



Registration and Further Information

PERSONAL DETAILS

Please print clearly or attach business card:

1) **Name** _____
 Position: _____
 Email: _____

2) **Name** _____
 Position: _____
 Email: _____

3) **Name:** _____
 Position: _____
 Email: _____

Company: _____
 Department: _____
 Address _____
 Postcode: _____ Country: _____
 Tel: _____ Fax : _____

Nature of Business _____

Company Size: 1-9 10-24 25-49 50-99
 100-249 250-499 500-999 1000+

SPONSOR

We wish to register this delegate for the course indicated above. We undertake to pay for the period of the program (please print clearly)

Name: _____
 Position: _____
 Signature: _____ Date: _____

REGISTRATION

CORPORATE TREASURY MANAGEMENT

October 22 – 24, 2017

In order to guarantee a place on the course delegates are kindly requested to register at least 4 weeks prior to the course start

METHOD OF PAYMENT

1. Please find enclosed a cheque for US\$ _____ made payable to **Advanced Studies and Training Centre**

2. Transfer : Commercial Bank of Dubai
Branch: Mankhool Street | **Account Number** 10001255334
Routing Number: 502320103 | **Swift Code:** CBD – UAE. AD

3. Please invoice my institution.
 An invoice will be sent to the mentioned institution on receipt of registration form. Please fill out the sponsor’s details below.

CREDIT CARD:
 Please Charge my : (Card Type)
 MasterCard Visa Card Others _____

Card Holder Name _____
 Card Number _____
 Expiry Date _____ Security Code No. _____
 Amount to be Charge _____
 Tel. _____ Mob. _____

Card Holder Signature: _____ Date: _____

SAVE MONEY! DISCOUNTS AND PROMOTIONS!

Register one month in advance and received up 10% discount.
 Group of 3 more delegates from the same organization receive a 10% discount

OR

FREE Attendance for 5th delegate’s from the same organization

REGISTRATION COURSE FEES

CORPORATE TREASURY MANAGEMENT

US\$ 2750 per delegate

I would like information on holding this program in house

We can bring this course in house directly to your workplace! Customized Training Programs
 The in-house training of Advanced Studies and Training Center
 Tel: **+971 4 221 1141**; Email: info@astcdubai.com

TRAINING REGISTRATION DETAILS

TERM & CONDITIONS:

- Fees include all the tuition, full course documentation, lunches and refreshments for the duration of the program.
- Incidental expenses: ASTC is NOT responsible for covering airfare or other travel costs incurred by delegates. Delegates will be responsible for their own accommodations.
- PLEASE NOTE that ASTC reserves the right to refuse admission to the training if proof of payment has not been received prior to the start of the program.
- An invoice will be sent upon receipt of the registration form. Payment must be received in full 2 weeks prior to the course start
- CANCELLATION POLICY**
 - A full refund less on administration fee of US\$ 100 will be given for cancellation requests received up to 45 working days prior the event. Cancellation must be made in writing (letter or fax) and reach this office before the 45 days deadline.
 - Delegates who cancel than 45 working days before the event, or who don't attend are liable to pay the full course fee and no refunds can be given. However, if you wish to attend the next course, and you have paid your course fee in full, you will only be invoiced for 25% of that course fee. Please note that the next course must take place within the next 6 months of the initial application. Of course, a replacement is always welcome.

I understand and accept the booking Term & Conditions

Signature _____ Date _____

DISCLAIMER
 ASTC reserves the right to change or cancel any part of its published programs or teaching facility due to unforeseen circumstances

HOTEL BOOKING
 If you required assistance with booking accommodation for one of our courses, please contact our staff on the following numbers:
 Tel: **+971 – 4 – 2211141**, Fax: **+971 – 4 – 2211848**, Or email us on: info@astcdubai.com

CORPORATE TREASURY MANAGEMENT

ADVANCED STUDIES AND TRAINING CENTRE



Date : October 22 - 24, 2017
Venue : Dubai, UAE
Training Director : Dr. Mahendra Mehta

COURSE SUMMARY
 The Course has been designed to train professionals with an in depth understanding of treasury operations, products, management, trades, settlement, asset liability management and risk management.

