



Who's attending?

This course is beneficial to:

- Finance personnel
- Middle and Back Office Staff

Why not recommend this course to a colleague?

“The materials and topics covered are very practical and address the day-to-day issues we are facing.”

2-Day Intensive Course

Asset- Liability *Management*

Intermediate Level

24 – 25 May 2012, Singapore

The assets and liabilities management (ALM) of a bank is both an art as well as a science, and is a cornerstone of a bank's financial market risk management. Banks and other financial institutions are in the business of taking risk, using their expertise in risk valuation to generate returns. Therefore, when assessing risk exposure it is important to consider the bank's balance sheet as a whole.

A bank's ALM committee (ALCO) will take just this approach, managing a bank's assets and liabilities, and being responsible for overseeing liquidity and market risks at the highest level.

Liquidity, the ability of a bank to generate cash at short notice and low cost, is key to the smooth running of the financial system. Similarly, market risk exposure, including yield curve risk and gap risk, requires careful management and reporting.

In managing these risks, no single measurement or ratio gives the complete picture. To assess liquidity risk, we need to consider the entire balance sheet, as well as the off-balance sheet business of a bank.

Hence, it is important to gain a good understanding of the ALM process, as well as the various classes of assets and liabilities impacting the ALM management process, from many interested parties within the Bank.

What will I get out of it?

The course provides participants with a basic understanding of the fundamental issues involved in the management of the assets and liabilities of a bank, as well as a good understanding of the various asset classes and types of liabilities and their impact on the balance sheet and P/L of a Bank.

BOOK NOW! Register before 24 April 2012 for early-bird discount.

Venue

All of our courses are held in 4 -5 stars hotels, chosen for their location, facilities, and level of service. You can be assured of a comfortable, convenient learning environment throughout the duration of the course.

Due to the variation in delegate numbers, we will send confirmation of the venue to you approximately 2 weeks before the start of the course.

About Us

Salmon Thrust provides tailored financial training solutions to leading Asian clients. Being Asian for Asians, we understand that different cultures have their own needs in terms of product and knowledge, and in terms of their approach to Client Management.

Founded in 2004 to satisfy the demand for wealth management and related training programs in this part of the world, we develop and present seminars and workshops for executives working in corporations, investment banks, securities houses, firms of accountants and legal practices.

Our courses are held on a public or in-house basis, a full list of which can be found on our website. Visit www.salmonthrust.com

Pre-Course Needs Analysis: it's all about YOU!

Be sure to register at least 30 days in advance to receive your free pre-course assessment. This will enable us to better understand your specific objectives and interests.

COURSE CONTENT

DAY 1

Introduction/Opening Remarks

Module 1: Asset-Liability Management

- Basic Concepts
- Definition and Illustration
- Liquidity Gap
- Concept of a Matched Book
- Managing the Gap with assets & liabilities
- Managing liquidity
- The Funding Gap
- Liquidity Ratios as applicable for a Bank

Module 2: A Look at the Assets and Liabilities Profile of a Bank

- Interest Income, Fees & Commission and Trading Income
- A Review of Banking Business & Bank Capital
- The Banking Book and Trading Book of a Bank
- Financial Statements and ratios

Module 3: The Money Markets

- Money Market Deposits
- Bankers Acceptances
- Commercial Papers
- Asset Backed Commercial Paper

DAY 2

Module 4: Review of Asset-Liability Management concepts and theories

- The concept of Internal Transfer Pricing
- Bond Instrument - Review of the Bond Market
- Bond Pricing & Yield - the traditional approach

Module 4: Introduction of a hypothetical ALM & Profile of a Bank

- Funding and ALM
- ALM report
- Asset Liquidity profile
- Liabilities - aims and objectives
- Application of cost of funds
- Funding cost allocation
- Interest rate hedge
- Cash management
- AML and Funding report
- ALM Procedure
- The Treasury Liquidity Book
- Review of a hypothetical Monthly Gap Report for 12 months, reflecting gapping positions

Module 5: Interest rate risk as it affects the Banking Book

- Source of Interest Rate Risk
- What is Gap Risk, Yield Curve Risk, Basis Risk, run-off risk?
- Assumptions of Gap Analysis

Module 6: The ALM Desk

- Traditional ALM
- Developments in ALM in other market centres
- The concept of securitization
- Basel I and Basel II Proposals - a review

Concluding remarks

Funding Support

The Monetary Authority of Singapore (MAS) administers Financial Training Scheme (FTS) grants to financial sector organisations that sponsor eligible Singapore based participants to training programmes that meet qualifying criteria. For more details, please visit www.mas.gov.sg, or contact the MAS via fsdf@mas.gov.sg.

