SN	2026 TRAINING SCHEDULE	DATES
1	ACI Dealing Certificate_ Exam Preparatory Workshop (New Version)	09 – 12 February
2	ACI Operations Certificate _ Exam Preparatory Workshop (New Version)	23 – 26 March
3	Accounting for Derivatives and Other Financial Instruments	14 – 15 May; July 9 -10, 2026
4	Advanced Credit Analysis	13 -14 May; 19 – 20 August 2026
5	Advanced Fixed Income Trading & Portfolio Strategies: Pricing, Valuation and Market Positioning	July 8 – 10; October 7 – 9, 2026
6	Advanced Portfolio Management	4 -5 June; 19 - 21 August 2026
7	ALM & Balance Sheet Management: The New Normal with Simulation	10 -13 March
8	Asset and Liability Management	2 - 3 July, 15 -16 October 2026
9	Balance Sheet Management(ALM)	Date To Be Confirmed
10	Basel III, IV & Enterprise Wide Risk Management	Date to be confirmed
11	Basic Banking Operations	4 - 5 June, 13 -14 August 2026
12	Basic Credit Analysis	22 – 24 June, 11 – 13 November 2026
13	Bonds and Fixed Income Securities _Analysis and Valuation Course	13 -15 May ; 12 -14 August 2026
14	Credit Management & Debt Restructuring	24 -25 June 2026
15	Commercial Credit Analysis	15 -16 June 2026
16	Contemporary Treasury	Date To Be Confirmed
17	Contemporary Treasury Operations Management Course	27 -28 March; 21 -22 August 2026
18	Currency, Interest Risk, and Price Risk Hedging	Date To Be Confirmed
19	Derivatives, Embedded Derivatives and Hedging of Market Risks	Date To Be Confirmed
20	Emerging Trends and Solutions in CFT/AML Compliance	18 - 19 March, 22 – 23 October 2026
21	Emotional Intelligence (EQ)	8 - 9 July 2026
22	Ethics and Compliance Training	15 – 16 April, 9 – 10 September 2026
23	Export Management Training	22 – 24 April, 23 - 25 June 2026
24	Financial Derivatives: Pricing, Hedging and Market Applications	16 – 17 April , 12 – 13 November 2026
25	Financial Products, Markets & Risk Workshop	23 – 24 April, 27 - 28 August 2026
26	Financial Statement Analysis	17 – 19 March, 12 – 14 August, 9 – 11 September 2026

FMDA

SN	2026 TRAINING SCHEDULE	DATES
27	Finance For Non-Finance Professionals	20 – 21 May, 10 – 11 September 2026
28	Budget and Finance for Senior Non-Financial Managers	18 – 20 March, 9 – 11 September 2026
29	Fixed Income Derivatives Workshop	Date To Be Confirmed
30	Financial Markets and Trading Dynamics_ Bloomberg	12 -13 March; 9-10 July 21-22 October
31	Fixed Income Securities_ Settlement and Reconciliation	24 -25 April; 24 -25 July; 23 -24 October
32	Fundamentals Of ALM and Balance Sheet Management Course	6 – 8 May, 19 -21 Aug &18 – 20 November, 2026
33	Fundamentals of Banking Business	7 – 8 April, 6 – 7 August, 2026
34	FX & Rates Trading Simulation and Sales Development	17 – 31 March
35	Foreign Exchange And Money Market Trading Simulation	June 15 – 19, 2026
36	Graduate Treasury Workshop	Available On Request
37	IFRS 9 and its impact on the recognition, classification, and measurement of financial instruments	23 - 25 June 2026
38	Intermediate Credit Program	3 - 6 February, 21 - 24 July 2026
39	Intermediate Treasury Management	5 - 6 February, 23 - 24 July 2026
40	International Trade Finance and Foreign Operations Course	18 - 19 June 2026
41	Introduction To Derivative	18 - 19 June, 5 – 6 November 2026
42	Introduction to Financial Arithmetic	4 - 5 March, 4 - 5 June, 12 -13 November 2026
43	Introduction to Financial Derivatives	24 - 25 June, 10- 11 September 2026
44	Introduction to Financial Markets	21 - 22 May, 3 - 4 September 2026
45	Introduction to Treasury Management	3 - 4 February, 16 - 17 July, 8 - 9 October 2026
46	Islamic Banking and Finance: Principles, Products and Market Applications	21 - 22 May, 3 - 4 September 2026
47	Liquidity Risk Management Course	23 - 24 July, 2026
48	Liquidity Risk & Asset-Liability Management (ALM) Strategies for Nigerian Banks	26 - 27 March, 20 - 21 September 2026
49	Marketing of Financial Services	18 - 19 June, 5 – 6 August, 19 - 20 November 2026
50	Market Risk Management	3 - 4 June 2026

