



The Institute of Banking and Finance of Trinidad and Tobago

ADVANCED TREASURY MANAGEMENT

CASH MANAGEMENT

Two (2) Day Training Workshop Outline

OVERVIEW:

The last few decades has shown that businesses had to deal with an increased level of domestic and global uncertainty: multi-lateral trade disputes; ongoing military conflicts and its impact on commodity prices; the threat to cybersecurity and an ever changing political climate to name a few, have created a challenging commercial and financial climate for almost everyone.

Under these evolving conditions, companies are increasingly forced to adapt their business models to continue successful operations. Like many business units, treasury departments have to adapt with the changing business landscape to ensure that they are able to continue supporting their companies. The need to ensure sufficient cash and liquidity to meet day to day operations has probably never been more critical. A significant part of the Treasurer's role today is identifying and mitigating financial risks all whilst recognizing that security and safety have a financial cost. The regulatory framework continues to evolve also, with Basel III and CRD IV now almost universally implemented by financial institutions... and regulators now looking at Basel IV and CRD V.

LEARNING OBJECTIVES

Participants will be introduced to:

- A comprehensive overview of corporate cash flow management
- Key principle of corporate cash management – the appropriate balance between security, liquidity and return
- Developing and implementing an appropriate investment policy
- Key factors that impact investment decision making
- Investment instruments
- Key stages in an effective investment policy:



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- Accurately forecasting cashflows
- Efficient cashflow management
- Segmenting cashflows
- Establishing an appropriate investment policy
- Implementing effective investment management

THE FOLLOWING TOPICS WILL BE DISCUSSED:

Day 1

Accurately forecasting cash flows

- The benefits of forecasting a treasury's ability to identify and manage cash depends on quality information
- Different types of cash flow forecasts
 - Short-term forecast
 - Medium-term forecast
 - Long-term forecast
- Cash flow forecasting techniques

Efficient cash flow management

- The role of treasury in managing cash
- Using intercompany loans and transfer pricing
- Selecting an appropriate liquidity management structure
- Liquidity management techniques

Segmenting cash

Working capital management

- Short-term predictable cash



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- Medium to long-term core cash
- Evaluating the nature of cash

Case Study 1

Day 2

Establishing an appropriate investment policy

- The purpose and scope of an investment policy
- Board level direction
- Support for treasury
- Review

Objectives of investment

The core objectives

- Liquidity
- Yield
- Benchmarking yield
- Risk tolerance

Where does risk arise?

- Credit risk
- Liquidity risk
- Margin risk
- Market risk

Implementing effective investment management

- Identifying investment circumstances
- Selecting the right instruments



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Case Study 2

CONCLUSION AND WRAP UP:

Brief summary recap of the topics discussed and an open floor question and answer session.

METHODOLOGY:

This workshop is meant to be interactive; participants will be encouraged to share their personal experiences in this field and will form part of the group discussion. There will be a mix of discussion type explanation of concepts and methods and practical working and analyzing of business and financial information. Mini-cases, scenarios and role-playing methods will be used in teaching and learning.

WHO SHOULD ATTEND:

This workshop is suitable for participants from all parts of the Payments & Cash Management function (banks, corporates, vendors) who seek to gain a better understanding of Payments & Cash Management from a corporate and from a bank perspective.

- Bank Treasurers, Treasury Managers, FX Traders
- Corporate Treasurers and Finance Managers
- Securities Traders
- Asset Managers
- Risk Managers
- Accounting and Auditing Staff



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FACILITATOR'S BIO

Mr. Winston Boodram, MBA

Mr. Winston Boodram is the current Country Treasurer at CIBC Caribbean Trinidad. He is a career trader and treasury management professional with more than 20 years' experience in this field having worked and held senior management levels at financial institutions in Trinidad and Canada.

Winston holds a Master of Business Administration from Heriot-Watt University and has attended numerous industry related training programs in New York, Miami, London, Amsterdam and Port of Spain.