

TREASURY FUNDAMENTALS

Treasury training for the profession, by the profession



ACT
Middle East
TREASURY, RISK
AND FINANCE
PROFESSIONALS

ACT

Cash management

*Methods to improve accuracy
and optimise capital*

8 November 2012, 14.00-17.30, Dubai

www.treasurers.org/treasuryfundamentals

Cash Management (Forecasting and Working Capital)

Methods to improve accuracy and optimise capital

Date and location

8 November (14.00-17.30), DIFC Centre of Excellence, Dubai

Who is it for?

- Corporates
 - New entrants to the treasury function
 - Those people who interface with Corporate Treasury (like Sales, Procurement and Supply Chain/Logistics team members)
 - All those with day-to-day responsibility for managing working capital for their companies
- Bankers
 - New entrants to the Global Transaction Services (GTS) or Global Cash Management Services (GCMS) or Global Treasury/Working Capital Solutions
 - People in Finance / Credit Risk function who want to have a better understanding of these products and services and their profitability and use for enhancing financial visibility while serving as risk mitigation tools
 - Relationship Managers who want to be more customer-centric and offer working capital management solutions which meet their customers' requirements

What is it about?

This course provides a broad understanding of the basic principles and practices of cashflow forecasting and efficient and effective working capital management. It delves into how and why both corporate customers as well as banks are now focussing on efficient and effective working capital management involving finding the optimal levels for cash, marketable securities, accounts receivable and inventory, and then financing that working capital at the least cost. This course also involves a comprehensive case study from our region to apply the content to real situations.

Programme

- Cashflow Forecasting
 - Strategic, long term
 - Medium term
 - Short term, tactical
- Working Capital management
- Efficient and Effective Cashflow management
- Cash conversion cycle
- Financing Working Capital
- Comprehensive Case Study ("Working Capital Management through a Customer's Eyes")

Treasury Fundamentals



How do you benefit?

You will gain a practical understanding of what cashflow forecasting and working capital management consist of and their growing importance for the profitability and survival of all companies. You will also gain an appreciation of the techniques that can be readily applied within your company to drastically improve your working capital from a long-term perspective. Bankers will benefit from enhancing better relationships with their customers by becoming their 'trusted advisors'.

Trainer



Harshit Jain
CEO
InnoVention Solutions

Fees

Standard
ACT Middle East Network member*
ACT Members, Students and Corporate Representatives

USD425 / AED1560
USD350 / AED1285
USD325 / AED1194

Training Booking Form



PLEASE COPY AND COMPLETE THIS FORM AND FAX, POST OR EMAIL TO THE ACT ADDRESS BELOW FOR EACH PARTICIPANT
PLEASE PRINT CLEARLY IN BLACK INK

Course Name:

Date: Cost: ☐ ACT Member ☐ Non member (tick as appropriate)

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Course Name:

Date: Cost: ☐ ACT Member ☐ Non member (tick as appropriate)

Participant details

Title: Mr/Ms/Mrs/Miss First name: Last name:

Company Name: Job title:

Department: Company Address:

Postcode/Zip: Country:

Telephone Number: Fax Number:

Email Address:

Special Requirements: (Dietary, hearing loop, cultural, religious)

If booking person's details are different from the above, please add details below:

Payment details (Payment must be settled within 21 days or in advance of the training course, whichever is the sooner)

☐ Payment will be made through the online payment site: <https://secure.treasurers.org/makepayment>

☐ Payment will be made by BACS to ACT (Administration) Ltd. National Westminster Bank:

Sort code: 60-00-01. Account number: 01053760. IBAN: GB 94 NWBK 600001 01053760. Swift code: NWNWBKGB2L Please quote invoice number

☐ I enclose a cheque for £ _____ made payable to ACT (Administration) Ltd

☐ Please invoice me/my company

☐ Please charge £ _____ to my American Express / Visa / MasterCard / Maestro card

Please do not submit credit card details via email

Account number:

Expiry date: / For Maestro cards only, issue number: Valid from: /

Signature: Date:

If cardholder name and address are different from above participant details, kindly detail below:

I confirm that I have the authority of my company to incur this expenditure. I understand that invoices must be settled within 21 days or in advance of attendance of the training course, whichever is the sooner. I further understand that participants will be held responsible for payment of invoices.

Name: Signature: Date:

The participant's details will be held on the ACT's database and, where relevant, passed to the course provider (if not the ACT) for purposes of processing the booking and the administration of the course.

TERMS AND CONDITIONS: By submitting this booking you undertake to have read and accepted the ACT's terms and conditions (see page 31).

DATA PROTECTION: The information you provide will be safeguarded by the ACT and only passed to the relevant course provider in order that it can process the booking.

A participants' list will be produced to reach training course with details restricted to name, job title and company. This list will be shared with the trainers and other course participants but will not be disclosed to any other third party.

The ACT will retain your details on its database in order to keep you informed of other relevant products and services.

If you do not want to receive this information, please tick here ☐

Bookings and Enquiries

Training

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