

## Asset Liability Management

Comprehensive three-day program covering Global Best Practices,  
Strategic, Operational and Analytical aspects



**Miami, U.S.A.: 19-21 May, 2003**

*Conducted by*

**Sam L Srinivasulu, Ph.D.**

Consultant and Trainer for the U.S. Federal Reserve  
System and leading financial institutions worldwide

Program integrates traditional instructor-led  
training with dynamic, interactive e-learning

### *Accreditations*

Details on page 4

**CERTIFIED FINANCIAL PLANNER™**

Details on page 6

### *Sponsors/Official Websites*

Instituto del Riesgo Financiero

### **Highlights**

- Simultaneous translation  
(Spanish/English-English/Spanish)
- Discussion of case studies focused on  
ALM in Latin America's Financial Service  
Industry
- Three-month post seminar access to  
E-Learning on ALM

For event updates and more information visit us at

**PO Box 910207, San Diego, CA 92191, U.S.A.**

**[www.gftt.com](http://www.gftt.com)**

# Invitation from Sam Srinivasulu, Ph.D.; President, GFTT

Dear Financial Executive,

It is my pleasure to invite you to a comprehensive three-day seminar on Asset Liability Management that will be held in Miami as per schedule listed on the front page of this brochure. I have presented this seminar as an in-house program to the U.S. Federal Reserve System, Office of the Superintendent of Financial Institutions (OSFI) in Canada, Central Banks and several financial institutions worldwide. Nearly 500 delegates from the supervision and regulation staff of the Federal Reserve Board benefited from the 25 presentations in this seminar. Over 50 institutions have also incorporated my presentations in their in-house training programs. In all, nearly 10,000 delegates from over 40 countries have attended the in-house and open enrollment public programs.

In addition to the material from the previous seminars, this seminar includes:

- Web-based interactive exercises, case studies and self-tests
- Access to Web-based Learning Products throughout the seminar and for three-months, post-seminar
- Discussions on new developments including the impact of Basel-II: New Capital Proposals
- Global Best Practices

Enclosed is a registration form. I invite you to register now and reserve your seat by mailing us the completed form.

Very truly yours,  
Sam Srinivasulu

## Course Director



Sam L. Srinivasulu, Ph.D., a specialist consultant and trainer in Asset Liability Management and Asset Securitization for leading financial institutions worldwide, is the key force behind KESDEE. For over 20 years, Sam L. Srinivasulu

has been presenting in-house and public training programs – across the U.S., Canada, Europe, the Middle-East, Latin America, Australia and Asia – to global financial executives.

Recently, Sam L. Srinivasulu successfully completed a five-year assignment with the U.S. Federal Reserve System to provide Executive Development Programs to Senior Regulators, Policy Makers and Examiners. The course was presented 25 times over to 500 delegates from the U.S. Federal Reserve System. For the last 15 years, he has conducted training programs (over 35 times) on Advanced Capital Markets (Mortgage-backed Securities, Derivatives and Risk Management) to the U.S. Department of Treasury/Office of Thrift Supervision. He has also completed a project to design, develop and present programs on ALM for Insurance and Asset Securitization to the Office of the Superintendent of Financial Institutions (OSFI) in Canada. The programs were presented several times in Toronto and Ottawa. In addition, he has also conducted public training programs on various topics in the U.S. and several other countries.

## Theme

**Volatile global markets, proliferation of new financial products and changing regulatory environments have made Asset Liability Management (ALM) a critical task for financial institutions today. It is therefore becoming increasingly important to define, measure, monitor and manage a financial institution's exposure to Foreign Exchange, Interest Rate and Liquidity Risks on a coordinated and consistent basis.**

## Key Learning Outcomes

- **Benchmark** your institution by examining ALM success factors— profitability, growth and risk measures
- **Understand** key performance indicators for ALM and Risk Management
- **Gain** cutting edge insights into how leading institutions are preparing for the impact of the Basel-II: New Capital Proposals
- **Adopt** latest practical innovations in Funds Transfer Strategies
- **Examine** the latest techniques for Liquidity Risk Measurement and Management
- **Learn** how to integrate Market Risk and Credit Risk Management
- **Analyze** in detail the best practices of ALM, Liquidity Management, Contingency Funding Plan and Capital Adequacy Planning

