CASH FLOW FORECASTING AND CASH MANAGEMENT WORKSHOP
September 17-21, 2018, Skopje
FYR Macedonia

Agenda

DAY 1- MONDAY, SEPTEMBER 17

9:00 – 9:30 a.m. Welcome Remarks
Shiret Elezi, Deputy Minister of Finance, Ministry of Finance of FYR Macedonia
Stéphane Tomagian, Deputy Head of Mission, Swiss Embassy

9:30 – 10:00 a.m. Introduction to the workshop
Coskun Cangoz, Manager, Financial Advisory and Banking – Debt Management, World Bank Treasury

10:00- 11:00 a.m. Conceptual Framework of the coordination between Budgeting and Cash Flow Forecasting
Coskun Cangoz, Manager, Financial Advisory and Banking – Debt Management, World Bank Treasury

11:00 - 11:15 a.m. Coffee Break

11:15 – 12:45 p.m. Country Experiences from Participants

12:45 – 1:45 p.m. Lunch

1:45 – 3:15 p.m. Case Study: Presentation of the fictionalized country and introduction to the Excel Tool
Sebastien Boitreaud, Lead Financial Officer, Financial Advisory and Banking – Debt Management, World Bank Treasury

3:15 – 3:30 p.m. Coffee Break
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3:30 – 4:30 p.m.  Introduction to the Governance and environment for Cash Management
Leandro Secunho, Senior Financial Officer, Financial Advisory and Banking – Debt Management, World Bank Treasury

4:30 – 5:00 p.m.  Wrap-up: Discussion of the objectives of the training

5:00 p.m.  Day 1 Evaluations/Closing
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DAY 2 - TUESDAY, SEPTEMBER 18

9:00 – 10:00 a.m.  Introduction to Cash Flow Forecasting 1:
How to derive monthly data on revenues from annual tax/budget
figures and other sources
Leandro Secunho, Senior Financial Officer, Financial Advisory and
Banking – Debt Management, World Bank Treasury

10:00 – 10:45 a.m.  Hands-on exercise 1 on generating monthly projections for revenues
Government Debt and Risk Management Team, World Bank Treasury

10:45 - 11:00 a.m.  Coffee Break

11:00 – 12:30 p.m.  Hands on exercise 1 on generating monthly projections for revenues
(cont.)
Government Debt and Risk Management Team, World Bank Treasury

12:30 – 1:00 p.m.  Discussion of the results of Hands-on exercise 1
Government Debt and Risk Management Team, World Bank Treasury

1:00 – 2:00 p.m  Lunch

2:00 – 3:00 p.m.  Introduction to Cash Flow Forecasting 2:
How to derive monthly data on expenditures from annual budget
figures
Coskun Cangoz, Manager, Financial Advisory and Banking – Debt
Management, World Bank Treasury

3:00 – 3:15 p.m  Coffee Break

3:15 – 4:15 p.m  Hands-on exercise 2 on generating monthly projections for expenditures
Government Debt and Risk Management Team, World Bank Treasury
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4:15 – 4:30 p.m.  Wrap-up and Lessons from the day
4:30 p.m.  Day 2 Evaluations/Closing
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DAY 3 - WEDNESDAY, SEPTEMBER 19

9:00 – 10:00 a.m.  Hands-on exercise 2 on generating monthly projections for expenditures (cont.)
  Government Debt and Risk Management Team, World Bank Treasury

10:00 – 10:30 a.m. Discussion of the results of Hands-on exercise 2

10:30 – 10:45 a.m. Coffee Break

10:45 – 11:45 a.m. Introduction to Cash Flow Forecasting 3:
  How to assess impact of deviations from forecast and explore shock scenarios
  Sebastien Boitreaud, Lead Financial Officer, Financial Advisory and Banking – Debt Management, World Bank Treasury

11:45 – 12:45 p.m. Hands-on exercise 3 on elaborating and simulating shocks to projections for revenues and expenditures
  Government Debt and Risk Management Team, World Bank Treasury

12:45 – 1:45 p.m.  Lunch

1:45 – 2:45 p.m.  Hands-on exercise 3 on elaborating and simulating shocks to projections for revenues and expenditures (cont.)
  Government Debt and Risk Management Team, World Bank Treasury

2:45 – 3:15 p.m.  Discussion of the results of Hands-on exercise 3
  Government Debt and Risk Management Team, World Bank Treasury

3:15 – 3:30 p.m.  Coffee Break
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3:30 – 4:30 p.m.  Introduction to coordination between Cash Management and Debt Management
Leandro Secunho, Senior Financial Officer, Financial Advisory and Banking – Debt Management, World Bank Treasury

4:30 – 4:45 p.m.  Wrap-up and lessons from the day

4:45 p.m.  Day 3 Evaluations/Closing
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DAY 4 - THURSDAY, SEPTEMBER 20

9:00 – 11:00 a.m.  Hands-on exercise 4 on adjusting the Debt Issuance to Cash Flow Constraints
Government Debt and Risk Management Team, World Bank Treasury

11:00 – 11:15 a.m.  Coffee Break

11:15 – 11:45 a.m.  Discussion of the results of Hands-on exercise 4
Government Debt and Risk Management Team, World Bank Treasury

11:45 – 12:45 p.m.  Introduction to Cash Management and Cash Buffer
Sebastien Boitreaud, Lead Financial Officer, Financial Advisory and Banking – Debt Management, World Bank Treasury

12:45 – 1:45 p.m.  Lunch

1:45 – 3:00 p.m.  Hands-on exercise 5 on Cash Buffer
Government Debt and Risk Management Team, World Bank Treasury

3:00 – 3:15 p.m.  Coffee Break

3:15 - 4:00 p.m.  Hands on exercise 5 on Cash Buffer (cont.)
Government Debt and Risk Management Team, World Bank Treasury

4:00 – 4:30 p.m.  Discussion of the results of Hands on exercise 5.
Government Debt and Risk Management Team, World Bank Treasury

4:30 – 4:45 p.m.  Wrap up and lessons from the day

4:45 p.m.  Day 4 Evaluations/Closing
DAY 5 - FRIDAY, SEPTEMBER 21

9:00 – 10:00 a.m.  Introduction to investing excess Cash in the Market  
Sebastien Boitreaud, Lead Financial Officer, Financial Advisory and Banking – Debt Management, World Bank Treasury

10:00 – 10:30 a.m.  Guided exercise on Investing Cash in the Market  
Sebastien Boitreaud, Lead Financial Officer, Financial Advisory and Banking – Debt Management, World Bank Treasury

10:30 – 10:45 a.m.  Coffee Break

10:45 - 11:45 a.m.  Introduction to Daily Cash Flow Forecasting  
Coskun Cangoz, Manager, Financial Advisory and Banking – Debt Management, World Bank Treasury

11:45 - 12:30 p.m.  Wrap-up of the workshop and lessons learned  
Certificate is delivered to participants  
Coskun Cangoz, Manager, Financial Advisory and Banking – Debt Management, World Bank Treasury

12:30 – 12:40 p.m  Day 5 Evaluations

12:40 - 2:00 p.m.  Lunch outside of the MoF

2:00 p.m.  End of Program