



CONDENSED AGENDA: 1-DAY SEMINAR ON ADVANCED CASH MANAGEMENT

Status Quo – incomplete centralisation

- traditional account structures and account locations
- autonomous subsidiaries/decentralised banking services
- Treasury Centre
- ERP implementation and Shared Service Centre/Payments Factory

Requirements to complete centralisation

- electronic banking ‘Single Window’
- reconciliation detail and data format
- communications channel, protocol and security
- disconnects at current stage

Responses and their status

- ISO2002 data standards and related initiatives
- SWIFT Corporate Access
- Single Euro Payments Area

Account Balance Management and Pooling

- legal entity structure and operational needs for dealing with collections and payments
- basic conundrum of the capabilities of individual banks and their local presences
- need for multibanking
- national and cross-border techniques

Impact of Single Euro Payments Area and PSD

- Single account for Euro
- PSD’s terms regarding booking to ledger, value-dated and available balances
- impact of PSD’s terms on practicalities of Account Balance Management

Competitor offerings in the European arena

- network banks (Deutsche, BofA, Citi, ING..)
- banks using Banking Clubs
- banks using Bilateral MT101 agreements and Liquidity Engines
- Bank Mendes Gans

What drives the pricing of Pooling?

- Notional Pooling on the bank’s balance sheet
- relationship to Banks’ Return on Capital
- ‘ROC’, RAROC, Basel I, Basel II

Tax and Legal issues, and techniques to avoid/minimise their impact

- Stamp Duty
- Withholding tax/double tax treaties
- Thin capitalisation/disallowance of debit interest