## Who Should Attend

- Central Bankers
- Chief Financial Officers
- Senior Management
- Treasurers and Risk Managers
- Asset/Liability and Funding Managers
- Investment Professionals
- Controllers/Auditors/Accountants
- Portfolio Managers
- Securities Analysts
- Insurance Executives
- Pension Fund Managers
- Pension Fund Trustees
- MIS and Operations Executives
- Budgeting and Planning Executives from Retail, Corporate, and Investment Banks, as well as Fund Management, Insurance, and Regulatory Organizations

# Seminar Format at a Glance

This seminar integrates instructor-led training with interactive e-learning. You will receive:

## Instructor-led training

- Pre-course material- Access to our online preparation material four weeks prior to the course
- Course binder- A comprehensive set of case studies, exercises and reference material
- Exposure to actual case studies based on our vast consulting experience
- The latest regulations from regulatory institutions worldwide
- Practitioner's perspective on ALM issues

## Post Seminar 3-months FREE Access to e-learning

- Dynamic Simulations, Self-Tests and Job Aids
- Interactive exercises and Case Studies
- Several Policy Templates for Balance Sheet Management
- Database of ALM Disclosures/Regulations
- Financial Calculators for Simulation, Duration, Convexity and Value at Risk

## Past Delegates

- Federal Reserve System
- Office of the Superintendent of Financial Institutions (OSFI) in Canada
- New York State Banking Department
- The U.S. Department of Treasury/Office of Thrift Supervision (OTS)
- Royal Bank of Canada
- UBS
- ABN AMRO
- American Express
- Banco Santander
- Banco Bilbao Vizcaya Argentaria
- Banco De Galicia YBS Aires
- Banco Do Brasil
- Bank Boston
- Bank of Montreal
- Banca Serfin
- Banamex
- Bancomer
- BLADDEX
- Toronto Dominion Bank
- Insurance Companies, Mutual Funds, Multinational Corporations, Central Banks and Regulatory Agencies

# Testimonials

## Recent ALM Seminar Held in New York:

During the recent Asset/Liability Management Seminars held in New York, delegates made the following comments:

- "The pace and content of presentation was very good and provided the level of detail and strategic focus desired. The presenter is very knowledgeable on all aspects and provides "real-life" example to reinforce learning points. An extremely beneficial experience." - Vice President, ScotiaBank
- "The sessions on Duration Model and Funds Transfer Pricing were excellent!" - Deputy General Manager, Bank of China
- "The course and the database gave me a much better understanding of the ALCO Management." - Manager, Banco Cuscatlan
- "This was a very useful course/seminar for me; especially getting to know how developed countries look at Asset & Liability Management. I learnt quite a lot." - Senior Manager, National Discount House
- "Sam is an excellent instructor and is able to effectively communicate complex terms into simple more practical terms. His extensive knowledge & industry experience was insightful, as was his teaching style, use of e-learning, and case studies." - Vice-President, Orix USA Corp

## From Previous Seminars on ALM:

- "Overall good in all aspects." - Dow Europe
- "The Case Studies were helpful in understanding different strategies and instruments used by banks." - Federal Reserve Bank of New York
- "Very helpful and very timely information regarding Asset/Liability Management and Interest Rate Risk Assessment. I really enjoyed

## Sponsors/Official Websites



Instituto del Riesgo Financiero (IRF) is a specialized consulting firm dedicated to the financial services industries in Latin America and Spain. Based on the management practices promoted by the Basel Committee, IRF offers systems, training, and consulting in: Asset & Liabilities Management, Value at Risk, Credit Risk, Internal Funds Pricing and Budgeting & Control. Our focus is on improving management of balance sheet risk, profitability analysis, adequate derivatives hedging and sustainable growth of economic value and earnings at financial institution throughout Latin America. For more information, contact: Gonzalo Ruiz, IRF Latin America, [gruiz@riesgofinanciero.com](mailto:gruiz@riesgofinanciero.com)

URL : [www.RiesgoFinanciero.com](http://www.RiesgoFinanciero.com)

# Accreditations



Global Financial Training and Technology (GFTT) is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. NASBA phone number: 615.880.4200 Web site: [www.nasba.org](http://www.nasba.org)

**Program Level:** Intermediate, Advanced

**Recommended CPE Credits:** 28 (3-day Seminar)

**Field of Study:** Balance Sheet and Treasury Management Functions of Organizations in the Global Financial Services Industry

**Prerequisites:** Graduate

**Method of Presentation:** Instructor-led training with dynamic interactive e-learning

**Advanced Preparation:** Access to pre-course binder one month prior to the event

## About GFTT

Global Financial Training and Technology (GFTT) is a division of KESDEE Inc. KESDEE develops e-learning products based on the in-house, public training programs and consultancy services provided by GFTT for over two decades. GFTT specializes in conducting seminars & conferences for financial practitioners worldwide. KESDEE offers a portfolio of reference products focusing on Balance Sheet Management of Financial Institutions such as Asset Liability Management, Liquidity Management & Contingency Funding Plan, Capital Adequacy Planning, Asset Securitization, Asset Liability Management for Insurance Companies, Operational Risk Management, and several others. Over 500 institutions and 10,000 professionals worldwide have benefited from GFTT's training programs. The training sessions have received outstanding reviews from well-known finance practitioners.