Save time and money with in-house training

In-house training is an efficient and cost effective way to ensure that your employees are equipped with the knowledge and skills needed to make a real impact in your organization.

Training can be arranged for anything from small groups to entire divisions and will take place at a time chosen and convenient to you.

For more information on holding this, or any other salmon Thrust course in-house, please contact:

Audrey Ang, Sales Manager
Tel: +65 63230768
Email: audrey@salmonthrust.com

Francis Teo

Francis Teo is a career banker who has appeared regularly as a speaker at seminars involving fund management operations, Treasury Operations and Custody products and services. He is also a regular speaker at Swift's Master-class seminars. His career spans the following:

- VP and Head of Administration at Chase Manhattan Bank N.A. (now known as JP Morgan) where he headed Private Banking and Investment Operations for Singapore Branch. He was instrumental in creating the Regional Investment Operations Centre at Chase Singapore, which was responsible for the central securities settlement function for Chase Asia.
- Director and Head of Operations at Swiss Bank Corporation (now known as UBS). While at Swiss Bank, he implemented a Straight-Through Processing system for Treasury Operations and later made Swiss Singapore's Treasury Operations Centre as Swiss's Asia Processing & Settlement Centre, responsible for the processing and settlement of treasury and derivative trades for Singapore, Hong Kong and Japan.
- Head of Operations and Senior Director at UOB Asset Management, a company with more than S\$20 billion in AUM with various asset classes.

Francis holds an International MBA degree from the U.S.A. He is also a Member of the Chartered Institute of Bankers, London.

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Website
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Email
email@salmonthrust.com

Asset-Liability Management

24 – 25 May 2012, Singapore

Register now

Package	Before 24 April 2012	After 24 April 2012	Quantity	Sub-total
Registration fee	S\$1,440 Save \$160	S\$1,600		
Platinum Package	Send 4 delegates and 5 th comes FREE			

Attendee details

1	Name.....	Job title.....
	Tel.....	Email.....
2	Name.....	Job title.....
	Tel.....	Email.....
3	Name.....	Job title.....
	Tel.....	Email.....
4	Name.....	Job title.....
	Tel.....	Email.....
5	Name.....	Job title.....
	Tel.....	Email.....

Company/Invoicing details

Organization name.....
Address.....
Postcode.....
Invoice attention to..... Job title.....
Tel..... Email.....

Approving Manager signature

NB: Signatory must be authorized to sign on behalf of contracting organization

Name.....
Email..... Job title.....
Tel..... Fax.....
Authorizing signature * (Mandatory).....

Payment method

For payment by crossed **cheque or bank-draft**, please make payable to: **Salmon Thrust Pte Ltd**

For payment via **telegraphic transfer**, please make payment to:

Account number: 501-747323-001
Account name: Salmon Thrust Pte Ltd
Bank address: 65 Chulia Street, #01-01 OCBC Centre. Singapore 049513
Bank code: 7339
Swift code: OCBCSGSG

How to book your course

Complete this form and **fax** to:
+65 6423 9802

Or send the form to:

Salmon Thrust Pte Ltd
55 Market Street #10-00
Singapore 048941

Take the Platinum package

Get your team together and save!
Send 4 delegates and get one FREE

You may also be interested in

- **Life Cycle of a Trade - FX & Derivatives (10 Feb)**
- **Life Cycle of a Trade – Securities (18 Apr)**
- **Introduction to Financial Products for Back Office Officers (16 – 17 Apr)**
- **Straight-Through Processing (21 May)**

Go to www.salmonthrust.com to view our full course calendar

Terms and conditions

1. Should you be unable to attend, a substitute delegate is welcome at no extra charge.
2. Salmon Thrust does not provide refunds for cancellations. Invoiced sums are payable in full within 7 days of the invoice date.
3. Salmon Thrust will provide full course documentation to a delegate who has paid, but is unable to attend.
4. Salmon Thrust reserves the right to change the content of the program without notice including the substitution, alteration or cancellation of speakers and/or topics and/or the alteration of the dates of the event.
5. Salmon Thrust is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event under any circumstances.
6. Salmon Thrust reserves the right to amend any part of the published program, agenda or speakers due to factors outside of its control.

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