Corporate Treasury Management

Comprehensive three-day program covering Applications, Case Studies and Global Best Practices in Corporate Treasury Management

- New Fees: US$ 3,900 only
- Early-Bird Discount of US$ 400 (Net Fee: US$ 3,500)
- Seminar includes 3-months of free access to e-learning solution

Program integrates traditional instructor-led training with dynamic, interactive e-learning

e-Learning & Value Added Job Aids
- Seminar includes 3-month FREE online access to a library of 30 courses on Corporate Treasury Management

Integrated with:
- Highly practical calculators
- Reference tools

Conducted by
S.L. (Sam) Srinivasulu, Ph.D. Consultant and Trainer for the U.S. Federal Reserve Board and multinational corporations worldwide on Treasury and Risk Management

Sponsors/Official Websites

For event updates and more information visit us at
PO Box 910207, San Diego, CA 92191, U.S.A.
www.gftt.com
Dear Financial Executive,

It is my pleasure to invite you to a comprehensive three-day seminar on Corporate Treasury Management that will be held in San Diego, London and Singapore as per schedule listed on the front page of this brochure. I have provided consultancy/customized in-house seminars on different topics of Corporate Treasury Management to Senior Financial executives of several large MNCs.

In all, nearly 10,000 professionals from both financial institutions and multinational corporations have attended the in-house and open enrollment public programs conducted, across 40 countries.

In addition to the material from the previous seminars, this seminar includes:
- Global Best Practices
- Web-based interactive exercises, case studies and self-tests
- Access to Web-based Learning Solution throughout the seminar and for three-months, post-seminar
- The e-Learning solution deals with the key functions in foreign exchange management, risk management and financing activities. The solution has 39 courses complete with a set of job aids including disclosures and calculators.

Enclosed is a registration form. I invite you to register now and reserve your seat by mailing us the completed form.

Very truly yours,

S.L. (Sam) Srinivasulu, Ph.D.

Course Director

S.L. (Sam) Srinivasulu, Ph.D. is a specialist consultant and trainer in Treasury Management and Risk Management. For the past 20 years, he has been presenting in-house and public training programs to global financial executives in over 40 countries. Recently, he successfully completed a five-year assignment with the U.S. Federal Reserve Board to provide Executive Development Programs. The course was presented 25 times to over 500 delegates from the U.S. Federal Reserve Board.

His published papers on Foreign Exchange Exposure Management, Currency Risk Sharing Agreements, Second Generation Forward Contracts and various other corporate treasury topics are widely used in multinational corporations and executive education programs.

His research and consulting experience with several large multinational corporations and financial institutions around the world, have been leveraged to develop Kesdee’s e-learning and reference solution on Corporate Treasury Management.

About GFTT

Global Financial Training and Technology (GFTT) is a division of KESDEE Inc. GFTT specializes in conducting seminars and conferences for financial practitioners worldwide. Across 40 countries, GFTT has conducted both in-house and public enrollment programs on Balance Sheet Management, Global Treasury Management, Capital Markets and Risk Management for executives from the corporate and financial industry. Over 500 institutions and 10,000 professionals worldwide have benefited from GFTT’s training programs. The training sessions have received outstanding reviews from well-known finance practitioners.

Key Learning Outcomes

- Review the changing nature of the treasury function; how it is becoming more proactive and integrated with business strategy.
- Analyze cutting edge techniques in the measurement and management of financial exposures such as interest rate risk, foreign currency risk and liquidity risk.
- Discuss innovative techniques to reduce borrowing costs and improve investment returns.
- Develop optimum funding and investment strategies for both long-term & short-term.
- Examine the application of derivative products including credit derivatives, in different aspects of treasury management.
- Compare Treasury Controls of different organizations and functions.
- Analyze Operational Strategies including Currency Risk Sharing Agreements.
- Review global best practices in treasury function.
- Discuss the role of top management in setting objectives for treasury function, and to establish criteria for treasury performance measurement.
- Discuss the role of Structured Finance in Corporate Treasury Management & Securitization case studies.

