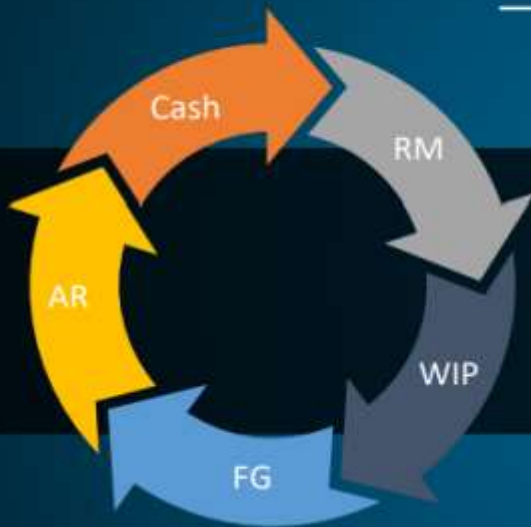




Presents

## Workshop on Working Capital Opportunity Spotting

# Working Capital Opportunity Spotting



## Program Background

Efficient working capital management is key to the success and long term sustainability of any organization. Corporate failures often begin and end with working capital problems, both as a root cause and symptom of poor management. This is especially relevant in today's post pandemic environment where many corporates are struggling to ensure their day to day survival. This practical, online workshop is aimed at providing Corporate Banking Relationship Managers (RMs) insights into the day to day challenges faced by their corporate clients and with product awareness and necessary marketing skills needed to successfully originate Transaction Banking (Trade Finance and Cash Management) mandates. This practical program takes a structured approach to defining the problems of a company across its entire working capital cycle and to exploring tools available from which to build a working capital plan. The workshop is built around a series of case studies as we follow the development of a growing company ( over a 10 year period ) that increases its international footprint over time and faces different challenges in doing so.

### Program Details:

**Date & Time:** 2nd February 2024 (8:45am-4:45pm)

**Venue :** Inform Later

**Target Audience:** Relationship Managers dealing with Corporate Clients.  
Sales staff in Transaction Banking (Trade Finance and Cash Management) teams

**Mode of Delivery :** Classroom session with business simulation ,case studies & role play

**Deadline for Nomination:** 2 days before the program

# Program Contents

<b>Sessions 1</b>	<ul style="list-style-type: none"><li>• Introduction and changing role of treasury : Understand how the role of corporate treasury is changing; what are the key drivers.</li><li>• Introduction to the concept of working capital and how working capital management is becoming more strategic and also how it is impacting the entire organization. What it means for the banks and how do banks create the differentiation?</li><li>• Working capital basics and metrics including NWC, DSO, DIO, DPO, CCC.</li><li>• Discussion on the pre read material ( Backbone case study)</li></ul>
<b>Sessions 2</b>	<ul style="list-style-type: none"><li>• Managing Payable: Focused discussion on the 'procure to pay' part of the working capital cycle.</li><li>• Empowering client facing teams with increased expertise/ focus on clients A/P challenges.</li><li>• Share experience regarding the various approaches a CFO may take internally to improve their DPO.</li><li>• Analytics into banks transaction banking capabilities across trade finance and cash management and their specific applicability to the clients needs.</li><li>• Apply analysis to the Backbone case study.</li><li>• Standalone case studies</li></ul>
<b>Sessions 3</b>	<ul style="list-style-type: none"><li>• Managing Inventory and Receivables : Focused discussion on the 'order to cash' part of the clients working capital cycle</li><li>• Empowering client facing teams with increased expertise / focus on clients inventory and A/R challenges</li><li>• Share experience regarding the various approaches a CFO may take internally to improve their DIO/DSO</li><li>• Analytics into banks transaction banking capabilities across trade finance and cash management and their specific applicability to the clients needs</li><li>• Apply analysis to the Backbone case study</li><li>• Client presentation on the Backbone case study</li><li>• Review of key takeaways</li></ul>
<b>Session 4</b>	<ul style="list-style-type: none"><li>• Client presentation on the Backbone case study</li><li>• Review of key takeaways</li></ul>
<b>Program Takeaways</b>	<p>At the end of the program the RMs will be equipped with the necessary skills and knowledge to escalate discussions with their corporate clients and differentiate client offering. The program aims to empower and equip the RMs with tools and techniques to analyze the end to end operating cycle of a target client and to deliver bank solutions that really add value with savings and efficiencies for the client thereby resulting in increased overall income flows for the bank.</p>

## Facilitator's Profile



### **Mr. Chintan Khanna**

*Professional Consultant & Corporate Trainer | Keynote Speaker | Ex-SCB ( Global Trainer), ANZ Grindlays | MBA*

- ◆ Banking professional with a career of over 34 years.
- ◆ 15 years of professional technical content facilitation within Standard Chartered's Wholesale Bank.
- ◆ A deep working knowledge and facilitation expertise in disciplines including Trade Finance, Cash Management, Working Capital, and Sales Skills.
- ◆ Excellent communication and interpersonal skills through facilitation in different markets.
- ◆ A depth of experience facilitating training events in Asia, the Middle East, Africa, Europe and US to a broad spread of delegates from graduate trainees through to seasoned senior banking professionals.
- ◆ Hold an honors degree in Commerce and post graduate diploma (MBA) in Business Management.

### **Professional Consultant**

- ◆ Continue to deliver training programs virtually to different banks across the globe.
- ◆ These include an induction program for fresh graduate associates for a large Singapore based bank and transaction banking programs for senior relationship managers for a UK based bank.

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