SN	2026 TRAINING SCHEDULE	DATES
51	Money Market Operations	4 - 5 August 2026
52	Retail Banking Operations, Risk And Technology	4 – 5 August, 2026
53	Securitization Techniques	15 -16 July 2026
54	Securities Trading Simulation (STS) Game Residential	Date to be confirmed
55	Structured Trade and Commodity Finance Course	20 – 22 May, 23 -25 Sept. 2 – 4 December 2026
56	Supply Chain Finance Course	25 – 26 May, 10 – 11 September 2026
57	Short and Long Term Fund Management	21 – 22 May,16 – 17 September 2026
58	Technical Analysis For Treasury	11 -13 March 2026
59	The Battle of the Banks Africa_ Simulation Game	To be confirmed
60	The Technical Trader _ Developing a Trading Model	Date to be confirmed
61	Trade Finance Processes	21 – 22 May, 20 -21 Aug, 5 – 6 November 2026
62	Treasury Compliance, Ethics and Conduct	25 – 26 June, 26 – 27 November 2026
63	Treasurers Retreat	23 -25 October 2026
64	Treasury Operations_ Derivatives, Regulation and Settlement	10 - 11 April 2026 ; 19 -20 June 2026
65	Treasury And Cash Management	18 - 19 June, 5 - 6 October 2026
66	Treasury Management & Sales: Market Instruments, Client Solutions and Profitability Strategies	23 - 25 June, 4 - 6 November 2026
67	Treasury Operations And FX Products	7 - 8 May, 25 - 26 June; 22 - 23 October 2026
68	Treasury and Risk Management	16 - 17 April, 2 – 3 July 2026
69	Yield Curve Analysis Course	21 - 22 May, 20 - 21 August 2026
70	Understanding Portfolio Management (Pre course to Advanced Portfolio Management)	15 - 16 April, 17 – 18 September 2026
71	Understanding The Bond Market	24 - 25 March, 18 – 19 June, 3 - 24 September 2026

COURSE: ACI DEALING CERTIFICATE WORKSHOP (NEW VERSION)
COURSE FEE: ON-SITE: | ONLINE: (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

OVERVIEW OF THE FINANCIAL ENVIRONMENT

Section 1- Basic Interest Rate Calculations

Section 2 – Cash Money Markets

Section 3 – Foreign Exchange

Section 4 – Forward – Forwards, FRAs and Money Market, Futures and Swaps

Section 5 – Options

Section 6 – Principles of Asset and Liability Management

Section 7 – Principles of Risk

Section 8 – The Model Code

Revision and Mock Examinations

COURSE: ACI OPERATIONS CERTIFICATE WORKSHOP (NEW VERSION)
COURSE FEE: FACE-TO-FACE: | ONLINE: (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

OVERVIEW OF THE FINANCIAL ENVIRONMENT

Section 1 - Risk Management and Controls

Section 2 - Payments and Confirmations

Section 3 – Derivatives

Section 4 – Money Market

Section 5 - Foreign Exchange

Section 6 - Market Conventions

Section 7 - Settlement and Accounts

Section 8 - Documentation

Section 9 - Revision and mock examinations

COURSE: ACCOUNTING FOR DERIVATIVES AND OTHER FINANCIAL INSTRUMENT
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: NN295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 14 – 15 MAY; JULY 9 -10, 2026

COURSE SYNOPSIS:

A financial derivative is a liability or an asset whose value is derived from a market price or rate. The accounting rules require: Recording of all derivatives at their fair value, and their periodic remeasurement to fair value. Identifying the purpose of the derivative and proving the purpose and effectiveness of any hedging. The immediate reporting of non-hedging gains or losses in the profit and loss account.

The primary objective of this training program is to equip participants with a comprehensive understanding of accounting principles and practices related to derivatives and other financial instruments. Participants will gain valuable insights into the complexities of financial instruments, the relevant accounting standards, and the implications for financial reporting.

Target Audience:

☐ Accountants and finance professionals
☐ Financial analysts and auditors
☐ Risk managers and corporate treasurers.
☐ Anyone who needs to understand the financial reporting implications of derivatives and other financial instruments.