Who Should Attend

- Corporate Treasury Executives
- Portfolio Managers
- Management Consultants
- Pension Fund Managers
- Mutual Fund Managers
- Investment Managers
- Money Market Managers
- Research Analysts
- Futures & Options Specialists
- Commercial & Investment Bankers
- Insurance Companies
- Bond & Equity Sales Staff
- Foreign Exchange Executives
- International Cash Managers
Learning with GTT

Superior quality
- Reliable source - proven content
- Financial industry service focused
- Our programs utilize modern multimedia technology - interactive applications, simulations, animations, and graphics
- Up-to-date reference tools - benchmarking database on performance measures using visual aids - videos, slides and overhead projections, combined with study manuals, lectures, exercises, class discussions, group problem-solving sessions and case studies

Teaching methods
- Role playing and group presentations
- Videos
- Actual case studies
- Web-based self-tests
- Interactive exercises
- Extensive hands-on calculations and group activities

Training philosophy
- Conceptually sound, yet practical
- Learn by doing: seminars incorporate group exercises
- A blend of case studies and lectures
- State-of-the-art: includes current developments
- Reflects our consulting experiences
  (actual settings for cases and examples)

In-house Training

Testimonials
- “The Seminar is very relevant in the present fast changing globalization scenario”.
- “The expertise of the instructor and content was far superior”.
- “The calculators provided with e-learning course library are fantastic”
- “Content, graphics, Job Aids are excellent”
- The e-learning program’s Content, Graphics and Job Aids are excellent and user friendly; there is wealth of useful information. The measurement tools are useful

Seminar Format at a Glance
This seminar integrates instructor-led training with interactive e-learning. You will receive:

Instructor-led training
- Pre-course material - Access to our online preparation material four weeks prior to the course
- Course binder - A comprehensive set of case studies, exercises and reference material
- Exposure to actual case studies based on our vast consulting experience

Financial Sector Development Fund (FSDF), Singapore Training Subsidy
Participants may be eligible for FSDF support on a case by case basis. Please submit applications to the FSDF Secretariat directly. As part of the application and evaluation process, participants will be required to complete and submit an FSDF evaluation form upon completion of course.

Sponsors/Official Websites

Updated weekly, gtnews.com is the number-one web site for cash, payments and treasury information. Access hundreds of articles on banking, risk, cash management, working capital, treasury management, outsourcing, capital markets, careers, payments, online trading and systems, plus job listings, guides, news, Q & A forums and events. GTNews is FREE to read. Register today at www.gtnews.com

Book now
- Limited Seats are available
- Block discounts on group reservations
- Receive discounted pricing on KESDEE’s Web-based Learning & Reference Solutions
Included in this course are actual Policy Templates on different aspects of Treasury Function. The size and complexity of business, geographic scope of activity and business/portfolio mix are determining factors for preparing corporate treasury policy template. The information provided in this section has been collected from corporates, worldwide. This will prove useful in the development of policy templates by different institutions.

Disclosures
With illustrations from over 200 well-known multinational corporations, the Disclosures cover all aspects of the Treasury Function including accounting, risks, derivatives, financial instruments and applications of various financial instruments. These are organized in a user-friendly manner for easy access, comparison and analysis.

Global Best Practices
“Best in Class” examples of strategic, analytical and operational issues of different functional areas and activities are provided in Global Best Practices. They have been developed from surveys and analysis of institutions. All information in our products pertaining to this unit has been collected from Corporations.

Regulations
A useful database of applicable regulatory guidelines.

Measurement Tools
You will have access to a portfolio of nearly 50 calculators on all aspects of Treasury functions. The highlight of the section is the interactive Toolkit which helps you perform for a variety of financial calculations and processes such as duration, convexity, financial maths, capital market products, ratios and Value at Risk. These practical tools help you correctly apply the concepts learnt in the products. Calculators aid in performing fast financial calculations.

