

Structuring Optimal Banking Lines

Comments from past participants

“The seminar was informative, effective and very practical. Since the learning group was small, we had the opportunity to discuss local practices, practical issues, and strategies to resolve issues on a one-to-one basis, which I felt was an integral part of the learning process.”

– Ms. Ronali Kumarasinha, NDB Bank, Sri Lanka.
[Class of June 2007]

“We gathered a lot of knowledge on the subject which are certainly applicable on the job. Facilitators were very helpful and thorough with the topics they discussed. This program is very useful to bankers who are involved in structuring facilities for corporate clients, especially working capital related products. Thank you Jeff & Adam for facilitating the above program.”

– Ms. Rasika Sandamali, NDB Bank, Sri Lanka.
[Class of June 2007]

“The seminar provided a deep insight and an interesting approach to the overview of different products, usage of banking lines and current market updates.”

– Ms. Marilyn Chua, Royal Bank of Scotland, Singapore.
[Class of June 2007]

“Very engaging and informative seminar.”

– Mr. Lim Tze Peng, ING Bank N.V., Singapore.
[Class of April 2009]

“The material and presentation were fantastic. The presentation and depth of knowledge, pace, were insightful and informative. Thank you!”

– Mr. Teoh Beng Teik Alexander, DBS Bank Ltd, Singapore.
[Class of June 2009]

PI ETA CONSULTING COMPANY

SEMINAR CODE: PCR03

"The facilitators had the ability to link practical scenarios to the course material."

– Ms. Vivien Ho Soo Leng, HVB Singapore Branch, Singapore.
[Class of September 2009]

"I enjoyed this seminar very much. Very experienced and good facilitators! They are able to address our concerns very well."

– Ms. Jasmine Aw, RZB Austria, Singapore Branch, Singapore.
[Class of April 2010]

"Jeff presented the subject with a very clear explanation. He gives understandable examples that are easy to apply in the real world, not to mention that he has also inserted several jokes that warmed the class. That makes the learning process so much fun!"

– Mr. Agus Supriyatna, Bank BJB, Indonesia.
[Class of March 2012]

"The whole seminar was conducted in a light-hearted environment and thus it makes the whole learning process an enjoyable one. The facilitators are knowledgeable and discuss the important content in great detail. I gained more knowledge and able to understand my trade finance product in greater depth."

– Ms. Farzanah Bte Rahmen, Raiffeisen Bank International AG, Singapore
[Class of March 2012]

"The facilitators are very experienced and knowledgeable. This seminar provided information on the different bank products and gives a good insight on structuring of optimal banking lines."

– Ms. Tan Tuan Mui Gertrude, Raiffeisen Bank International AG, Singapore
[Class of March 2012]

"Systematic and logical methodology in delivery of trade instruments. Instructors are very experienced and willing to share knowledge."

– Ms. Lee Hui Hsien, DBS Bank Ltd, Singapore
[Class of March 2012]

"Adam has a way to explain very clearly different topics in an interesting, practical way. Enjoyable. He's very knowledgeable."

– Ms. Yeo Lye Kim, Svenska Handelsbanken, Singapore
[Class of February 2014]

PI ETA CONSULTING COMPANY

SEMINAR CODE: PCR03

Highlights

- In depth discussion of key Corporate Banking Products
 - Loans
 - Trade finance
 - Debt capital market
 - Cash management
 - Treasury
- Understand component's of the working capital cycle
- Determining a company's working capital requirement
- Identify a company's funding gap
- Structure appropriate banking facilities to meet the funding gap and minimise lending risks
- Determine the borrower's ability to service its loan commitments
- Determine appropriate pricing

Seminar Facilitators

Mr. Adam K. K. Wong, B.Acc, FCPA, Certified Professional Trainer

Dr. Jeffrey C. K. Lim, Ph.D., C.Sci., C.Math., FIMA, FCPS, FRM, PRM, B.Fel.

Seminar Duration

4 Days, 9:00am to 5:00pm

PI ETA CONSULTING COMPANY

SEMINAR CODE: PCR03

Seminar Background

This programme provides an in-depth coverage of key corporate banking products including syndicated loans, cash management, trade finance and treasury products.

In today's competitive banking environment, it is imperative that a bank provides the necessary solution to meet the customer's needs. This programme will provide participants with in-depth knowledge about Loans, Trade finance, Debt capital market, Cash management, and Treasury products. Practical hands on case studies will guide participants on structuring banking lines that will meet the customer's requirements while reducing the bank's risks at the same time.

