



FP LEARN

Treasury Management in Banking



TREASURY MANAGEMENT IN BANKING SERIES

- Treasury Management Fundamentals for Banks
- What Treasurers Want to Hear from Their Bank
- The How's and Why's of Strategic Cash

**TREASURY MANAGEMENT IN
BANKING SERIES**

Treasury Management Fundamentals for Banks

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COURSE LENGTH

Two 2-Hour Virtual Sessions or
One Half-Day In Person

DESCRIPTION

Gain a thorough understanding of the fundamentals of treasury management and the structure of a corporate treasury team. Participants complete a journey that begins with the overview of corporate treasury setup and continues with the specific roles and tasks that treasury practitioners cover, including payments, money movement, working capital, capital markets, borrowing and investing. This course will also present these covered tasks and their relationships to financial service products that are offered by banks.

LEARNING OBJECTIVES

- Understand treasury's role within the corporate finance function
- Learn the structure of treasury and the key responsibilities for each team member
- Discover the interconnectedness between treasury, accounts receivables and payables
- Deepen your understanding of the needs of treasury and what banking products may assist with those needs

AGENDA

- What is Treasury Management?
 - Optimize liquidity and identify and manage risk
 - Key areas of Treasury
 - Receipts and disbursements
 - Transaction processing
 - Risk management
 - Fraud prevention
 - Liquidity management
- Treasury within an organization
 - Org trees
 - Specialized finance
 - Size vs. span of control
 - What players interact with Treasury
 - Centralized vs. decentralized
- Organization of the Treasury Team
 - Cash Manager
 - Risk Management
 - Corporate Finance
 - Large company vs. small company
 - International Components

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Treasury Management Fundamentals for Banks

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- Key concepts in Treasury
 - Regulation and policy
 - Cash management
 - Cash conversion cycle
 - Cash forecasting
 - Collections, concentration, and disbursements
 - Paper based and electronic payments
 - Short-term borrowing
 - Working capital ratios and KPIs
 - Instruments
 - Covenants
 - Funding alternatives
 - Balance sheet snapshot
 - Long-term borrowing
 - Debt markets
 - Equity markets
 - Risk Management
 - Types of risk
 - Risk decision tree
 - Risk mitigation techniques
 - International component
 - Cash concentration
 - Currency considerations
 - Vendor Management
 - Share of wallet
 - Financial service provider selection criteria & process
 - Investment management
 - Excess cash
 - Yield vs. safety considerations
 - Pension Management
- Treasurer's role within the executive team
 - Critical deliverables to C-suite
 - Fund strategy
 - Balance sheet picture
 - Statement of cashflows
 - Optimize capital structure
- Discussion and Q&A

**TREASURY MANAGEMENT IN
BANKING SERIES**

What Treasurers Want to Hear from Their Banks

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**COURSE LENGTH**

Two 2-Hour Virtual Sessions or
One Half-Day In Person

DESCRIPTION

What is it that Treasurers want to hear from banks? This is a great question and one that varies from company-to-company, industry-to-industry, treasurer-to-treasurer, or treasury team-to-treasury team. This is an age-old question that baffles many bankers who feel they have put together the perfect pitch book only to see the meeting not go as planned.

The course objective is to give bankers a view into the things that most Corporate Treasurers expect to hear from banks, how to approach building a relationship and how to succeed in gaining a seat at the Treasurer strategic banking table. It will also touch on understanding the role of the Treasurer and how to approach making that first important contact as you build a long-term relationship.

LEARNING OBJECTIVES

- Understand the roles and responsibilities of the key players in Treasury
- Learn how to properly prepare for a meeting with a Treasury Team
- Gain the skills to become a trusted partner to your assigned Treasury relationships
- Understand the constraints of a Treasury team and how to best dovetail your proposals to meet identified needs

AGENDA

- An Overview of the Treasurer's Role
 - Areas that require decision daily
 - Executive Support
- Core Focus of a Treasury Team
 - Treasury Departments are the custodians of cash, core functions include:
 - Liquidity Management
 - Cash Management
 - Risk Management
 - Technology, Compliance & Relationship Management
 - Debt & Capital Financing Markets

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What Treasurers Want to Hear from Their Banks

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- How do you get the attention of the Treasurer or the Treasury Team
 - Relationship Building
 - Coverage
- Connect with the Treasurer
 - Preparing for your meeting
 - Do your due diligence
- What do Treasurers want from a Bank
 - Effective Listening Model
 - Focus on real solutions
 - Be Objective
- It's all about Building a Relationship
 - Don't be afraid of overtime or over time
 - Target your Communication
 - Understand the share of wallet
- Case Studies
- The Holy Grail: How do you Become a Trusted Advisor
 - Equitable Treatment
 - Listen to Understand Pain Points
- How to Gain a Seat at the Treasurer's Table

**TREASURY MANAGEMENT IN
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The How's and Why's of Strategic Cash

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**COURSE LENGTH**

Two 2-Hour Virtual Sessions or
One Half-Day In Person

DESCRIPTION

Treasury department responsibilities can be simplified as owning all decisions around cash for their companies. Phases of this process include receipt, concentration, risk assessment and deployment. Understanding these decision points can help Treasury Management officers support their clients and deepen the relationship. In this seminar, associates will learn about the strategic cash process and the criteria for why Treasury professionals make the decisions they do. Learning can then be applied to structuring the conversation in your client meetings to focus on solutions around these real-world tasks.

LEARNING OBJECTIVES

- Ability to classify the different source of cash
- Understand the components of the cash conversion cycle and how changes to each impact the overall timeline
- Analyze a company's capital structure and understand how this impacts their banking needs

- Understand the common cash forecasting strategies used by companies
- Understand cash deployment strategies and how to support a company's unique liquidity management need

AGENDA

- Understanding the cash conversion cycle:
 - Components of the Cash Conversion Cycle
 - Evaluating the Impact of Changes to the Cash Flow timeline
 - Factoring or reverse factoring
- Identifying relevant cash flows:
 - Operating cash flows
 - Investing cash flows
 - Financial cash flows
- Capital structure theory in practice:
 - Capital structure
 - Determining the Cost of Capital using Weighted Average Cost of Capital (WACC)
 - Approaches to capital structure
 - Optimal capital structure

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The How's and Why's of Strategic Cash

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- Working Capital needs:
 - Company's current assets and liabilities
 - Working capital metrics
 - The link between the Cash Conversion Cycle and working capital
 - Financial impact of accounts payable and receivables
- Understanding Cash flow forecasting:
 - Purpose of cash flow forecasting
 - Types of forecast
 - Forecasting process
 - Forecasting methods
 - Best practices in cash flow forecasting
- Cash concentration techniques:
 - Netting
 - Cash pooling
 - Virtual accounts
 - In-House Bank
- Strategic cash deployment decision tree:
 - Setting priorities for use of excess cash
 - Addressing risk reduction concerns
 - Interest rate sensitive deployment
 - Opportunities for greater returns on investments
 - Capex spending (cash to the highest returning projects)
 - Stock buybacks or dividends