

Corporate Financing

Tools and Techniques

WHO SHOULD ATTEND?

Chief Financial Officers – Financial members of the Executive Committee – Treasurers – Bankers, Account Managers – Financial Analysts – Chartered Accountants – External Auditors

Prerequisites: having completed the “Financial analysis level 1 – Reading and Understanding the Financial Statements” module page 26.

OBJECTIVES

- › Get a better understanding of a company's financial needs
- › Know the various funding tools available, how they work, the actors and the associated risks
- › Be able to measure their impact on financial statements and make financing decisions

WHY SHOULD YOU ATTEND?

- › This training will enable you to acquire the knowledge and skills needed to implement an appropriated corporate financing policy, monitor its relevance, and master its financial communication.

DETAILED CONTENT

› What is at stake

- Business financing and associated risks
- Business failure, prevention and resolution of difficulties
- Financing techniques, selection criteria and consequences

› Methods of financing

- Evaluate fundings on all relevant characteristics
- Criteria for choosing between debt and capital
- Hybrid debt and equity loans

› Actors in the financial market

- Financial system, capital market
- The case of direct financing on the primary market and private investment
- The role of financial institutions and intermediated financing
- The bank and its legal framework
- Prudential constraints, particularly Basel regulations

› Investments financing

- The different types of bank loans to finance investments
- The characteristics of leasing and financial leasing
- Sale and lease back, back-to-back leasing, and long-term leasing
- Financing provided by Bpifrance and EIB
- Financing aspects of business takeover and transfer
- The special case of Public Private Partnerships

› Working capital financing

- Factoring of trade receivables, the French “Daily”, receivables from the state
- Collateral for inventories, reverse factoring, export financing and insurance, and securitization of receivables

› Bank loans

- Cash flow loans and overdrafts
- Specific loans: business loan, spot loan, credit line

› Corporate tax issues related to borrowings

› Other financing means

- The characteristics of sustainable (green or social) financing
- Vendor credit, the “Macron law” loan, cash pooling, LBO and credit insurance
- Hedging interest rate risk and tools to control the cost of financing,
- Bank guarantees: collateralization and special cases

INSTRUCTIONAL APPROACH AND LEARNING ASSESSMENT

- **During the session:** detailed technical presentation supported by practical case studies. Illustrations drawn from real-life situations and concrete case studies encountered by the companies and/or from the trainer's “on-the-ground” experience. Sharing best practices. Interactive quizzes during the session and a summary case study ensure knowledge acquisition.
- **After the session:** summary sheets.
The trainer is available to answer any follow-up questions participants may have.

DURATION: 2 DAYS

DATES*: 01-02/02/24
12-13/06/24
01-02/10/24

PRICE EXCL. VAT: 1 860 €

(*) Delivery method: face-to-face, subject to change according to your requests and/or health conditions.

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