## In-house Training

GFTT also provides in-house training in Asset Securitization, Asset Liability Management, Risk Management, Capital Adequacy Planning, Basel-II: New Capital Proposals and other subjects.

# Learning with GFTT

## Superior quality

- reliable source -proven content
- financial industry service focused
- our programs utilize modern multimedia technology - interactive applications, simulations, animations, and graphics
- up-to-date reference tools - benchmarking database on performance measures we use visual aids -videos, slides and overhead projections, combined with study manuals, lectures, exercises, class discussions, group problem-solving sessions and case studies

## Credibility and track record

- over 500 institutions from around the world have benefited from these programs
- excellent reviews from the programs delivered to the us Federal Reserve System
- unparalleled subject matter expertise

## Teaching methods

- role playing and group presentations
- videos
- actual case studies
- web-based self-tests
- interactive exercises
- extensive hands-on calculations and group activities

## Training philosophy

- conceptually sound, yet practical
- learn by doing: seminars incorporate group exercises
- a blend of case studies and lectures
- state-of-the-art: includes current developments
- reflects our consulting experiences (actual settings for cases and examples)

## Book now

- **Register now, seating is limited**
- **Receive discounted pricing on GFTT's Web-based Learning & Reference Products**
- **Visit [www.gftt.com](http://www.gftt.com) or [www.RiesgoFinanciero.com](http://www.RiesgoFinanciero.com) for more details**

## Day One

## Highlights

- Evolution of ALM from a defensive tool for regulatory compliance and internal control to one of competitive advantage
- ALM's pivotal role in enterprise-wide Risk Management
- Objective of ALM: Risk by 'Choice', not by 'Chance'

## The Growing Importance of ALM

- Financial Volatility and New Financial Products
- Regulatory Developments
- Funding and Capital Planning
- Liquidity Management
- Profitability and Growth

## Scope of ALM Function

- Integration of Market Risk and Credit Risk
- Interest Rate Exposure Management
- Funding and Capital Planning
- FX Management
- Liquidity Management
- Profitability and Growth Management
- Trading Risk Management

## A 9-Part Framework for ALM

- Strategic Framework
- Analytical Techniques
- Organizational Structure
- Operational Arrangements
- Technology Platforms
- Information Reporting Channels
- Performance Measurement
- Regulatory Compliance
- Control Requirements

## Techniques for Interest Rate Analysis

- Gap, Simulation, Duration, Value at Risk, and Match Funding
- Comparison of Techniques

## Gap Analysis

- Mechanics, Assumptions, and Limitations
- How to Represent Derivative Products in a Gap Report
- Illustrations of Actual Gap Reports
- The Relationship Between Gap and Income Statement

## Simulation

- Interface with Budgeting/Strategic Planning
- Product Mix/Price Policy Effect
- Black Box and Customized Software
- How to Avoid Analysis Paralysis
- Monte Carlo Simulation
- Option-adjusted Spread Analysis

## Day Two

## Highlights

- State-of-the-art techniques for Risk Modeling, Measuring, and Hedging
- Analysis of several Liquidity & Contingency Funding Plans

## Strategies for ALM

- Business Strategies: Mix/Pricing of Assets, Liabilities
- On-Balance Sheet Investment and Funding Strategies
- Off-Balance Sheet Hedging Strategies
- Five strategies for Interest Rate Risk in Portfolio Management: Dedication, Immunization, Indexation, Active Management and Rate Anticipation

## Duration and Convexity

- Duration of Single Items, Portfolios, and Balance Sheet
- Techniques to manage Duration of Equity

## Value at Risk

- Measures of Volatility
- How to Apply Value at Risk for Banking Book

- Management of Foreign Exchange and Other Risks
- ALM in a Multicurrency Balance Sheet