- OBJECTIVES:**
- Learn basics of treasury and treasury products such as FX, Swaps, Options, Zero coupon bonds, Methodology for pricing, Valuation and Risk Management process
 - Give a real life hands-on experience on the Bourse Game simulated software for trading in FX
 - Comprehend basic statistics & mathematics & their application in treasury business
 - Learn what is the risk involved in treasury products

PRE-REQUISITES:
 Participants are expected to have a working knowledge of Excel

- METHODOLOGY**
 The program on ‘Treasury management and bourse game’ will incorporate three teaching methodologies:
- Lectures and Class Discussions
 - Simulation Game for real trading
 - Case Study
 - Practical Exercise using Excel
 - Quizzes

DISCOUNTS!

- Register one month in advance and received up **10%** Discount.
- Group of 3 or more Delegates from the same organization receive a **10 %** Discount.

OR

- FREE** attendance for 5th delegate from the same **organization**

COURSE CONTENT

Treasury Overview

- Introduction
- Overview of the treasury
- Bank as an intermediary
- What does the 'Treasury' do?
- Treasury's Role in a corporate
- Key factors in Treasury Management
- Why is liquidity management important?
- Who are the players?
- Important treasury functions – Summary
- Treasury Products
- Working in Treasury

Analytical Framework for Understanding Treasury Products

- Basic statistics
- Role of statistics in finance
- Data classification
- Data analysis
- Some important statistical measures
- Application of statistics in measuring market conditions
- Standard normal distribution
- Understanding volatility
- Comprehension of confidence interval
- Multiple factor risk measurement
- Variance of two market variables
- Variance of multiple market factors
- Risk at portfolio level

Introduction to Brief Review of Some Basic Concepts important to Treasury

- Time value of Money – Mathematics
- Simple Interest Calculations
- Why money has time value?
- Compounding and discounting
- Basics of simple and compound interest rate calculations
- Basic Interest – Cash flow diagram
- Simple Interest calculations
- Basic Concepts – compound Interest
- Impact compound interest
- Mathematics – Compound interest calculations
- Double your money – simple formula
- Concept of present value & discount factor
- Interest & discount rates

Foreign Exchange Market Products

- A review of foreign Exchange Market
- How the FX market operates?
- How spot rates are quoted?
- Two way quotes : Bid & Offer
- The Spread
- Choosing the best quote
- How forward rates are quoted?
- Spot Foreign Exchange Transactions
- Direct and Indirect quotes

Forward Foreign Exchange Transactions

- Introduction
- Derivative Contracts
- Definition of a forward Contract
- Calculation of Forward contract
- Interest rate parity equation
- Concept & Calculations of Swap points
- Forward options
- Forwards and Futures Contract
- Foreign Exchange Swaps
- Split value date transactions
- Deep discount instruments

Money Market

- A review of Money Market
- Reasons for existence of Money Markets
- Role & Nature of money market
- Major Money Market Instruments
- Money Market Participants
- Characteristics of Money Markets Instruments
 - Borrowing and Lending
 - Floating Rate notes
 - Repos and Reverse Repos
- Money Market Derivative instruments

Capital Markets

- Fixed Income bonds
- Elements of a bond
- Bond Price
- Coupon paying bonds
- Price yield relationship of a bond
- Yield to maturity
- Price yield curve
- Macaulay Duration
- Modified Duration
- Convexity
- Term Structure
- Spot rates
- Forward rates

The overview of Derivative markets

- What are derivative products?
- What are the general risks in these products?
- Gearing and leverage

Introduction to FX Options & Structured Products

- Using options to manage currency risk
- The decision making process
- Setting up strategies for clients
- Premium reduction strategies
- Premium deposit products

Interest Rate Swaps

- Interest Rate swaps
- Development of Swaps Markets
- Conventions and Swaps Jargon

Forward Rate Agreement

- Introduction
- What is an FRA?
- FRA as Hedging and speculation tool
- Pricing & Hedging with FRA
- Risk in FRA and its Management

Pricing

- Position Keeping
- Establishing Profits
- The Average Rate
 - Exposure gaps and cash flows
 - Pricing each product

Asset Liability Management

- Implementing an effective ALM
- Modern ALM philosophy
- Scope of ALM function
- ALCO and its objectives
- Liquidity Risk

