

Highlights

- Value Creation Concepts in Treasury Management
- Global Best Practices in Treasury Management
- Currency Risk Sharing Agreements

Corporate Treasury Management

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



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

- 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

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

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

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

Invitation from S.L. (Sam) Srinivasulu, Ph.D. - President

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 GFTT

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

GFTT also provides in-house training in Asset Securitization, Asset Liability Management, Risk Management, Capital Adequacy Planning, Basel-II: New Capital Proposals, Corporate Treasury Management and other subjects.

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

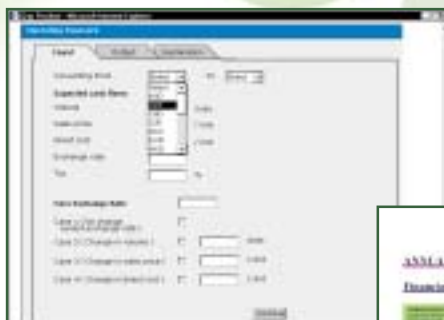
- Limited Seats are available
- Block discounts on group reservations
- Receive discounted pricing on **KESDEE's** Web-based Learning & Reference Solutions

Job Aids/ Performance Support Tools

Job Aids/Performance support tools play a key role in introducing new work technologies and systems to economize on time and money and improve organizational effectiveness. The Job Aids provided in each course gives the learner the ability to find specific and additional information that is required on the job.

All information pertaining to this unit has been collected from global corporates and provides an insight into best practices, policy templates and regulatory practices adopted by them. The information is provided as easy-to-read extracts designed as practical tools for corporate treasurers that would help them save valuable time for analysis, discussion and to make work more effective and productive.

- Policy Templates
- Disclosures
- Global Best Practices
- Regulations
- Measurement Tools
- Scope and Size of FX and Derivatives Market



Policy templates

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. Learn by Doing

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.

Day One 1

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

- 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

- Coordination with Sales/Purchase Functions
- Exercises on Currency Risk Sharing Agreements

Derivatives Market



- Overview of Derivative Products and Applications


Second generation Forward Contracts

- Range-, Break-, Participating - Forwards & several other variation
- Hedging BID to Award exposures

Treasury Function in a Corporation vs. a Financial Institution

- Similarities and Differences

-  Exercise1: Hedging import payables
-  Exercise2: Hedging of export receivables



 **Case Study:**

The linkage between treasury strategy and business strategy. This is an actual case study

Day Two 2

Techniques to measure Interest Rate Exposure


- Duration, BPV

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

Introduction to Swaps

- Currency Swaps
- Interest Rate Swaps
- Swap Variations
- Valuation of Swaps: Mark-to-Market Analysis
- Unwinding a Swap

- Applications of Swaps to Financing & Risk Management


 **Exercise:**

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


Debt Management For the Corporation

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

- Determining a Debt Maturity Profile
- Determining the Fixed/Floating Mix

 **Role Playing Exercise:**

The Funding and Risk Management of a Company - the objectives of lender and borrower.

 **Securitization Case Studies**

- Securitization of Receivables
- Securitization of Future Flows


Day Three 3

Current Accounting Issues for Treasury

- Implications of SFAS 133

Treasury Controls

- Segregation of duties


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

Treasury Organization

- Current Innovative Developments in Treasury Organizations

Treasury Performance Measurement

- Establishing Benchmarks
- How Corporates Define the terms "Hedge, Arbitrage & Speculation"

 **Case Studies**

Performance Evaluation of Overseas Subsidiaries

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

Treasury Policy Statement

- Analysis and Comparison of several actual Policy Statements

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

Global Best Practices

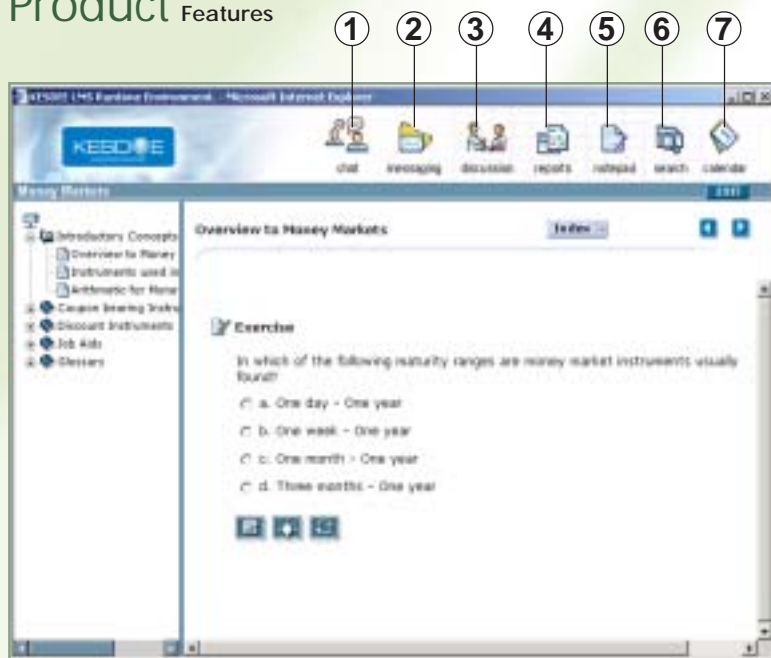
- Framework for Analysis of Best Practices
- Global Survey and Results
- How to implement Best Practices in Your Institution: Action Plan

 **Case Studies**

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

US\$ in payment for seminar fees as per seminar Registration Terms and Conditions.

- Master Card Visa Diners Club American Express

Card No.

Name of Credit Card Holder

Expiry Date

Signature

Credit Card Billing Address

Date

*U.K. VAT

Under excise regulations, delegates from all countries are required to pay VAT 17.5% for seminars in U.K.. In many cases, U.K. VAT is reclaimable. Information upon registration

Cancellation

In order to allow for maximum flexibility in schedules, there will be:

- No deduction from fee for cancellations notified up to four weeks before the meeting
- A 50% deduction for cancellations notified between four and two-weeks
- Deduction of the full amount for later cancellations and no-shows
- Cancellations must be sent in written form

Substitution

Delegates can send representatives in their stead. However, this will not be entertained after the seminar begins

Disclaimer

GFTT reserves the right to change or cancel any part of this program in the event of unforeseen circumstances

Corporate Treasury Management

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

Location Dates Cost

The seminars for 2006 will be listed here shortly

Name: (Mr/Mrs/Ms).....

Position:

Department:.....

Company:.....

Address:.....

.....

.....

Phone:.....

Fax:.....

E-mail:.....

I hereby register under the registration terms and conditions:

Signature:

Date:

Note: Please photocopy this form for additional delegates

Gross Total	
Less Discounts (if applicable)	
Plus VAT (U.K. Seminar Only)	
Net Total	

11/29

For More Information, Contact

USA

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PACIFIC-ASIA

Sherry Ann Daniel [60] (19) 228 2303

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ASIA/EUROPE/MIDDLE-EAST

Mahesh Urs [91] (80) 2229 6658

e-mail: maheshu@kesdee.com

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

Reply Form

Name (Mr/Mrs/Ms) First Name.....Last Name.....
 Company.....
 Phone.....Fax.....
 E-mail (Corporate IDs Only).....
 Address.....

**Corporate
Treasury
Management**

- 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









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- Please send me information about your upcoming Products and Seminars

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