Course Outline

Module 1: Introduction to Financial Instruments and Derivatives

- Definition and classification of financial instruments
- Understanding derivatives: types, functions, and risks
- Introduction to fair value measurement

COURSE: ACCOUNTING FOR DERIVATIVES AND OTHER FINANCIAL INSTRUMENT (*CONT'D*)

Module 2: Accounting for Non-Hedging Derivatives

- Initial recognition and measurement of derivatives
- Recording subsequent changes in fair value
- Impact on profit or loss and financial statements

Module 3: Hedge Accounting

- Concepts and objectives of hedge accounting
- Qualifying criteria for hedge accounting
- Types of hedging relationships (fair value, cash flow)
- Effective vs. ineffective hedges

Module 4: Accounting for Hedging Activities

- Recognition and measurement of hedging instruments
- Assessing effectiveness and adjusting for ineffectiveness
- Derecognizing hedged items and presenting gains/losses

Module 5: Disclosures for Derivatives and Other Financial Instruments

- Disclosure requirements under relevant accounting standards (IFRS 9, US GAAP)
- Importance of transparency and informative disclosures

Module 6: Case Studies and Practical Applications

- Applying accounting principles to real-world scenarios with derivatives
- Group discussions and problem-solving exercises

COURSE: ADVANCED CREDIT ANALYSIS
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE(S): 19 -20 AUGUST 2026

COURSE SYNOPSIS:

Day 1

- Review of the Key Elements of the Intermediate programme above
- Focus would be on the following:

Specialized Lending Programme:
The appraisal of credit requests and processing through to the final decision of specialized types of credit due to the peculiarity of each transaction in view of their size and complexity including:

- Project Finance
  - Power
  - Oil and gas (upstream and downstream)
  - Utilities (water projects, etc.)
  - Transportation (mass transit, aviation)
- Commercial real estate projects i.e., projects conceived for commercial gain
- Infrastructure, including public assets concessions (roads, airport, etc.)
- Agricultural credit products programmes Financial Institutions' credit requests
- Restructure of delinquent \accounts
- Public sector banking transactions.

Day 2:

Credit Risk Management:

- - Loan Monitoring
- - Identification of early warning signals
- - Causes of Loan Delinquency

COURSE: ADVANCED CREDIT ANALYSIS (*CONT'D)*

Remedial Management:
With an increased level of default and tough operating environment, due emphasis will continue to be placed on the identification of weak and impaired assets for prompt remedial management
Who spilled the milk?

- issues-based training using case studies of past due credits to further cement the learning.
- Preparation of credit memorandums
- trial runs of presentations to management and board credit committees

Who should attend?
The course will be extremely valuable to the following people:

- ✓ Dealers in all bank dealing rooms
- ✓ Middle Office staff
- ✓ Risk Managers
- ✓ Compliance Officers
- ✓ Internal & External Audit
- ✓ Legal

COURSE: ADVANCED FIXED INCOME TRADING & PORTFOLIO STRATEGIES
COURSE FEE: FACE-TO-FACE: N695,500.00 | VIRTUAL: N595,500.00 (EXCL. OF ALL TAXES)
DATE(S): JULY 8 – 10; OCTOBER 7 – 9, 2026

COURSE SYNOPSIS:

1: Understanding Fixed Income Securities

- Key Features of Fixed Income Instruments
  - Issuer and type of bond
  - Maturity structure and par value
  - Coupon rate, frequency and payment currency
  - Market classifications and security types

2: Structuring Cash Flows in Fixed Income Securities

- Cash Flow Structures and Repayment Types
  - Bullet repayment
  - Full and partial amortization
  - Sinking fund provisions

3: Contingent and Embedded Provisions

- Understanding Optionality in Bonds
  - Call and put provisions
  - Option-free and convertible bonds
  - Impact of embedded options on valuation and yield

4: Yield Curves and Interest Rate Dynamics

- Understanding Repo Transactions and Repo Rates
- Yield Curve Structure and Interpretation
  - Types of yield curves and their economic implications
  - Theories of Interest Rate Movements

5: Economic and Policy Influences on Fixed Income Markets

- Overview of Monetary and Fiscal Policy
- Political-Economic Interactions and Market Response
- Interest Rate Expectations and Macroeconomic Outlook

6: Credit Analysis and Risk Assessment

- Fundamentals of Credit Risk
  - Seniority ranking and credit scoring
  - The 4Cs of credit analysis
- Financial Ratio Interpretation for Creditworthiness
- Evaluating High-Yield (Junk) Bonds and Credit Spread Analysis

COURSE: ADVANCED FIXED INCOME TRADING & PORTFOLIO STRATEGIES (CONT'D)

