



Ledgewood Advisory Group

Treasury Consulting & Training Solutions

Treasury Training Course Program



Conveying Complex Concepts with Clarity and Simplicity

- Cash and Liquidity Management
- Financial Risk Management
- Working Capital Management
- International Financial Markets



“Treasury’s world is growing increasingly more complex. Never has it been more important for you to learn how to globally control cash, improve working capital and manage risk. Ledgewood Advisory Group provides the necessary learning needed for effectively managing and operating today’s treasury.”

-Keith Bergman, Managing Director

“The first thing that struck us all was the depth and breath of knowledge. We were impressed by the pragmatic, common sense approach. He suggested solutions that were practical, easy to implement, and took into account the realities of our particular situation.”

-VP & CFO, Asbury Automotive Group

COURSE CONTENTS

WHY LEDGEWOOD TRAINING?

Ledgewood understands the resource commitment of corporate treasury training.

- We save you money
- We are competitive
- We tailor to your specific needs
- We provide you with the ultimate learning experience
- We provide expert trainers who are consultants and were senior level practitioners
- We convey treasury concepts with clarity and simplicity

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GLOBAL TREASURY MANAGEMENT

The fundamentals of effective global treasury management.

COURSE COVERS

This 4 day training course introduces participants to the key fundamentals of treasury management required to manage global cash operations. Trainers will provide attendees with the tools and techniques to effectively solve integrated and practical management problems. Participants will gain an understanding in how to improve liquidity, cash forecasting, and which working capital metrics should be used for measuring future performance. Concepts of an in-house bank, cash pooling and how to mitigate risk through effective hedging will be addressed.

TOPICS AND CONTENT

Treasury Organization Models

- How to improve global controls

Capital Structure & Corporate Finance

- How to manage global capital structure
- Debt vs. Equity financing
- How to develop effective strategies

Working Capital Management

- Treasury's role in Working Capital Management
- Improved controls with effective metrics
- Integrating cash management and cash forecasting

Global Liquidity Management

- How to find the optimal solution
- Physical vs. notional pooling
- In-house bank and multi-lateral netting

Cash Forecasting

- Direct vs. Indirect models
- Key cash flow drivers
- Building a forecast model

Risk Management

- Foreign Exchange
- Interest Rate
- Valuation models

COURSE OBJECTIVES

Participants gain an understanding of how to:

- Optimize global liquidity in order to reduce borrowing and enhance investment opportunities.
- Reduce income volatility through effective hedging.
- Improve accuracy of cash forecasting.
- Improve utilization of treasury technology.
- Optimize working capital and balance sheet management.

WHO SHOULD ATTEND?

This course will be of benefit to a wide range of job functions and areas within accounting, finance or treasury. Course designed for those interested in benefiting from an increased understanding of global cash positions, working capital and cash forecasting. Material is tailored so that it would be relevant to both finance professionals and commercial bank staff who are involved in the cash and treasury solutions for corporate customers.

TO FIND OUT MORE, CONTACT:

Jill Resnick | Training Coordinator

jill.resnick@ledgewoodgroup.com

CALL US AT:

Asia: +852 8191 3190

Europe: +44 (0)20 3287 8452

Americas: +1 914 763 8452



INTEGRATING WORKING CAPITAL AND CASH FORECASTING

The fundamentals of integrating working capital and cash flow forecasting.

COURSE COVERS

This 3 day training course introduces participants to the key fundamentals of working capital and cash forecasting and how to integrate cash flow forecasting in order to improve the organizations balance sheet and asset allocation. We will provide financial professionals, as well as, commercial bankers in treasury sales, product development, internal operations and marketing, best practice tools and techniques required to transform global process into a best class structure that operates with better control and efficiency at a lowered cost.

TOPICS AND CONTENT

Treasury Organization Models

- How to improve global controls

Technology for Working Capital Management

- What ERP system can and cannot do

Global Liquidity Management

- How to find the optimal solution
- Physical vs. notional pooling
- In-house bank and multi-lateral netting

Working Capital Management

• Understanding the strategic role working capital plays in the firm

- Conversion of working capital into cash flow
- Drivers of the cash conversion cycle

Accounts Receivable, Accounts Payable and Inventory

- Identifying opportunities for improved results
- Important metrics and ratios
- Tools and techniques that can favorably influence

Cash Forecasting

- Direct vs. Indirect models
- Key cash flow drivers
- Building a forecast model

Cash Flow Budget

- How to develop a budget and financial plan

COURSE OBJECTIVES

The purpose of the course is to give participants:

- Understanding of how to effectively manage and measure the performance of treasury through proper management of cash, investments and debt.
- Ability to Increase shareholder value by operating with better control and improved efficiency.