Insurance vs. Risk**Alternative Investments****Risk Management****Conclusion & Summary****MEET YOUR TRAINING DIRECTOR:**

DR. MAHENDRA MEHTA is Currently Managing Director of Neural Technologies and Software private limited. (NeuralTechSoft) and Neural Risk Consulting Private Limited based in Mumbai (India) Since Feb 2002, Dr. Mahendra Mehta has been involved in consultancy and teaching on various financial topics focusing primarily on financial risk management, which includes market, credit and operational risk measurement, modeling, Risk mathematics, derivative pricing and valuation mathematics and analytics its management and modeling, Enterprise Risk Management, development and implementation of policies, processes and procedures in the businesses. The company specializes in providing consulting, software design and development which involves analytics and mathematics.

He is also involved in executive education in these areas around the world on Risk management, Basel II and III, capital adequacy, ICAAP, stress testing etc. In last 20 years, he has given more than 100 seminars on various topics in many countries including in Abu-Dhabi, Bahrain, Czech Republic, England, Egypt, Hungary, India, Jordan, Malaysia, Poland, Spain, South Africa, Qatar, Saudi Arabia, Singapore, Switzerland, UAE, UK, USA, etc. The company has completed several assigned involving consultancy on end to end management and implementation of BASEL II accord on a turnkey basis.

He was Head of Analytics at Citibank, NA, Mumbai (India) involved in the development of machine based trading strategies in Foreign exchange, interest rate and European & American equity markets. He was involved in the development and implementation of Market risk Management practice within Citibank worldwide. He was involved in the development of autonomous trading machine to automatically trade in the financial markets

Before joining Citibank in 1988, Mahendra worked with Hindustan Aeronautics Limited (HAL), Hyderabad (India) for fifteen years. He was responsible for design & development of several Avionics systems, development of Light Combat Aircraft weapon systems etc. During his tenure at HAL, Mahendra worked in various countries, which includes Italy, UK, France & Sweden. He has several research papers to his credit mainly in estimation sciences & theory as applied to avionics and space sciences. He was heading a team of people involved in the development of on board computer for Prithvi Missile – medium range surface to surface missile. Dr Mahendra received Doctoral degree in Electrical Engineering from Indian Institute of Technology Mumbai (India). Among other places, he has also taught at London Business School in 1991-92 and was a guest faculty at Swiss Federal Institute of Technology, Zurich, Switzerland. He currently teaches Financial Mathematics & Financial Engineering at S P Jain School of Management. He has written several research papers in Engineering science and Finance. He has contributed in the book entitled "Neural Networks in the Capital Markets" published by Wiley & sons in 1995.

Dr. Mehta has lectured in various countries on Kalman filtering and adaptive estimation science including in France, Holland and Sweden. His Ph. D thesis was on multi-target tracking in noisy environment using air borne radar. Dr Mahendra Mehta is a visiting faculty member at various institutions around the world.

INTRODUCTION TO THE COURSE

Treasury is the financial center of the corporate. All the inflows and outflows of funds is monitored by the Treasury. Pricing and marketing of all wholesale liabilities and assets are done here. Trading in Foreign exchange, hedging, insurance, all-in-all, any kind of action done by the funds of the organisation are handled by the department.

In today's market, where interest rate and foreign exchange movements are highly volatile, there is a growing demand for corporations for hedging risks associated with interest rates, currency, commodities, equity as well as other risks associated with their investments and loan portfolios.

The course discusses various treasury products such as Foreign exchange cash/spot, forwards, swaps, options etc. The course also discusses basic analytical tools to grasp important treasury functions like understanding volatility, duration, convexity etc. The participants would also get an opportunity to run through a simulated environment of trading in foreign exchange markets. The 'Bourse Game' is largely a Computer Simulated game for treasury and non-treasury personnel who want to learn about market practices of dealing with the foreign exchange (FX) spot, instruments which would include borrowing and lending etc.. The game also has a Risk management module, which focuses on enhancing the participant's capability to manage risk. This includes market factor sensitivities, Value at Risk and other controls for managing trading book. The game designed measures ability of the participants with respect to the speed of response, accuracy and alertness in a tense treasury environment, which also includes risk and business management. It creates a very competitive market environment for all participants to learn various important aspects of Treasury management.

Would you like to request this course in house?

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