Seminar Content

- **Structure and Workings of Key Corporate Banking Products**
 - Loans
 - Characteristics of Different Types of Financing
 - Asset Conversion Financing
 - Asset Protection Financing
 - Asset Based Financing
 - Cash Flow Financing
 - Project Financing
 - Loan Types
 - Term Loan
 - Short Term Revolving Facilities
 - Interest Rate Framework
 - Types of Interest Rates
 - Interest Rate Basis
 - Cost of Funding
 - Components of Pricing
 - Concepts of Pricing
 - Fees
 - Type of Commitment
 - Syndicated Facilities
 - Overview of the Loan Syndication Market
 - Major Syndication Markets
 - Discussion on the Various Aspects of the Term Sheet
 - Types of Commitment to the Borrower
 - Types of Fees Payable / Market Practice
 - Cost Analysis for the Borrower
 - Introduction to the Principal Phases
 - The Syndication Time Schedule
 - Content of a Typical Info Memo
 - Preparing for the Loan Signing Ceremony

- International Trade Finance
 - Impact of INCOTERMS 2000 on the Movement of Goods, the Responsibilities of Both Buyer and Seller
 - Key Trade Documentation
 - Methods of Payments and the Risk for the Various Parties
 - Documentary Collection
 - Parties of a Documentary Collection Transaction
 - Features of a Documentary Collection
 - Discussion on Various Types of Letters of Credit
 - Risk Factors when Issuing Letters of Credit
 - Sight /Term LCs
 - Confirmed LC
 - Transferable LCs
 - Back to Back LCs
 - Revolving LCs
 - Red Clause LCs
 - Green Clause LCs
 - Bonds and Guarantees
 - Bid / Tender Bonds
 - Performance Bonds
 - Advance Payment Bonds
 - Retention Bonds
 - Maintenance / Warranty Bonds
 - Customs Bonds
 - Shipping Guarantees
- Cash Management
 - Understanding the Needs of Corporate Treasurers
 - Review of Various Cash Management Models Adopted by MNCs
 - Cash Management Solutions
 - Liquidity Management Solutions
 - Pooling
 - Sweeping
 - Payment Solutions
 - Types of Local Payments
 - Types of International Payments
 - Payment Systems
 - Collection Solutions
 - Types of Local Collection
 - Types of Cross Border Collection
 - Collection Systems
 - Delivery Platforms
- Treasury
 - Derivatives Securities
 - FX Options
 - Currency Swaps
 - Interest Rate Swaps
 - Interest Rate Collars

- Credit Derivatives
 - Total Return Swap
 - Credit Default Swap
 - Credit Linked Notes
- **Determining the Credit Facility Structure**
 - Why It Is Important
 - How Improper Structuring of Credit Lines Can Cause Problems for the Borrower and the Lender
- **Understanding the Components of a Company's Working Capital Cycle**
 - Key Drivers of Cash Needs and Its Impact on a Company
- **Determining the Financing Gap**
 - Understanding Short and Long Term Needs
 - Tenor Matching and Its Implications
 - Determining a Company's Working Capital Requirement
 - Cash Tied Up in Inventories
 - Cash Tied in Receivables
 - Amount of Spontaneous Financing Available
- **Structuring Short Term Credit Lines**
 - Structuring Import Lines
 - Structuring Export Lines
 - Structuring General Working Capital Lines
 - Structuring FX Lines
 - Risks in Structuring Trade Lines with Sub Limits
 - Risks of Omnibus Lines
- **Determining and Dealing with Permanent Working Capital Requirements**
 - Determining the Level of Permanent Working Capital Financing
 - Appropriate Financing Instruments
- **Structuring Long Term Credit Lines**
 - Roles of Banks in Term Lending
 - Evaluating Cash Flows to Determine Debt Service
 - Source of Repayment
 - Debt Service Ratio
 - Loan Quantum
 - Loan Tenor
 - Repayment Structures
 - Balance between Debt and Equity
- **Difference between Debt Capacity and Debt Services**

PI ETA CONSULTING COMPANY

SEMINAR CODE: PCR03

Benefits of Attendance

Upon completion of this programme, participants will:

- Have an in-depth understanding of key corporate banking products including Loans, Trade finance, Debt capital market, Cash management, and Treasury products
- Learn how to determine customer's funding needs
- Be able to structure appropriate banking limits to meet the customer's needs and mitigate lending risks
- Learn various repayment structures and determine the appropriateness and adequacy of collateral
- Apply various pricing mechanism in the loan package

Who should attend?

Credit and financial analysts, portfolio managers, credit officers, corporate bankers, commercial bankers, risk managers and analysts.

Seminar Facilitators

Mr. Adam K. K. Wong is a Business Domain Expert Facilitator with PI ETA Consulting Company. He is also an adjudicator of the Financial Industry Disputes Resolution Centre in Singapore.

