

**TREASURY ACUMEN:**  
CASH MANAGEMENT SERIES

# Advanced Liquidity Management

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Three 2-Hour Virtual Sessions or  
One Full Day In Person

**DESCRIPTION**

As a business grows internationally there is a point at which it becomes necessary to open and hold foreign currency accounts. The question is then, when and where? The seminar examines the various options and looks at the tools available to treasury to organize itself in the most efficient manner for cross-border liquidity management.

The final challenge becomes one of putting in place a banking structure for managing global cash efficiently and understanding the various tools for optimizing cross-border liquidity, such as netting and cash pooling. The seminar examines the options available to treasury and the considerations when selecting appropriate banking partners. Examples are provided throughout of how different types of companies manage their global liquidity and the seminar ends in a practical case study in which participants will be asked to design an appropriate account structure.

**LEARNING OBJECTIVES**

- Understand the available options and implications when opening foreign currency accounts

- Review the internal structures treasury can use to better manage global liquidity
- Examine the tools available through SWIFT to manage liquidity
- Learn about the different ways in which banking structures and services can be used to optimize global liquidity

**AGENDA**

- Session 1: Managing foreign currency accounts
  - Why foreign currency accounts are needed
    - When to open one
    - Where to hold the FCY account
    - Multicurrency accounts
  - What to ask when opening an account
  - Regulatory issues with FCY accounts
  - Fees and charges
  - SWIFT tools for managing FCY accounts
    - MT101
    - SWIFT access for corporates
    - Latest developments
- Session 2: Liquidity management tools
  - Internal Liquidity Management Tools
    - Multilateral netting
    - Leading and lagging
    - Factoring
    - FX matching
    - FX swaps

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- Exercise: Benefits of netting
- External liquidity management tools
- Cash pooling
  - Notional pooling
  - Interest enhancement
  - Cash concentration
  - Exercise: Notional pooling versus cash concentration
- Session 3: Efficient account structures
  - Summary of Tax and Regulatory issues
  - Single bank, single location
  - Multi-bank structures and partnerships
  - Network (global/regional banks)
  - Overlay structure
  - Multi-bank notional pooling structure
  - Pragmatic structure
  - Selecting appropriate banking partners