Scope and Size of FX and Derivatives Market
The final global results on foreign exchange market turnover, final statistics on OTC derivatives market turnover and amounts outstanding are reported here. The information for the same is based on the Triennial Central Bank Surveys of Foreign Exchange and Derivatives Market Activity.
Growing importance of Treasury Function
- More Volatility
- New Financial Products
- Greater Globalization of Business & Financial Activities
- Increasing Recognition by Top Management that good products/technology alone cannot ensure viability of the company

The Role of Treasury
- Relationships with the Rest of Company
- Foreign Currency Exposure Management
- Interest Rate Risk Management
- Cost-Effective Funding

Currency Exposure Management
- Identifying and measuring Currency Exposures
- Types of FX Exposure
- Translation Exposure

Transaction Exposure
- Steps in Measuring Transaction Exposure
- Cross Currency Exposure

Day One

Spot Market vs. Forward Market Hedge
Case Studies

Economic (Operating) Exposure
- The impact of FX Changes on Operations
- Interface with Sourcing, Pricing, Production Siting, Marketing, R&D
- Fixed vs. Variable Costs
- Nominal vs. Real Exchange Rates; The Impact on Competitiveness
- Management of Economic or Operating Exposure
Case Studies

Currency Risk Sharing Agreements
- Two-sided vs. One-sided Risk Sharing
- Simple Structures for Annual Agreements for Purchases of Consumer Products
- Complex Structures for Long-Term Agreements for Industrial Intermediates
Case Studies

Day Two

Applications of Swaps to Financing & Risk Management
Exercise:
To price standard SWAPS/SWAP Variations/compute M-T-M Values & Termination Amounts
Role Playing Exercise:
The Funding and Risk Management of a Company - the objectives of lender and borrower.

Debt Management For the Corporation
- Financing Policy of the Firm
- Determining the Currency Mix for Debt
- Establishing an Appropriate Debt/Equity Ratio

Day Three

Current Accounting Issues for Treasury
- Implications of SFAS 133
Treasury Controls
- Segregation of duties

Exercise 1: Hedging import payables
Exercise 2: Hedging of export receivables

Securitization Case Studies
- Securitization of Receivables
- Securitization of Future Flows

Exercise 3: Interest Rate Exposure
Exercise 4: Risks of an Investment Portfolio

Treasury Organization
- Current Innovative Developments in Treasury Organizations

Exercise:
To determine a Dent Maturity Profile
Determine the Fixed/Floating Mix

Case Studies

Performance Evaluation of Overseas Subsidiaries
- The Impact of FX Rates: Techniques to Maintain Consistency & Comparability in Measuring Performance

Case Studies

Treasury Performance Measurement
- Establishing Benchmarks
- How Corporates Define the terms “Hedge, Arbitrage & Speculation”

Case Studies

How to maximize Beneficial Use & Minimize Potential Misuse of Treasury Products.

Global Best Practices
- Framework for Analysis of Best Practices
- Global Survey and Results
- How to implement Best Practices in Your Institution: Action Plan

Case Studies

High Profile Case Studies where Treasury Controls failed; What went wrong and lessons learnt.

Case Studies

Exercise:
To determine a Dent Maturity Profile
Determine the Fixed/Floating Mix

Securitization Case Studies
- Securitization of Receivables
- Securitization of Future Flows

Exercise:
To price standard SWAPS/SWAP Variations/compute M-T-M Values & Termination Amounts

Role Playing Exercise:
The Funding and Risk Management of a Company - the objectives of lender and borrower.
E-learning

Post-seminar, all delegates receive FREE 3-month access to our e-learning solution on Corporate Treasury Management. The product supplements classroom training and fosters interactive learning through exercises, simulations and analysis of case studies. If you wish to learn more about any of our e-learning solutions, visit us at www.kesdee.com

Product Features

1. Online Chat
This feature enables users to communicate with other online users. Users can chat, have virtual conferences or even leave messages for offline users.

2. Messaging
Users can correspond with other users, tutors, training managers, content experts and training coordinators through our Inbox / Compose facility. This feature has the option to store contact addresses.

3. Discussion Forum
A virtual feature that enables collaborative interaction between users and tutors for discussion and information exchange.

4. Reports
This feature allows users to keep a track of their progress. Functions such as courses covered, time taken on courses or even attempted exercises with records of the users scores and more, are available.

5. Notepad
Facilitates as a scribble pad to note queries or important facts without interrupting the online training session. Users have an option to also view previous notes.

6. Search
This feature provides users with a quick look up to relevant content pages based on any desired keyword. The search result pages are displayed in the order of relevance most closely matching the keyword entered.