## Liquidity Management

- Funding Liquidity
- Trading Liquidity
- Contingency Funding Plan

## Day Three

## Highlights

- ALM as a catalyst in strategy formulation of insurance companies(Example: Asset Allocation, Portfolio Optimization, Product Development/Pricing)
- ALM's potential for value creation in conjunction with Risk Adjusted Performance Measurement, RAROC, and Capital Allocation
- Innovations in ALM Organization
- Global Best Practices in Risk Management: A Framework for Analyzing Best Practices
- Survey Results Organized Into Nine Topics
- A Plan of Action: How to Implement Best Practices

## Funds Transfer Pricing and Performance Measurement

- Why Transfer Price?
- Global view of Transfer Pricing
- General examples
- Complex problems
- Transfer Pricing for Interest Rate Risk, Options Risk, Basis Risk, and Liquidity Risk
- Loan and Deposit Pricing Implications
- Segregation of Interest Rate Risk Accountability
- Implementation Issues
- Current Issues

## Capital Adequacy Planning

- Credit Risk Capital
- Market Risk Capital
- Risk-adjusted Return on Capital (RAROC)
- Potential Impact of Basel-II

## Organizational Considerations

- Asset, Liability Committees
- Role, Composition, and Tasks
- Policies and Procedures
- Centralization Vs. Decentralization
- Examples of ALCO Reports
- Guidelines to more effective ALCO Meetings

## Software Selection

- Technical, Functional, and Cost Considerations

## Auditing the ALM function

- Critical Functions/Assumption

## Global Best Practices ALM

- Framework for Analysis of Best Practices
- Global Database, Surveys and Case Studies
- How to Implement Best Practices in Your Institution: Action Plan



# E-learning

Post-seminar, all delegates receive FREE 3-months access to our e-learning product on Asset Liability Management. The product supplements classroom training and fosters interactive learning through exercises, simulations and analysis of case studies. If you wish to learn more about any of our e-learning products, visit us at [www.kesdee.com](http://www.kesdee.com)



## CERTIFIED FINANCIAL PLANNER™ Certificant

KESDEE's e-learning & reference product on Asset Liability Management meets the requirements of the Certified Financial Planner Board of Standards for Continuing Education Credits.

Granted CE Credits: 15.0

## Asset Liability Management Library of 22 Courses

1. Scope of ALM
2. Objectives of ALM
3. Growing Relevance of ALM
4. Nine-part Framework of ALM
5. Strategies for ALM
6. Yield Curve Analysis
7. Interest Rate Gap Analysis I
8. Interest Rate Gap Analysis II
9. Simulation I
10. Simulation II
11. Duration I
12. Duration II
13. Duration III
14. Basis Point Value
15. Convexity
16. Review of Statistical Concepts
17. Value at Risk I
18. Value at Risk II
19. Application of Analytical Techniques
20. AL Organizations/Operations/Policies/Procedures and Reports
21. Funds Transfer Pricing I
22. Audit of ALM Model

## Product Features



### User Guide

Consists of a detailed set of instructions that highlight the special features of the product. It also aids in product navigation.



### Tracking Report

Facilitates the individual/training manager to monitor personal/group progress. This tool highlights the courses completed and lists the scores on self-tests.



### Notepad

Functions as a scribble pad to note queries or important facts without interrupting the online training session.



### Bookmark

An indexing feature that helps highlight a section of interest to enable easy tracking and return.



### Search

Enables users to search for required information in the product through keyword or phrase search mechanism.



### Bulletin Board

A virtual bulletin board that enables collaborative interaction between users for discussion and information exchange.



### Glossary

An exhaustive list of complex terms and techniques used in the courses have been highlighted with their definition and meanings. The glossary also cites references related to the subjects.



### E-mail Content Expert

Queries/requests/comments relating to the content within a product can be E-mailed to KESDEE for feedback.



### E-mail Training Manager

Facilitates users to send doubts/suggestions to their training managers.



### FAQs

A consulting tool that lists a set of questions most frequently asked by users.

## Job Aids

- Benchmarking Data
- Measurement Tools
- Disclosures
- Policy Templates
- Regulatory Database
- Global Best Practices

# Registration Form

## Terms and Conditions

### Registration

Seating for the seminar is limited. Please register early to reserve your seat. To receive an Early-Bird Discount of US\$400, you must register one month prior to seminar date. To register by fax or mail, complete, sign and submit this Registration Form. To register online, visit [www.gfft.com](http://www.gfft.com), complete and submit your registration. To register via E-mail or by phone send an E-mail with the requested details listed on this form to [information@gfft.com](mailto:information@gfft.com) or call us. For contact details see Four Easy Ways to Register at the lower end of the page.

