

## administration details

**VENUE** Le Meridien Shelbourne  
27 St. Stephens Green,  
Dublin 2.

**FEE** Both days: EUR 950  
Single days: EUR 550

The course fee includes lunch, light refreshments and course materials.

**ENQUIRIES & BOOKING** Grace Keogan  
FTI  
Tel.: +353 1 6700 200  
Fax: +353 1 6700 288  
E-mail: gkeogan@fti.ie

**BOOKING CONDITIONS** For a cancellation made up to 7 days before the date of the course, a refund of the fee less an administrative charge EUR 80 will be made. Regrettably there are no refunds for cancellations received within 7 days of the course date.

An alternative delegate may be substituted at any time but please try to let us know in advance of the course.

We reserve the right to cancel courses at our discretion in which case our liability will be restricted to a refund of any fees paid to us. It may be necessary, for reasons beyond the control of FTI, to change the venue and/or presenters.

### application details

I wish to attend the FTI Training for Treasury

Surname \_\_\_\_\_ Forename \_\_\_\_\_

Job Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Tel.: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

- I enclose payment by cheque (please, make payable to FTI Finance Ltd., International House, 3 Harbourmaster place, IFSC, Dublin 1)
- Please, Invoice me/my company

**FAX BACK ON 01 6700 288**



## Training for Treasury

interest rates

SWAPS

FAS133

€ Policies

Case Studies

£

RISK

IDENTification

forecasts

risk management

TREASURY reporting

forward contracts

\$\$\$

policy

control

best international practice standards

€ PROCEDURAL CONTROL

spot Contracts

Hedging Instruments



DUBLIN

# TRAINING FOR TREASURY

## FTI

FTI is one of Europe's leading treasury consultancy and outsourcing companies. FTI is based in Dublin's IFSC and has been providing treasury services to its Irish and international client base since 1988.

FTI has three main services in the corporate treasury arena:

- **Corporate treasury management consultancy** with the emphasis on practical advice and value added
- **Outsourced treasury management** where we manage and operate treasury functions on behalf of our clients
- **Treasury systems/IT solutions**, either consulting projects, specialist systems, or outsourced systems arrangements.

In association with our US partner firm, Treasury Strategies, we provide global solutions to clients worldwide.

## COURSE OBJECTIVES

To give participants:

- A full appreciation of the role of treasury
- An understanding of the critical importance of treasury policies, procedures and controls
- A full appreciation of treasury derivatives and their utilisation
- Practical experience in foreign exchange and interest rate derivatives

## WHO SHOULD ATTEND

This workshop-based course is targeted at people who are relatively new to treasury or those who want a refresher course on a critical area of activity in treasury today. It will also be of interest to more experienced treasury practitioners who wish to increase the skill base and knowledge of the personnel who report to them. It will be of particular interest to Internal Auditors who wish to increase their understanding of the technical nature of treasury operations they are reviewing.

## COURSE PRESENTERS

*Michael Delaney, Executive Director, FTI*

Michael has over 20 years experience in corporate treasury and financial consulting in Ireland, UK, and Europe. A Director of FTI, he advises leading public and private sector organisations in Ireland and internationally in all aspects of treasury management-policy, procedures, controls, strategy development and implementation, treasury systems, and training. He was seconded as Group Treasurer to ESB where he was responsible for managing the Groups international treasury operation. He has extensive experience advising UK plc's on treasury matters including managing formal strategy reviews and regular presentations to Board Committees on treasury risk management. Michael graduated from University College Dublin with a Bachelor of Commerce (honours) Degree and a Masters of Business Studies (honours) Degree. He is a member of the Irish Association of Corporate Treasurers.

*Colum Lane, Treasury Manager, FTI*

Colum has over 9 years experience in financial markets, specializing in treasury risk management, investment management and capital markets. As a member of FTI's Agency Treasury Team, he has been responsible for managing the treasury and investment activities of several Irish and International clients. This involves the development and execution of investment strategies, the management of cash and liquidity requirements, funding and debt management and effective foreign exchange and interest rate risk management. Colum has also been involved in a wide range of consultancy projects where he has contributed expertise in derivatives, bank relationships and credit analysis. Prior to joining FTI he worked as a trader/investment manager with several financial institutions. He holds a Masters Degree in Business Studies and a Bachelor of Commerce Degree, both from University College Dublin.

## DAY ONE

09:00 Welcome and Registration

09:15 Introduction to FTI

- Who are we?
- Our services

09:25 Identifying Treasury Risks

- The scope of treasury management
- Traditional treasury risks
- Inter-relationships
- Control framework
- Other activities often managed within treasury
- Definitions of traditional treasury risk
- Definition on transaction & translation risk & economic exposure
- The role of treasury

10:45 *Coffee/Tea Break*

11:00 Roles and Responsibilities

- Front office
- Back office
- Mid office

11:30 Segregation of Duties

- Why is it important
- How is it achieved
- Various Models

12:00 Best International Practice Standards

12:45 *Lunch*

14:00 Treasury Policies

- Main components
- Corporate context
- Different risk management approaches
- Corporate Control Framework

14:45 Treasury Policies - Case Study

15:15 *Coffee/Tea Break*

15:30 Treasury Procedures & Controls

- Key operational controls
- Dealing controls
- Business recovery
- What can go wrong
- Dispute resolution

16:15 Treasury Control Framework - Case Study

17:15 *CLOSE*

## DAY TWO

09:00 Introduction to FX Risk Management Hedging

- What is FX volatility?
- Mechanics of FX risk management
- Identifying/Measuring FX risks
- FX policy issues

09:30 FX Hedging Instruments

- Spot contracts
- Forward contracts
- Currency swaps

10:30 *Coffee/Tea Break*

10:45 FX Hedging Instruments (cont.)

- Currency options

11:30 FX Hedging - Practical Workshop

Participants will work together in small groups and apply the learning to practical fx exposures.

12:45 *Lunch*

13:45 Introduction to Interest Rate Risk Management Hedging

- Identifying & managing interest rate risk
- Measuring interest rate risk
- Yield curves
- Zero Coupon Curves
- Price/yield relationship
- Interest risk policy issues

14:30 Interest Rate Hedging Instruments

- Forward rate agreements (FRA's)
  - Interest rate swaps
  - Cross currency swaps
  - Forward dated swaps

15:15 *Coffee/Tea Break*

15:30 Interest Rate Hedging Instruments (cont.)

- Interest rate options - caps/floors
  - Swaptions

16:00 Interest Rate Hedging - Practical Workshop

Participants will work together in small groups and apply the learning to practical interest rate exposures.

17:00 Review of workshops

17:15 *CLOSE*