7. Calendar
A personal organizer that permits users to add, modify or delete events for any given calendar day.

Corporate Treasury Management
Library of 30 Courses

1. Treasury Management- Scope and Importance
2. Overview of Risk Management
3. Translation Exposure
4. Transaction Exposure
5. Economic Exposure
6. Case Studies- Foreign Exchange Exposure
7. Currency Risk Sharing Agreement
8. Yield Curve Analysis
9. Duration
10. BPV
11. Convexity
12. Value-at-Risk
13. Interest Rate Futures
14. Interest Rate Options
15. Interest Rate Swaps
16. Case Study- Applications of Interest Rate Derivatives
17. Short-term Financing
18. Long-Term Financing
19. Money Markets
20. Capital Markets
21. Portfolio Management
22. Treasury Management Systems
23. Treasury Policy
24. Treasury Controls
25. Accounting for Derivatives
26. Allied Irish Banks
27. P&G
28. Gibson Greetings
29. Sumitomo
30. Lufthansa
Registration Form

Terms and Conditions

Registration

Seating for the seminar is limited. Please register early to reserve your seat. To receive an Early-Bird Discount of US$ 400, you must register one month prior to seminar date. To register by fax or mail, complete, sign and submit this Registration Form. To register on-line, visit www.gftt.com, complete and submit your registration. To register via E-mail or by phone send an E-mail with the requested details listed on this form to information@gftt.com or call us. For contact details see Four Easy Ways to Register at the lower end of the page.

Fees

- Cost per delegate (each seminar) is US$ 3,900
- Fee covers:
  a. Three days of seminar work
  b. Pre-course material
  c. Course binder
  d. Complimentary three-month post-seminar access to KESDEE’s Web-based e-Learning and Reference Solutions
  e. Discounted pricing on KESDEE’s Web-based e-Learning and Reference Solutions
  f. Refreshments and Coffee
  g. Membership in GFTT’s “ALuMni Club” with regular updates and newsletters
- Fees DO NOT cover airfare or hotel accommodation

Discounts

- Register at least one month prior to seminar date and receive an Early-Bird Discount of US$ 400
- US$ 225 discount for previous seminar attendees
- US$ 225 discount for a second delegate attending this seminar from the same company
- US$ 450 discount for the third and subsequent delegates attending this seminar from the same company

Payment

- Payment must be received at least four weeks prior to the seminar.
- Payment must be received within two weeks of registration

Payment Options (Tick any one)

☐ Bank Transfer
  Bank of America
  ABA # 121000358
  To the credit of: GFTT Account # 2351507573

☐ Check Payable to GFTT

☐ Credit Card Payment

I hereby authorize GFTT to charge my credit/charge account

Corporate Treasury Management

Register me for the seminar in: (tick your choice)

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<thead>
<tr>
<th>Location</th>
<th>Dates</th>
<th>Cost</th>
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The seminars for 2006 will be listed here shortly

Note: Please photocopy this form for additional delegates

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<th>Gross Total</th>
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<tbody>
<tr>
<td>Less Discounts (if applicable)</td>
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<tr>
<td>Plus VAT (U.K. Seminar Only)</td>
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<td>Net Total</td>
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For More Information, Contact

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Four Easy Ways to Register

Online: E-mail : information@gftt.com
  Website : www.gftt.com

Fax: +1 (858) 755-6973
Phone: +1 (858) 755-8527
Mail: GFTT P.O. Box 910207, San Diego CA. 92191, U.S.A
I wish to learn more about your products. Please contact me.

Please send me a brochure and keep me updated on:

- E-Learning and Reference Solutions
- In-house seminars
- Worldwide seminar calendar for 2003
- Asset Securitization
- Asset Liability Management for Insurance
- Top Management Forum
- Global Best Practices in ALM
- Trading Risk Management including VaR

Please invite the following person on my recommendation

First name .............................................................................Last Name............................................................

Position ........................................................................................................................... ...................

Organization ........................................................................................................................... ................

Full Address ........................................................................................................................... ............... 

Phone ....................................................................................... Fax ............................................................... 

E-mail ........................................................................................................................... ....................

Please send me information about your upcoming Products and Seminars

Please return this form by Mail or Fax to:

GFTT P.O. Box 910207, San Diego, CA 92191, U.S.A. Phone: +1 (858) 755-8527. Fax: +1 (858) 755-6973

E-mail: information@gftt.com

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