### Fees

- Cost per delegate(each seminar) is U.S. \$4,900
- Fee covers:
  - Three days of seminar work
  - Pre-course material
  - Course binder
  - Complimentary three-month post-seminar access to KESDEEs Web-based Learning and Reference Products
  - Discounted pricing on KESDEEs Web-based Learning and Reference Products
  - Refreshments and Coffee
  - Membership in GFTTs "ALuMni Club" with regular updates and newsletters
- Fees **DO NOT** cover airfare or hotel accommodation

### Discounts

- Register at least one month prior to seminar date and receive an Early-Bird Discount of U.S. \$400
- U.S. \$225 discount for previous seminar attendees
- U.S. \$225 discount for a second delegate attending this seminar from the same company
- U.S. \$450 discount for the third and subsequent delegates attending this seminar from the same company
- The above discounts can not be used concurrently with other announced discounts announced by this seminar's co-sponsor: INSTITUTO DEL RIESGO FINANCIERO (IRF)

### Payment

- Payment must be received at least four weeks prior to the seminar.
- Payment must be received within two weeks of registration (Tick any one)

- ☐ **Bank Transfer**  
Bank of America  
ABA # 121000358  
To the credit of: GFTT Account # 2351507573

- ☐ **Check Payable to GFTT**

- ☐ **Credit Card Payment**

I hereby authorize GFTT to charge my credit/charge account US\$  in payment for seminar fees as per seminar Registration Terms and Conditions.

- ☐ **Master Card** ☐ **Visa** ☐ **Diners Club** ☐ **American Express**

Card No.

Name of Credit Card Holder

Expiration Date

Signature

Credit Card  
Billing Address

Date

### Cancellation

In order to allow for maximum flexibility in schedules, there will be:

- No deduction from fee for cancellations notified up to four weeks before the meeting
- A 50% deduction for cancellations notified between four and two-weeks
- Deduction of the full amount for later cancellations and no-shows
- Cancellations must be sent in written form

### Substitution

Delegates can send representatives in their stead. However, this will not be entertained after the seminar begins

### Disclaimer

GFTT reserves the right to change or cancel any part of this program in the event of unforeseen circumstances

## Asset Liability Management

Register me for the seminar in: (tick your choice)

Location	Dates	Cost
Miami, U.S.A.	<input type="checkbox"/> 19-21 May, 2003	U.S. \$4,900

Name: ..... (Mr/Mrs/Ms)

Position: .....

Department: .....

Company: .....

Address: .....

.....

.....

Phone: .....

Fax: .....

E-mail: .....

**I hereby register under the registration terms and conditions:**

Signature:

Date:

**Note:** Please photocopy this form for additional delegates

Gross Total	
Less Discounts (if applicable)	
Net Total	

03/19

## For More Information, Contact

Jay Ibrahim at [1] (858) 755-8527  
e-mail: [jibrahim@gfft.com](mailto:jibrahim@gfft.com)

**Enrollment on "First Come First Served" basis**

## Four Easy Ways to Register

Online: E-mail : [information@gfft.com](mailto:information@gfft.com)  
Website : [www.gfft.com](http://www.gfft.com)

Fax: +1 (858) 755-6973, +1 (858) 756-8587

Phone: +1 (858) 755-8527

Mail: GFTT P.O. Box 910207, San Diego CA. 92191, U.S.A

# Reply Form

Name.....(Mr/Mrs/Ms)

Company.....

Phone.....Fax.....

E-mail (Corporate IDs Only).....

Address.....

☐ I will not be able to participate

**Asset Liability  
Management**  
03/19

☐ Please send me a brochure and keep me updated on:

- |   |  |
|---|--|
| <input type="checkbox"/> E-Learning and Reference Products        | <input type="checkbox"/> In-house seminars                     |
| <input type="checkbox"/> Worldwide seminar calendar for 2003      | <input type="checkbox"/> Asset Securitization                  |
| <input type="checkbox"/> Asset Liability Management for Insurance | <input type="checkbox"/> Top Management Forum                  |
| <input type="checkbox"/> Global Best Practices in ALM             | <input type="checkbox"/> Trading Risk Management including VaR |

☐ Please invite the following person on my recommendation

First name .....Last Name.....

Position .....

Organization .....

Full Address .....

.....

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Phone ..... Fax .....







E-mail .....

☐ Please send me information about your upcoming Products and Seminars

Please return this form by Mail or Fax to:

GFTT P.O. Box 910207, San Diego, CA 92191, U.S.A. Phone: (858) 755-8527. Fax: (858) 755-6973. E-mail: [information@gfft.com](mailto:information@gfft.com)

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