

Navigating TNE finances

Friday 16 June 2017, 10:00am-3:30pm

Farrer & Co, 66 Lincoln's Inn Fields, London WC2A 3LH

There are lots of TNE numbers: in particular, 83% of universities delivering TNE in all but 15 of the world's countries. Which must mean TNE is earning for the UK – after all, it's been identified as a high value export. But we don't have a magic number for calculating costs, fees or returns for TNE.

Join finance experts, tax advisors and university practitioners as they look at how to budget for TNE and work through ways to more realistically cost TNE activity from scoping the idea through to operation.

Who should attend?

- International managers and strategists in universities
- TNE practitioners in universities
- Senior university finance office staff
- Private sector staff with an interest in effectively costing TNE activity
- Staff with responsibility for international contract arrangements and negotiations
- Policy makers with an interest in international higher education
- Policy makers with an interest in exporting education services

Delegate outcomes

- Develop a clearer understanding of the cost implications of international partnerships
- Understand the financial challenges TNE poses, as well as implications for HR teams, tax arrangements, due diligence processes, contracting and budgeting.
- Recognise, and start to overcome, the challenges of developing and managing TNE
- Understand the value of TNE
- Learn about what can work well in achieving best value for your TNE activity
- Improve the information base for developing institutional TNE strategies

Programme

	Registration (available from 10:00am)
10:30am – 1:30pm	Getting it right: due diligence, scoping and contracting David Copping, Partner at Farrer & Co will provide insights into the challenges universities face at the initial stages of establishing TNE activity and how they can ensure smooth, well-planned and financially viable operations.
	The university business case for TNE: a view from a Finance Director' Richard Dale, Finance Director at Newcastle University looks at balancing the relative risks and gains for a university with TNE in its international portfolio. He will consider the implications of TNE on strategic planning, risk management and decision making for senior management teams through the lens of finance.
	Developing country-specific intelligence and overcoming location-specific challenges Staff involved in initial stages of TNE are often faced with location-specific financial hurdles. David Field, Senior Manager, China Britain Services Group and International Tax at Grant Thornton and Matt Durnin, Head of Research and Consultancy (East Asia) at the British Council will discuss universities' experiences of overcoming these challenges, with a focus on China, Vietnam and Indonesia.
	Lunch
2:00 – 3:30pm	HR, pay and reward structures People make up a large proportion of budgeting considerations for new and ongoing TNE operations. Kate Fitzpatrick, Global Mobility Practice Leader at Mercer will present on staffing implications of TNE, including salary scales, incentives and examples of approaches institutions take.
	Navigating initial resourcing and venture capital How can universities be supported by the UK Government to identify investment opportunities? Bhaskar Dasgupta, Chief Operating Officer of UK Export Finance will advise on how the government can help universities identify and navigate initial resourcing.
	Close (3:30pm)

HEGlobal events operate strict Chatham House rules: delegates and speakers will not be asked to share their own costs or financial calculations (unless they wish to), but participants will be asked to be frank in what they have found to be successful or otherwise. HEGlobal hopes to produce summaries of its events but these will be in the context of practical tips for managers rather than case study documentation.