

# Treasury Management

## *Comments from past participants*

*“There exists risks in everything we do, and all we can do is to control it, so it doesn’t impact us significantly when it happens. The Treasury Risk management seminar helped me to see things more thoroughly, and it challenged the way I think and helped me set a new paradigm on how to see things. This is a very good seminar to attend!”*

– Mr. Surjadi Widjaja, Bank NISP, Indonesia.  
[Class of December 2003]

*“By the end of the Seminar, the facilitator was able to change my mindset in viewing things by using his approach of always going back to the basic initial processes. Jeff makes us think and be more vigilant on the operational risk aspects of Treasury Management.”*

– Hajah Irma Suryani Mazwati Bte Haji Hashim, The Islamic Bank of Brunei Bhd, Brunei.  
[Class of May 2004]

*“The seminar is useful and it makes us understand the whole flow of how the Treasury works.”*

– Ms. Suparin Boonmee, Bank of Ayudhya Ltd, Thailand.  
[Class of May 2004]

*“Jeff is a good teacher. He makes us understand the various cases from different perspectives. One can learn more from him. The seminar is relaxed and casual! I hope to join more future seminars by PI ETA!”*

– Ms. Marta Dwi Astuti, Panin Bank, Indonesia.  
[Class of May 2005]

*“Jeff as the instructor gave us new perspectives to understanding the issues in Treasury Management and he made the material understandable. I had a great opportunity to learn in the friendliest environment that I have ever been in.”*

– Ms. Sienny Tanzil, Panin Bank, Indonesia.  
[Class of May 2005]

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**SEMINAR CODE: PTM01**

*“The seminar offers a very different and yet useful perspective of Treasury Management. It approaches it from the basics of Treasury Management and applies them effectively into the management process.”*

– Ms. Devi Femina, PPM Institute of Management, Indonesia.  
[Class of May 2005]

*“Simple, relaxed, practical and useful! The seminar is very good!”*

– Ms. Nia Lestari, Panin Bank, Indonesia.  
[Class of May 2005]

*“Practical aspects was great! Jeff makes you think through so that you understand the ‘whys’, rather than to accept the usual regurgitation of facts.”*

– Ms. Nathalee Handy, BNP Paribas, Singapore.  
[Class of May 2006]

*“By joining this seminar, we can open up our minds to what real Treasury Management is really about!”*

– Mr. Judy Aryanto Tissadharma, PT. Bank Mizuho, Indonesia.  
[Class of May 2006]

*“Dr. Jeffrey Lim’s extensive experiences and knowledge in the area of financial markets allowed him to present this course very successfully.”*

– Mr. Mohammad Hanis Osman, Hwang-DBS Investment Bank Berhad, Malaysia.  
[Class of May 2007]

*“Very informative and practical session.”*

– Mr. Patrick Hong Kum Hong, Rabobank International, Singapore.  
[Class of June 2009]

*“Knowledgeable facilitator who introduces/shares beyond textbooks.”*

– Ms. Lai Choi Wai, The Bank of New York Mellon, Singapore.  
[Class of July/August 2014]

*“Dr. Jeffrey C.K. Lim is a very engaging and excellent facilitator. He managed to share background, history, and the essence of Financial Market which cannot be found in Books. Very recommended Seminar!”*

– Mr. Billi, PT. Bank DBS Indonesia, Indonesia.  
[Class of July 2015]

*“The seminar is interactive, engaging and informative; and the topics covered are relevant to actual practice! This seminar provides a good overall understanding of Treasury Management.”*

– Mr. Tan Choon Hwa, Bangkok Bank Public Company Ltd, Singapore.  
[Class of July 2019]

*“Fully enjoyed the seminar! Very interesting topics and real life cases were shared by Jeffrey. Will definitely return for other programs. Thanks Jeff!”*

– Ms. Jenny Woon, Sumitomo Mitsui Banking Corporation, Singapore.  
[Class of July 2020]

*“Thoroughly enjoyed the 2-Day Treasury Management Program! Have learnt a lot more about market conventions than I ever did in my career. Thanks very much and will be back for more!”*

– Ms. Shaunna Chang, Sumitomo Mitsui Banking Corporation, Singapore.  
[Class of July 2020]

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**SEMINAR CODE: PTM01**

*“Very interesting and adequately covers a comprehensive range of subject matters with the Treasury Risk Management universe!”*

– Mr. Cao Yu Jie, Bank of Nova Scotia, Singapore.  
[Class of June 2022]

*“Jeff’s approach involved getting us to relook at our common assumptions on risk management and go beyond the “textbook” perspective to the practical examination of the case studies discussed.”*

