerfully reinforced by case studies, interactive exercises and role-plays so you can apply your newly acquired knowledge as soon as you return to the office. You will be required to complete a questionnaire prior to the course to enable you to define your objectives before the start of each module. This will allow each tutor to tailor the programme accordingly and ensure you walk away with the information you came to learn.

About EuroFinance training
We have secured the services of the industry’s leading tutors on cash and treasury management. Selected for their proven market expertise both regionally and globally, detailed technical knowledge and commitment to the highest standards of training, trainers share a dedication to, and have long-term experience in, the corporate treasury and banking field.

Tutor
David Blair
Managing Director, Acarate, Singapore

David Blair puts his 25 years of treasury and management experience to work for a broad range of clients through Acarate in Singapore. After starting his career with Price Waterhouse, David went on to set up international treasury operations for ABB and Nokia. David became Group Treasurer at Nokia and subsequently Vice President of Treasury at Huawei.

Register and pay by 15 April 2016 for major discounts

Official publication

The Economist Group
International treasury and money movement

09:00 Introduction and course objectives
09:15 Overview and introduction to international treasury
   - The main elements of treasury management
   - The changing role of the corporate treasurer
   - The importance of cash and liquidity management
09:45 Clearing and settlement systems for domestic money movement:
   - Types of clearing systems and how they work domestically – net settlement; real-time gross settlement; hybrid systems continuous linked settlement
   - Check clearing around the world
   - High value EFT clearing
   - Low value ACH clearing
   - Comparing different environments
   - Availability schedules
10:30 Refreshment break
11:00 International money movement
   - International banking principals
   - Understanding SWIFT, the types of messages and when they are used
   - Cross-border payments globally
   - Examining Eurozone payment and clearing options – TARGET; EBA; using a network bank
   - Using intermediary or correspondent banks
   - Using network banks for international money movement
   - Straight-through processing – overview; how does it work; using BICs; IBANs; and UIDs
12:30 Lunch
13:30 Other international payments and collections
   - Currency check collections
   - Bankers drafts
   - Documentary collections and letters of credit
   - Credit cards
   - What are standard payment types across European/Asian/LatAm countries
14:00 Exercise: moving money between countries and currencies
   - Taking account of the currency difference – how does the money move?
   - Taking account the time difference
   - When will the beneficiary receive value?
   - Overcoming practical, real world obstacles
   - What happens when things go wrong?
   - Exercise feedback and discussion
15:00 Refreshment break
15:30 Currency accounts and bank pricing
   - When to open and close them
   - Where to hold them
   - How to manage them
   - How banks price
   - Importance of establishing correct ownership
   - Resident and non-resident issues
   - Understanding value dating
   - Impact of value dating on international money movement
17:00 End of day 1 – followed by social reception

Optimising commercial flows

09:00 Liquidity management – netting
   - Types of netting
   - Applicability in different locations
   - Trade payments and receivables
   - Financial flows
   - Netting drivers
   - Structural issues
   - Policy issues
   - Case studies and practical problems that can be encountered (e.g. impact of time delays)
   - Netting review checklist
   - Netting methods
   - New approaches to netting
   - Cost efficiencies
10:00 Refreshment break
11:00 Liquidity management – pooling and concentration
   - Types of notional pooling
   - The tax and regulatory issues
   - Documentation
   - Cash concentration and similar services
   - Interest and how its apportioned
   - Understanding cross-border rules and impact in cash concentration
   - New developments in cross-border pooling
   - Money market investment
12:00 Exercise
   - Example netting analysis
   - Working through practical challenges
   - Establishing potential savings
13:00 Lunch
14:00 Efficient account structures
   - Easy countries and problem countries examining different scenarios
   - Impact of Single Currency on European account structures
   - Determining the most efficient account structures
   - Sophistication models for operational purposes
   - Structures that combine operational efficiency and liquidity management optimization
   - Ownership issues and effect
15:30 Refreshment break
16:00 Current trends in treasury and banking
   - The impact of the banking crisis
   - Debt and investment management
   - Evaluating counterparty risk
   - The increasing importance of corporate treasury
17:00 End of day 2

Working capital and systems integration

09:00 Treasury organization and in-house banking
   - Levels of treasury responsibility
   - Decentralized treasury
   - Central responsibility
   - In-house banking – what are the advantages and disadvantages?
   - Full centralization
   - Typical treasury structures – case studies from medium-sized companies
09:45 Refreshment break
11:00 Selection, implementation and integration of treasury management systems
   - How to evaluate the bank responses
   - The tender document – what to include
   - Reducing costs
   - Formats – benchmarks
   - Process checklist – what should your
   - Documentation
   - Approaches to pricing and service quality
   - Corporate organization matches
   - Bank geographic strategies
   - Selection for domestic, pan regional and global purposes
   - Structures and purpose of cash management
   - System project checklist
   - System integration case studies
13:00 Lunch
14:00 Selecting cash management banks to fulfill different roles
   - How the process of bank selection works
   - Structures and purpose of cash management systems
   - Selection for domestic, pan regional and global purposes
   - Bank geographic strategies
   - Corporate organization matches
   - Local or regional banks?
   - What multinational corporates are looking for
   - Approaches to pricing and service quality
   - Understanding what constitutes ‘best’ (mandates, relationships)
15:30 Refreshment break
16:00 Exercise – RFPs – what to look for in international proposals
   - Bank geographic strategies
   - Corporate organization matches
   - Local or regional banks?
   - What multinational corporates are looking for
   - Approaches to pricing and service quality
17:15 End of course and presentation of certificates

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Earn up to 21 CPE credits
Delivery method: Group-live
Program level: Intermediate
No prerequisites or advanced preparation required

Official publication

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REGISTRATION FORM

ICTM | Intermediate
Monday 20 - Wednesday 22 June 2016, Hong Kong

To qualify for the early registration discount, register and pay by FRIDAY 15 APRIL 2016

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

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Delegate prices

Register and pay by Friday 15 April 2016 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: US $3,765
Full registration: US $4,295

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