7: Valuation of Bonds and Money Market Instruments

- Overview of Money Market Instruments (T-Bills, CPs, etc.)
- Pricing and Valuation Techniques
  - Present value (PV) of T-bills and loss analysis
  - Sources of bond returns and bond calculator applications
  - Relationship between bond price and yield (clean, dirty and accrued interest)
  - Matrix pricing approach

8: Measuring and Managing Fixed Income Risk

- Interest Rate Risk and Duration Concepts
  - Modified and portfolio duration
  - PV01 and yield sensitivity analysis
  - Effects of coupon, yield and time-to-maturity

9: Fixed Income Portfolio Mandates and Strategies

- Liability-Based Mandates
  - Cash flow and duration matching
  - Contingent immunization and horizon matching
- Total Return and Active Mandates
  - Pure and enhanced indexing
  - Active management strategies for superior returns

COURSE: ADVANCED PORTFOLIO MANAGEMENT
COURSE FEE: FACE-TO-FACE: N695,500.00 | VIRTUAL: N595,500.00 (EXCL. OF ALL TAXES)
DATE(S): 19 -21 AUGUST 2026

COURSE SYNOPSIS:

1. Foundations & Frameworks in Advanced Portfolio Management

Recap: Modern Portfolio Theory (MPT)

- Efficient Frontier and the Risk-Return Trade-off
- Diversification
- The Capital Market Line Vs. The Security Market Line
- Limitations of MPT in real-world portfolios
    - Rational Investors
    - Estimating Expected Returns and Covariances
    - Structural and Macroeconomic changes

Introduction to Advanced Portfolio Management (APM)

- Extending APM beyond MPT
- The Role of APM in institutional investing vs retail investing
- Objectives, Constraints, Governance, and Risk Management

Capital Market Expectations (CMEs): Framework & Macro Considerations

- Capital Market Expectations (CMEs): what they are and why they matter
- Framework for Developing CMEs: inputs, processes, outputs
- The Monetary and Fiscal Policy Mix
- Shape of the Yield Curve in APM

Challenges in Forecasting

- Tools and Approaches
- Model risk, estimation error, regime shifts, structural breaks in emerging/frontier markets like Nigeria

Economic & Market Analysis

- The Role of Economic Analysis
- Applying Growth Analysis to Capital Market Expectations
- Exogenous Shocks to Growth
- Approaches to Economic Forecasting

COURSE: ADVANCED PORTFOLIO MANAGEMENT (*CONT'D*)

Business Cycles and Market Expectations

- Phases of the Business Cycle: Expansion, Peak, Contraction, Trough
- Market Expectations and the Business Cycle
- Inflation & Deflation Considerations

2. Asset Allocation Strategies: Forecasting Asset Class Returns

Overview of Forecasting

- Quantitative and qualitative tools
- Return drivers for different asset classes

Fixed Income Return Forecasting

- Duration, yield curve, credit spreads, liquidity premiums
- Risks in Emerging Market Bonds

Forecasting Equity, FX, Real Estate Returns, & Volatility

- Equity: Dividend discount models, risk premium approaches
- Real Estate: Direct vs listed, income models
- FX: Interest rate parity, balance of payments models
- Volatility: GARCH, implied vs historical, macro factors

Global Portfolio Adjustments

- Currency hedging
- Emerging market risks and opportunities
- Adjusting for risks – geopolitical, sovereign etc.

Asset Allocation: Strategy and Governance

- Introduction to Asset Allocation
- The Investment Governance Background to Asset Allocation
- Institutional Policy Statements and Governance Processes

COURSE: ADVANCED PORTFOLIO MANAGEMENT (*CONT'D)*

Strategic and Tactical Asset Allocations

- Determining short and long-term targets
- Asset class correlations and return assumptions
- Scenario and sensitivity analysis
- Portfolio rebalancing
- Triggers and thresholds

3. Specialized Asset Allocations, Private Wealth Management, & Fixed Income Portfolio Management.

Specialized Asset Allocations

- Asset-only vs Liability-relative approaches
- Risk Budgeting, Factor-Based Allocation
- Liability-Driven Investing
- Interest Rate Immunization
- Pension Plans: DB vs DC

Case Studies

Private Wealth Management

- Differences: Private Clients vs Institutional Investors
- Understanding Client Goals and Risk Tolerance
- Capital Sufficiency & Retirement Planning
- Portfolio Construction for Private Clients
- Private Client Segmentation
- Client Goals
- Technical and Soft Skills for Wealth Managers

Portfolio Management for Institutional Investors

- Overview of Institutional Types (Pension Funds, SWFs, Endowments, Insurers, Banks)
- Investment Policy Design for Each Type
- Constraints, risk appetites, liquidity needs, regulatory factors.

