



FTA
FINANCE & TREASURY ASSOCIATION

ONE DAY CONFERENCE

OPTIMISING CASH MANAGEMENT CONFERENCE

Monday, 22 March 2010

*PricewaterhouseCoopers Offices
Level 10, Tower 2, 201 Sussex Street,
Sydney*

Cash management has moved beyond the basic requirement of managing payments and collections to become more integrated into general corporate management. It is an advanced process that not only establishes the optimum cash levels necessary for the proper operation of the organisation but also increases the value to the organisation. Post-GFC shortfalls of cash and credit throughout the supply chain need to be managed to maintain the viability of businesses and Treasurers are challenged to undertake proper cash management processes in these difficult times. They are required to apply thorough treasury forecasting techniques, manage treasury surpluses and deficits, negotiate strong relationships with their financial institutions and apply sound financial risk management techniques in these turbulent times. These issues will be addressed in the Optimising Cash Management conference which aims to provide a deeper understanding to the treasurers' role in creating value through liquidity, investment, financial and financial risk management.

7 CPD points

YOUR EXPERT PRESENTERS:

Michael Allen, General Manager Treasury, NSW Treasury Corporation
Craig Busch CFTP, Group Treasurer, Worley Parsons
Mary Cameron, Director– Banking – Asia Pacific, CashFac Simbient
Nigel Dobson, Global Head of Payments and Cash Management, ANZ
Jonathon Hirst, Assistant Treasurer, Caltex Australia
Nick Osler CFTP(Snr), Group Treasury Manager, Leighton Contractors
Jeff Reynolds CFTP, Director, PricewaterhouseCoopers
Derrick Wan CFTP, Group Head of Treasury, Cooperative Bulk Handling
Mark Worsley MFTA, Treasurer, Toyota Finance Australia

PARTNERS:



PRICEWATERHOUSECOOPERS



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PROGRAM OUTLINE

TIME	TITLE	CONTENT
8.30am	Registration	
9.00am	FTA Welcome	Paul Travers CFTP(Snr), Executive Director, Oakvale Capital
9.05am	Importance of cash management today	<p>The performance of corporate treasuries in their cash management function has received a renewed focus during the GFC from the board of directors to debt providers. Pressure has been on Treasurers to deliver a comfortable and safe pool of liquidity, confident forecasts whilst maintaining an efficient use of cash as the cost of debt and capital rise. What challenges and tactics can be employed as a catalyst to improve your cash management activities?</p> <p>Presenter - Jeff Reynolds CFTP, Director, PricewaterhouseCoopers</p>
9.45am	Developing the appropriate reporting systems to enable accurate cashflow forecasting in a project based company	<p>Leighton Contractors has developed a detailed cash flow forecasting model within IBM's TM1 software to support their project based business. The key learnings from the experience including:</p> <ul style="list-style-type: none">• The business case: Why go through the agony and ecstasy of building such a tool in-house?• The build phase: planning and design, resourcing, and testing• The outcome: key functionality, outputs, system management• Balance sheet forecasting and cash-to-profit reconciliation• The value of comparative analysis with project valuations <p>Presenter - Nick Osler CFTP(Snr), Group Treasury Manager, Leighton Contractors</p>
10.30am	MORNING TEA	
11.00am	Challenges to effectively managing a multi-entity, multi-country, multi-bank and multi-currency environment	<ul style="list-style-type: none">• Benefits and challenges of a centralised regional Treasury function• Insights into effective liquidity management in Asia• Optimising banking relationships for transaction management• Navigating the complex regulatory environment in Asia <p>Presenter - Nigel Dobson, Global Head of Payments and Cash Management ANZ</p>
11.40m	The impact of the GFC and the flight to quality on TCorp's business/clients	<ul style="list-style-type: none">• Insights into the demand for quality assets• Shifts in investor demands and investment strategy• Impacts on funding costs at TCorp

		<ul style="list-style-type: none"> Where to source information on these changes <p>Presenter - Micheal Allen, General Manager Treasury, NSW Treasury Corporation</p>
12.15pm	LUNCH	
1.15pm	New funding strategies to cope with tighter capital availability	<ul style="list-style-type: none"> Corporate funding strategy changes since the commencement of the GFC Short term cash management a renewed focus Medium term cash management and the impact of volatile market risk <p>Presenter - Jonathon Hirst, Assistant Treasurer, Caltex Australia</p>
1.45pm	Extracting value by properly applying liquidity management techniques: Worley Parsons case study	<p>Worley Parsons recently established a working capital committee to change the way cash was managed in the business. The many steps in the change management process will be discussed; highlighting the importance of planning, measuring and monitoring the company's global cash movements.</p> <p>Presenter - Craig Busch CFTP, Group Treasurer, Worley Parsons</p>
2.30pm	Benefits of effective use of technical support	<ul style="list-style-type: none"> Simplifying cash management processes without needing to consolidate multiple banking relationships Enhancing STP through business integration – bridging the gap between ERPs and banking systems <p>Presenter - Mary Cameron, Director – Banking – Asia Pacific, CashFac Simbient</p>
3.00pm	AFTERNOON TEA	
3.30pm	Managing the credit risk within the supply chain for CBH	<ul style="list-style-type: none"> Supply/value chain: grower to end consumer Understanding credit risk for CBH, Grain Pool and Asia flour mills Ways to mitigate the risk using risk bow tie Managing credit for new markets Realising the value to Treasury of managing credit risk <p>Presenter - Derrick Wan CFTP, Group Head of Treasury, Cooperative Bulk Handling</p>
4.10pm	Centralising the treasury operations for greater returns	<p>Toyota Finance Australia runs independently of its parent company but the local organisation has seen the value of centralizing the banking activities of its various regional operations. Much work has been undertaken to engage the regions to cooperate with a consistent approach to reporting and managing funds on a daily basis, which is constantly being improved.</p> <p>Presenter - Mark Worsley MFTA, Treasurer, Toyota Finance Australia</p>
4.50pm	CONCLUSION	Paul Travers CFTP (Snr), Executive Director, Oakvale Capital



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REGISTRATION FORM: Optimising Cash Management Conference

Date: Monday, 22 March 2010

Location: PricewaterhouseCoopers Offices
Level 10, Tower 2, 201 Sussex Street, Sydne

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Preferred registration method On-line: www.halledit.com.au

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Position:

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