WHO SHOULD ATTEND?

This course will be of benefit to a wide range of job functions and areas within accounting, finance or treasury; anyone who would benefit from an increased understanding of global treasury operations. The course is tailored so that it is relevant to both finance professionals as well as commercial bank staff who are involved in cash and treasury solutions for corporate customers.

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TREASURY TECHNOLOGY

Today's leading edge technology for effective treasury management.

COURSE COVERS

This 3 day training course provides participants with leading edge knowledge of the global technology required to transform global treasury management into an operation that operates with better control and efficiency at a lowered cost. By using case studies, computer simulations, and working examples participants will gain a better understanding of the use of treasury technology within their organization in order to execute daily operations.

TOPICS AND CONTENT

Treasury Organization Models

- How to improve global controls

Treasury Technology

- Treasury Systems
- Treasury Portals
- ERP Systems
- SWIFT for Corporates
- From justification to RFP to implementation

Changing Landscape

- CLS
- SEPA
- eBAM

Technology for

- Cash Management
- Cash Forecasting
- In-House Bank
- Cash Pooling
- Multi-lateral Netting
- Working Capital

COURSE OBJECTIVES

The purpose of the course is to give participants:

- An understanding of leading edge technology used in the management of global cash optimization, working capital and enterprise risk management.

WHO SHOULD ATTEND?

This course will be of benefit to a wide range of job functions and areas within accounting, finance or treasury. Attendees will benefit from an increased understanding of the available current technology for running a global treasury operation. The course is tailored so that it is relevant to both finance professionals as well as commercial bank staff involved in cash and treasury solutions for corporate customers.

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ASSET ALLOCATION

Managing the challenges of asset allocation within an international investment portfolio.

COURSE COVERS

During the 3 day course participants will learn how investment professionals deal with the challenges of asset allocation in constructing an international portfolio. The seminar will cover the principles of managing an international portfolio spread out across a number of investment classes. Participants will learn the theoretical underpinnings of asset allocation and diversification alongside other relevant topics such as diversification and rebalancing, strategic vs. tactical allocation, and benchmarking. There will also be the opportunity to practice with case studies which will give participants the familiarity with portfolio techniques used in the global investment markets.

TOPICS AND CONTENT

Principles of asset allocation

- The process of selection of asset classes
- Volatilities and return distributions in markets
- Correlations between asset classes

Modern Portfolio Theory and (MPT) Portfolio Optimization

- An introduction to MPT and asset allocation models
- Mean variance portfolio optimization – a hands-on example
- Criticisms of MPT and other approaches

Implementation of portfolio

- Strategic vs. tactical approaches to asset allocation
- Benchmarking and tracking error objectives
- Obtaining market exposure: index, active managers, in-house or external

Managing financial risk across different asset classes

- Overview of different derivative products

COURSE OBJECTIVES

The purpose of his course is to enable participants:

- To understand the main principles of managing a portfolio consisting of a number of different asset classes.
- Evaluate and implement different strategies for building a suitable asset allocation.
- Assess ways to manage the returns and risks inherent in an international portfolio.

WHO SHOULD ATTEND?

This course is designed for company directors and other professionals who wish to gain a greater understanding of how to manage an international investment portfolio. This could include treasurers and finance officials directly involved in managing assets, but also directors and staff who would gain from an enhanced knowledge of the main principles of asset allocation.

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GUIDE TO FINANCIAL MARKETS

Comprehensive guide to understanding the world financial markets.

COURSE COVERS

This 3 day training course introduces participants to the key elements of the world's financial markets. We will look at the major products traded in international markets, who uses them, and where and how they trade. Participants will gain a structured and comprehensive understanding of the workings of the major global financial markets and the most important international asset classes.

In addition to covering key terms and concepts associated with the different products, we will use practice calculations, formulas, trading techniques and other market conventions in order to gain a greater understanding of the international financial markets.

