

WORKSHOP CASH FLOW FORECASTING & CASH MANAGEMENT

December 2-6, 2019 | Accra, Ghana

Agenda

DAY 1 – MONDAY, DECEMBER 2

- 9:00 – 9:30 a.m. **Welcome remarks**
Samuel Arkhurst, Treasury and Debt Management Director, Ministry of Finance of Ghana
Matthias Feldmann, Head of Cooperation, Embassy of Switzerland
- 9:30 – 10:00 a.m. **Introduction to the workshop**
Coskun Cangoz, Manager, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 10:00 - 11:00 a.m. **Presentation 1: Conceptual framework of the coordination between budgeting and cash flow forecasting**
Coskun Cangoz, Manager, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 11:00 - 11:15 a.m. *Coffee Break*
- 11:15 – 12:45 p.m. **Country experiences from participants**
- 12:45 – 2:00 p.m. *Lunch*
- 2:00 – 3:15 p.m. **Introduction to the Excel tool based on a fictionalized country**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 3:15 – 3:30 p.m. *Coffee Break*
- 3:30 – 4:30 p.m. **Presentation 2: Introduction to governance and the environment for cash management**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 4:30 – 5:00 p.m. **Wrap-up and lessons from the day**

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DAY 2 – TUESDAY, DECEMBER 3

- 9:00 – 10:00 a.m. **Presentation 3: How to derive monthly/weekly data on revenues from annual tax/budget figures and other sources**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 10:00 – 10:15 a.m. *Coffee Break*
- 10:15 – 12:30 p.m. **Hands-on exercise 1: Generating weekly projections for revenues**
Andrew Lee, Financial Analyst, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 12:30 – 1:30 p.m. *Lunch*
- 1:30 – 2:30 p.m. **Presentation 4: How to derive monthly/weekly data on expenditures from annual budget figures**
Coskun Cangoz, Manager, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 2:30 – 2:45 a.m. *Coffee Break*
- 2:45 – 4:45 p.m. **Hands-on exercise 2: Generating weekly projections for expenditures**
Coskun Cangoz, Manager, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 4:45 – 5:15 p.m. **Discussion of the results of Hands-on exercise 1 & 2**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 5:15 – 5:30 p.m. **Wrap-up and lessons from the day**

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DAY 3 – WEDNESDAY, DECEMBER 4

- 9:00 – 10:00 a.m. **Presentation 5: Coordination between Cash Management and Debt Management**
Coskun Cangoz, Manager, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 10:00 – 10:15 a.m. *Coffee Break*
- 10:15 – 12:30 p.m. **Hands-on exercise 3: Adjusting the debt issuance to cash flow constraints**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 12:30 – 12:45 p.m. **Discussion of the results of Hands-on exercise 3**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 12:45 – 1:45 p.m. *Lunch*
- 1:45 – 2:45 p.m. **Presentation 6: How to assess impact of deviations from forecast and explore shock scenarios**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 2:45 – 3:00 p.m. *Coffee Break*
- 3:00 – 5:00 p.m. **Hands-on exercise 4: Elaborating and simulating shocks to projections**
Andrew Lee, Financial Analyst, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 5:15 – 5:30 p.m. **Wrap-up and lessons from the day**

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DAY 4 – THURSDAY, DECEMBER 5

- 9:00 – 10:30 a.m. **Hands-on exercise 4: Elaborating and simulating shocks to projections for revenues and expenditures (continued)**
Andrew Lee, Financial Analyst, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 10:30 – 10:45 a.m. *Coffee Break*
- 10:45 – 11:15 a.m. **Discussion of the results of Hands-on exercise 4**
Andrew Lee, Financial Analyst, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 11:15 – 12:15 p.m. **Presentation 7: Cash management and cash buffer**
Coskun Cangoz, Manager, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 12:15 – 1:15 p.m. *Lunch*
- 1:15 – 3:15 p.m. **Hands-on exercise 5: Cash buffer**
Andrew Lee, Financial Analyst, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 3:15 – 3:30 p.m. **Discussion of the results of Hands-on exercise 5**
Andrew Lee, Financial Analyst, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 3:30 – 3:45 p.m. *Coffee Break*
- 3:45 – 4:45 p.m. **Presentation 8: Introduction to investing excess cash in the market**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 4:45 – 5:00 p.m. **Wrap-up and lessons from the day**

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DAY 5 – FRIDAY, DECEMBER 6

- 9:00 – 11:00 a.m. **Hands-on exercise 6: Investing cash in the market**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 11:00 – 11:15 a.m. *Coffee Break*
- 11:15 – 11:30 a.m. **Discussion of the results of Hands-on exercise 6**
Leandro Secunho, Senior Financial Officer, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 11:30 – 12:00 p.m. **Wrap-up of the workshop and lessons learned**
Awarding of certificates
Coskun Cangoz, Manager, Debt Management, Financial Advisory and Banking, World Bank Treasury
- 12:00 – 1:30 p.m. *Closing Lunch*
- 1:30 p.m. **End of program**