Prior to his current appointments, he was a General Manager with Standard Chartered Bank and other international banks with 22 years of successful track record in Cash Management, eCommerce, Corporate Banking and Trade Finance and Small & Medium Enterprises. Having strong strategic orientation and regional exposure in South East Asia and Hong Kong, he is credited with significantly growing global banks' SME assets by 450% and net profit by 140% over a 3-year period in Singapore. He also started a new cash management business for a leading bank in Asia and grew it to a multi-billion business annually.

Adam is a very experienced trainer who has a gift of making complicated subjects simple. He has conducted numerous workshops for banks in Singapore, Hong Kong, Shanghai, Taiwan, Bahrain, Sri Lanka, Vietnam, Indonesia, Malaysia, and Pakistan with consistently good appraisals. He is one of the few successful developers of training programmes accredited under the Institute of Banking and Finance Standards

Mr. Wong is a Fellow Chartered Accountant (Singapore) and a Fellow Certified Public Accountant (Australia). He is also a Certified Credit Risk Management professional, a Certified Professional Trainer and member of the Singapore Institute of Directors.

PI ETA CONSULTING COMPANY

SEMINAR CODE: PCR03

Dr. Jeffrey C. K. Lim, certified Financial Risk Manager (FRM¹) and certified Professional Risk Manager (PRM²), is currently the Managing Director of PI ETA Consulting Company, a Treasury & Financial Risk Management Consulting Company.

A Chartered Scientist (C.Sci.³), a Chartered Mathematician (C.Math.⁴) and an elected Fellow of the Institute of Mathematics and Its Applications (IMA), U.K. (FIMA), Jeff earned his Ph.D. in Stochastic Financial Modeling from the University of Cambridge in England. Jeff's research interest at Cambridge was in the area of Arbitrage Opportunities occurring in the Mispricing of Financial Options, and his original research culminated in the publication of his doctoral dissertation entitled: "Multi-period Mean-Variance Option Portfolio Strategies".

Jeff was an authorized Securities & Financial Derivatives Representative in London, having been certified by The Securities and Futures Authority (SFA) in England, where he started his career as a Derivatives Analyst with Nomura International in London, England. He subsequently joined NatWest Markets from London, England to become its Head of Currency Structured Products for South and South-East Asia. Jeff then moved to American Express Bank to become its Director of Structured Products, prior to assuming his current position.

Jeff has also contributed to the development and enhancement of talent and infrastructure for Singapore's financial center as a guest Professor at the National University of Singapore's Center for Financial Engineering, where he was responsible for the curriculum of its Master of Science degree program's core modules in Financial Derivatives and Treasury Management. In addition, Jeff has also been invited by the Nanyang Technological University and the Singapore Management University to share his expertise in a similar capacity. In recognition of Jeff's expertise and experience in the field of Treasury and Financial Risk Management, the University of New South Wales Asia appointed Jeff to be its first Adjunct Professor with the university's Division of Business and Humanities.

At PI ETA Consulting Company, Jeff was Principal Inventor in two of the Patents that the company currently holds – one in Treasury & Financial Risk Management Systems, and the other in Knowledge Management Systems.

Professionally, Jeff is a Fellow of both The Global Association of Risk Professionals (GARP), U.S.A. and The Professional Risk Managers International Association (PRMIA), U.S.A. He is also an elected Fellow of the Cambridge Philosophical Society, U.K. (FCPS) and a Life-time Member of The Cambridge Society, U.K. Jeff is also honoured to be a Fellow of The Cambridge Commonwealth Society, U.K., having been previously awarded the Cambridge Commonwealth Trust and the Shell Group of Companies Doctoral Research Scholarship.

¹ The *Financial Risk Manager* (FRM) designation is awarded by The Global Association of Risk Professionals (GARP), U.S.A.

² The *Professional Risk Manager* (PRM) designation is awarded by The Professional Risk Managers International Association (PRMIA), U.S.A.

³ The *Chartered Scientist* (C.Sci.) designation is awarded by The Science Council, U.K.

⁴ The *Chartered Mathematician* (C.Math.) designation is awarded by The Institute of Mathematics and Its Applications (IMA), U.K.

PI ETA CONSULTING COMPANY

SEMINAR CODE: PCR03

As a special recognition of Jeff's professional achievements, on 9 April 1999, Barons Who's Who conferred Jeff with the Barons Fellowship status, making him a Barons Fellow (B.Fel.). This award by their Charter, is limited to only the top 10% of those selected for publication in Barons Who's Who International.

For more information, please contact PI ETA Engagement Resource (PEER) Group at
Tel: +65 634 100 10 | Fax: +65 634 100 20 | Email: marketing@pi-eta.com | Website: www.pi-eta.com