– Mr. Kelvin Sim, Bangkok Bank Public Company Ltd, Singapore.  
[Class of June 2023]

## *Highlights*

- Discuss some Key Issues involved in Bank Treasury Management
  - Asset & Liability Management (ALM)
  - Cash and Cashflow Management
  - Liquidity Management
  - Exploring Investment Opportunities
  - Structuring Hedging Solutions
  - Originating, Marketing and Sales of Financial Products
- Understand some common Risk Issues that can arise within a Bank Treasury environment and some of the recommended solutions
  - Foreign Exchange and Interest Rate Management of All Positions
  - Credit Risk Management of All Positions
  - Operational Risk Management for the Bank
- Discuss some Key Issues involved in Corporate Treasury Management
- Understand common Risk Issues that can arise within a Corporate Treasury environment and some of the recommended solutions
- Have an appreciation of the similarities and differences in the management of Bank Treasuries and Corporate Treasuries
- Be properly introduced to the **Interest Rate Markets** and the **Foreign Exchange Markets**.
- Understand the **Cryptocurrency Markets**, BitCoins, AltCoins, MemeCoins, StableCoins, Non-Fungible Tokens (NFTs) etc. and New Developments in these Markets.

**Seminar Facilitator**

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

**Seminar Duration**

**2 Days, 9:00am to 5:00pm**

## Seminar Background

This seminar is intended to review and highlight some of the common issues and challenges that are faced by both Bank Treasuries and Corporate Treasuries. It also aims to show where some of the similarities are and also where some key differences occur. This overview is intended to introduce participants to the essentials of Treasury Management concepts, the issues faced and some of the solutions that have been incorporated into the management of these issues.

## Seminar Content

- **Introduction To Treasury Management**
  - Definition of Treasury Management
    - Definition of Treasury
    - Definition of Management
  - The Essence of Treasury Management
  - The Need for Treasury Management
  - Examples of Treasury Management
  - Typical Structure of Treasuries
  
- **Role of Treasuries**
  - Role of Bank Treasuries
    - Management of the Bank's Assets and Liabilities (Asset-Liability Management or ALM as it is commonly known)
    - Originating, Marketing and Sales of Financial Products
    - Cash and Cashflow Management
    - Looking into Investment Opportunities For Both the Bank and Its Clients
    - Looking into Funding Alternatives For Both the Bank and Its Clients
    - Liquidity Management For The Bank
    - Foreign Exchange and Interest Rate Management of All Positions
    - Credit Risk Management of All Positions
    - Operational Risk Management for the Bank
    - Internal Evaluation; International Issues and Banking Management Systems.
    - Providing Advice and Consultation To Other Departments and Related Companies
  - Role of Corporate Treasuries
  - Role of Sovereign Treasuries
  
- **Overview of Financial Markets**
  - Interest Rate Markets
  - Foreign Exchange Markets
  - Other Markets

- The **Cryptocurrency Markets**, BitCoins, AltCoins, MemeCoins, StableCoins, Non-Fungible Tokens (NFTs) etc. and New Developments in these Markets
  
- **Introduction To Risk Management**
  - Definition of Risk
  - True Purpose of Risk Management
  - Market Risk Management
  - Credit Risk Management
  - Operational Risk Management
  
- **Introduction To Hedging Techniques**
  - Direct Hedge
  - Cross Hedge
  - Dynamic Hedge
  
- **Introduction To Investment Techniques**
  - Direct Investment
  - Indirect Investment
  
- **The Cash Management Function**
  - Understanding Cashflow Management
  - Understanding Cash Management
  
- **The PERMIT® System**
  - Treasury and Risk Management System
  - System Architecture
  - Functions & Features

## Benefits of Attendance

Participants will acquire a good basic introduction to the key issues involved in Treasury Management in general, and be exposed to the types of risks that can result within such environments. They will also gain an appreciation of some of the solutions that can be employed to reduce and/or mitigate some of these risk exposures. Participants will also understand the common areas in which Bank and Corporate treasuries share, and the differences in the challenges in managing these treasuries.

## Who should attend?

Management, Risk Management Personnel, Treasury and Finance Personnel, Internal and External Auditors, Operations and Settlements Personnel, Accountants.

## Seminar Facilitator

**Dr. Jeffrey C. K. Lim**, certified Financial Risk Manager (FRM<sup>1</sup>) and certified Professional Risk Manager (PRM<sup>2</sup>), is currently the Managing Director of PI ETA Consulting Company, a Treasury & Financial Risk Management Consulting Company.

A Chartered Scientist (C.Sci.<sup>3</sup>), a Chartered Mathematician (C.Math.<sup>4</sup>) 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

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

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

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

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

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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.

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**  
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