



SEP 25, 2018 / MUMBAI

TREASURY INDIA SUMMIT

Did you know that 'Treasury' was first used in ancient Greece to describe the buildings erected to house gifts to the gods?

Did you know that the Bank of Scotland started using the title 'treasurer' from 1695?

Did you know that in early new England textile companies in the 19th century, the treasurer as the principal officer was more important than the company president?

Evidently, the corporate treasury function has evolved a lot since then!!!!

In a complex and fast changing business scenario, corporate treasuries have seen a gradual shift to capital structure management from debt management and have increased their focus on improving ROE (return on equity) by optimizing, leverage and managing investor relation to support long-term growth, in addition to raising long-term equity capital and aligning business cash flows with debt servicing obligations.

Treasury's strategic role continues to expand as it takes on more responsibilities, collaborates with an increasing array of business units, advises senior management and becomes heavily involved in making capital allocation decisions. Treasurers' skill sets are increasingly in demand to provide analytical rigor and advise corporate leaders and boards of directors on how to best optimize corporate liquidity and ensure holistic risk management. To meet growing demands for their time and advice, treasurers have to ensure highly effective and efficient treasury operations in order to fulfill their traditional roles while also meeting the requirements of the "new" treasurer. Companies that embrace this transition into a broader role for treasury and take advantage of treasury's analytical and risk management capabilities will have an opportunity to make better strategic decisions in an increasingly uncertain business environment

Treasurers are being further challenged by their Board and Executive Committee to add value to group operations rather than operate as an individual team. Collaboration with tax, risk, and finance teams is critical for Treasury to continue as a strategic advisor to the business. Treasury teams must continually re-evaluate their roles as Catalyst, Strategist, Steward and Operator in order to balance their priorities and challenges. The evolution of the Treasury function from operational to strategic, combined with increased market regulation and volatility, provides opportunities for Treasury to leverage whole of company skills to manage risks. Partnering with tax, finance and risk teams, coupled with greater use of available technologies, will set the course for Treasury as a key stakeholder with a permanent seat at the table.

WHY ATTEND?

Learn how to improve performance by seeing exactly how someone else did it

Hear case studies, lessons learned, and strategic advice from leading treasury management teams to identify approaches that work for your company

Network with your ecosystem: Connect and build long-term working relationships with industry peers

Benchmark your performance: Assess strengths, uncover areas for improvement, and keep up to date with the industry. Also, identify key IT strategies that generate tangible business value

Get new ideas: Engage in live demos and casual discussions, and learn about partner innovations and predictions of things to come, to get a fresh perspective and valuable ideas to apply to your business

WHO WILL ATTEND?

Group treasurers of leading Indian and international corporates
CFOs and other senior corporate finance professionals
Global financial and treasury service providers
Future treasury leaders
Head of Foreign Exchange / FX / FOREX
Head of Commodities and Currency
Chief Risk Officers
Chief Dealers
Cash Managers

SESSION FORMATS INCLUDE

Co-presented Case Studies
Panel Discussions Case Reviews
Technology Spotlights
Interactive Debates
Face-to-Face Business Meetings

9:30-10:00 KEYNOTE : From the lens of a treasurer: What will the treasury of 2025 look like?

Bringing to life what the treasury function will look like in 2025 by outlining the various job functions of today's treasurer, ranking their importance on a scale of one to five based on a number of factors. These may include automation, volume of work, importance to the function of today's treasurer and business impact. How the role of the treasurer is likely to change with respect to Developing skills, focus on technology, communication and relationship skills to thrive in the future treasury department.

10:00-10:30 Partner presentation

10:30-11:30 Panel discussion Where treasury can help the board with strategic decisions

Treasury is influencing decision-making in the boardroom, particularly around issues such as capital and liquidity and risk management. With the extreme uncertainty and volatility in the global economy and markets, senior executives and boards increasingly demand more actionable insights from treasurers at a faster rate than ever before. Fortunately, treasurers have stepped up to the challenge.

The key to treasury inclusion is to avoid the temptation to delve too deeply into the tools of the trade but to look upwards and understand what the CEO and board are trying to achieve. The mark of the 'strategic treasurer' is this one who knows how to communicate with all stakeholders and to be a true "agent for change". Hear from our panel of experts from top performing Companies to learn how their treasury functions are building influence within their organizations.

11:30-12:00 Coffee

12:00-1:00 Panel discussion : Treasury in the new business world

The treasury function has evolved over time with increasingly diverse responsibilities. However, providing liquidity and funding for the enterprise remains the primary challenge. Panelists would share insights on devising smarter approach to funding and liquidity with key areas of discussion :

- 1.Are Treasurers seeking out increasingly diverse sources of funding?
2. Capital and liquidity management remains the number-one priority for treasurers. As the role evolves, more holistic performance metrics are emerging.
- 3.How do treasurers rise up to the occasion by driving a Future-proofed funding strategy and presenting the same to the board.
- 4.The early signs of green finance are very encouraging. How seriously are treasurers in India taking it?

1:00-1:30 Partner presentation

1:30-2:00 Partner Presentation

2:00-3:00 Lunch

3:00-3:30 Partner presentation

3:30-4:30 Panel discussion: The case for centralisation & decentralisation

In deciding whether to take a centralised or decentralised approach, a company needs to first evaluate its whole business strategy and model. With businesses going global, there is a significant evolution of treasury management and companies need to decide whether to position the treasury as a centralised or decentralised department. ERP systems and cash management tools can help in the process transition and are important factors in a successful implementation. However, it is vital to understand that the structural approach must match the company's business model and strategy.

4:30-5:00 End of conference