TOPICS AND CONTENT

Overview of world's financial markets

- key characteristics of main asset classes
- location, participants and characteristics of trading different asset classes

Money markets

- short term borrowing and lending, and main instruments available

Fixed Income / Bonds

- essential bond math: time value of money, interest rates and duration
- different bond markets: sovereign, corporate, high yield
- raising debt and credit ratings

Foreign exchange fundamentals

- currency swaps, forwards and options
- different exchange rate regimes

Equity markets

- different types of equity and valuation techniques
- investing in stock indices

Commodities

- characteristics of different commodity markets: metals, oil, agricultural.

COURSE OBJECTIVES

The purpose of the course is to give participants:

- An understanding of the nature of international financial markets and the different products that trade.
- The ability to evaluate the different products and understand the characteristics of the major asset classes.

WHO SHOULD ATTEND?

Benefit to a wide range of job functions and areas; anyone who would benefit from an increased understanding of markets, participants and products – and how they all come together.

The course is tailored so that it would be relevant to both recent recruits to the business world with a limited background in international finance as well as more experienced staff with new responsibilities in finance or capital markets.

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GUIDE TO FINANCIAL RISK MANAGEMENT

Guide to managing financial risk within international markets.

COURSE COVERS

This 3–4 day seminar takes a look at the key ways of managing financial risk in the international markets. The seminar will review the characteristics of the main instruments used for managing risk. . Participants will learn how to evaluate and employ each derivative product in hedging risk and ways in which risk is measured across an international portfolio.

TOPICS AND CONTENT

Managing financial risk across different asset classes

- overview of different derivative products, including:
 - FX forwards, swaps and options
 - Interest rate futures, swaps and other hedging tools
 - Equity options, swaps and futures
 - Key commodity derivatives
- contract features
- investment characteristics and pricing
- trading and risk management applications

Quantitative techniques for measuring and managing financial risk.

- value-at-risk and “expected shortfall”
- tail risks and stress testing

Overview of other risks

- credit, Counterparty and Liquidity Risks

COURSE OBJECTIVES

The purpose of this course is to enable participants to:

- Have a solid and practical understanding of financial market risks that exist in an international portfolio made up of different asset classes.
- Learn the methods and tools for managing financial risk.
- Gain an understanding of risk management strategies and how they can be controlled and implemented in practice.
- Evaluate the differences and similarities of the products that exist for trading and risk management applications.

WHO SHOULD ATTEND?

This course is designed for anyone who wishes to be able to understand, use, manage or evaluate financial market risk management instruments. This could include directors, treasurers, corporate finance and investment managers, accountants and IT personnel.

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MACROECONOMICS FOR NON-ECONOMISTS

Fundamentals of macroeconomics for non-economists.

COURSE COVERS

The course has been designed to help participants gain a solid understanding of widely-used economic terms, concepts and statistics. The course is presented in a clear way for non-economists with a limited formal economic background. We will learn in an accessible and concise way how to understand major themes in economics such as interest rates, exchange rates, fiscal policy and more. In addition to explaining economic concepts we will look at economic policy making and the major economic indicators that affect the world's financial markets.

TOPICS AND CONTENT

Core economic concepts

- GDP, economic output and growth
- Employment and different measures
- Fiscal policy and monetary policy
- Inflation and interest rates
- Trade, balance of payments and exchange rate policies

Economic Data

- Key economic data that affects financial markets
- Measuring and interpreting economic indicators
- Leading, lagging and coincident indicators

Macro-policy making

- The role of the Central bank
- The role of the Government budget and fiscal policies
- International Institutions, IMF, World Bank

Current economic topics

- QE, Euro-zone 'crisis', Japan 'Abenomics'

COURSE OBJECTIVES

The purpose of this course is to enable participants to:

- Understand key economic concepts
- Identify and interpret influential economic indicators
- Gain awareness of the role of institutions such as Central Banks and other International bodies
- Evaluate, understand and critique current topics in international economics

WHO SHOULD ATTEND?

The course is suitable to professionals at any level or in any role that would benefit from a greater familiarity and understanding of key economic concepts. The course is designed to appeal to both experienced professionals who wish to broaden or refresh their knowledge of economics or for new staff from a non-economic background who would benefit from an increased familiarity with important concepts.

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REQUEST INFORMATION

For help in planning your training programs, please contact our training coordinator.

Type of information requested: _____

Person making request: _____

Position: _____

Telephone: _____

Email: _____

Company Name: _____

City: _____

Country: _____

How did you hear about us?

- Internet Email CTP Website
- Direct Email Word of Mouth
- Other? Please Specify: _____

REQUEST INFORMATION ONLINE

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