Fixed-Income Portfolio Management:

- Role of Fixed-Income in Portfolios
- Classifying Fixed-Income Mandates (active/passive, global/local)
- Measures and Return Attribution
- Bond Indexing, Benchmark Selection, and Yield Curve Strategies

COURSE: ALM AND BALANCE SHEET MANAGEMENT: THE NEW NORMAL WITH SIMULATION
COURSE FEE: FACE-TO-FACE: | VIRTUAL: SEE FLIER (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

ICAAP IMPLEMENTATION AND ILAAP INTEGRATION
- ICAAP/ILAAP regulatory expectations
- Industry practice
- Implementation challenges
- Generating returns on your investment

MANAGING INTEREST RATE RISK
- Impact of negative or ultra-low rates on the balance sheet
- Using financial futures and options to hedge interest rate risk
- Customized interest rate agreements
- The Role of Securitization in ALM
- Behaviour assumptions
- Optimization through behaviour model
- Cumulative GAP model and duration GAP model

OPERATING AN EFFICIENT ALM MODEL
- How ALM can deliver efficiencies and reduce costs
- Evolution of ALM
- The role of asset liability committee
- ALM function within the treasury
- How the treasury supports your bank strategies
- Defining, monitoring, and reporting risk appetite

BALANCE SHEET MANAGEMENT
- BSM Challenges and solutions in the new normal environment
- Why banks need balance sheet resources
- Capital considerations
- Integrated balance sheet optimization

COURSE: ALM & BALANCE SHEET MANAGEMENT: THE NEW NORMAL (*CONT'D*)

FUNDS TRANSFER PRICING (FTP)

- FTP changes for the new normal environment
- FTP overview
- Regulatory requirements on cost/benefit attribution
- Dealing with the different balance sheet components
- Regulatory cost attribution
- Steering the balance sheet – management overlays

ALM FOR CAPITAL MARKETS

- Improving capital adjusted returns in the new normal environment
- Capital management
- Liquidity and funding
- LCR, NSFR and their implications
- Collateral management
- Business model optimization
- Centralized funding units
- XVA desks
- Financial resource management

QUIDITY RISK FRAMEWORKS

- Managing liquidity in the new normal environment
- Improving liquidity
- New modelling approaches
- Assessing the character of the liquidity pool
- Liquidity coverage ratio
- Net stable funding ratio
- Trapped liquidity / legal structure

IBOR REFORM

- Impact of COVID 19 on IBOR reform timetable and approach
- Reassess ALM strategies
- Evaluate model inventory
- Handling the transition
- Derivatives
- Loans / deposits / securities
- Alternative benchmarks
- Risk free rates

EXCEL SIMULATION

COURSE: ASSET AND LIABILITY MANAGEMENT
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 2 - 3 JULY 2026, 15 – 16 OCTOBER, 2026

COURSE SYNOPSIS:

ASSET AND LIABILITY MANAGEMENT: OVERVIEW

- Requirement for effective ALM – Return on Equity (ROE)
- ALCO: Composition and Objective
- Techniques & Strategies
- Implementation of ALM Policies
- Transfer Pricing
- Regulatory Issues – Capital Adequacy
- Loan Pricing

ALM MATHEMATICS

- Pricing Securities
- Mathematics of Interest rate Volatility
- Duration and Price Volatility
- Money Market Yields
- Rationalization of Interest rate
- Inflation and Interest Rate levels
- Managing Interest Rate Risk
- GAP Analysis
- GAP Versus Duration Models
- Rate Sensitivity Analysis
- Earnings at Risk

ALM AND RISK MANAGEMENT TOOLS

- Components and Measures of Liquidity
- Cash and Liquidity Requirements
- Liquidity versus Profitability
- Liquidity Risk
- Gap Analysis
- Planning your Liquidity Risk Characteristics

DETERMINATION OF COST OF FUNDS

- Evaluating Cost of Funds
- Marginal Cost Concept
- Marginal Cost in Transfer Pricing
- Controlling Balance Sheet Cost

THE BALANCE SHEET

- Structure, Complexity and Analysis
- Off Balance Sheet Activities
- Impact of CBN circular on BA's and CP's
- Asset Securitization
- Non-Interest-Bearing Assets

STRATEGIC ALM

- Contingency Plan
- Distress and Capital Management
- Debt Vs Equity

MANAGEMENT INFORMATION REQUIREMENT

- Treasury Management
- ALM Reports
- