



PRESENTS

## LIQUIDITY MANAGEMENT & TREASURY SOLUTIONS



### **Background**

Cash and liquidity management plays a pivotal role in maintaining a company's financial stability, and this practical session aims to shed light on its significance. Efficient liquidity management is essential for business entities, as it allows them to optimize their financial resources and meet their daily financial requirements. This session delves into the myriad benefits of adept liquidity management and addresses the daily challenges businesses encounter, particularly in areas such as account services, receivables, and payables. Participants will gain a foundational understanding of various cash management products and services, including the liquidity management solutions provided by banks, and how these offerings can be leveraged to achieve corporate clients' business objectives. By equipping Relationship Managers (RMs) with this knowledge, they can more effectively facilitate and manage cash management mandates for their corporate clients, thus contributing to their financial success .

### **Program Details:**

**Date & Time:** 1st February 2024 (Starting with Breakfast) 8:45am to 4:45pm.

**Venue:** Inform Later

**Deadline for nomination:** 2 days before the program date

# PROGRAM MODULES

## Details

### Module 1: Introduction to Cash Story

- Sources of Cash : Debt versus Equity
- Uses of Cash
- Benefits of efficient cash / liquidity management for a client
- Solutions based on company structure

### Module 2: Managing client's payables (A/P) & receivables (A/R)

- Payments and Collections: a client's perspective
- Key client challenges around payables & receivables and common corporate A/P & A/R goals
- Trends and developments in these areas including digitization
- Integrated payments and collections value proposition and enhanced payables/ receivables products
- ESG considerations & interlinkages with cash solutions

### Module 3: Liquidity Management & Treasury Solutions

- Client objectives
- Assessing client situations and needs
- Short term borrowings: O/D, RCF
- Long term borrowings: Loans/ Commercial Mortgages/ Private placements/ Corporate Bonds
- Liquidity management solutions offered by TB: physical sweeping, notional pooling, interest optimization solutions

### Module 4: Final case study and client presentation

- Final case study discussion
- Client presentation.
- Key takeaways and wrap up

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# Trainer's Profile

## Target Audience:

- Relation Managers handling Corporate/ Commercial clients in banks
- Sales staff in Transaction Banking (Trade Finance and Cash Management) teams
- Staff in other support functions including credit, compliance, legal and operations involved in cash management transactions (collection payments/ liquidity management solutions) on behalf of corporate clients

## Objectives of Program:

The session aims to build knowledge and skills in Relationship Managers handling corporate clients required to effectively engage company treasurers/ CFOs and in winning cash mandates by:

- Building a cash mindset with a 'new business origination' focus to drive behavioral change
- Deepening knowledge of cash products capability including liquidity management solutions and banks differentiators to improve opportunity spotting
- Enabling more effective, in depth client conversation



**Mr. Chintan Khanna**

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

- ◆ Banking professional with a career of Middle East, Africa, Europe and US to a broad spread of delegates from graduate trainees through to seasoned senior banking professionals.
- ◆ Hold an honour's 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.
- ◆ 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 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.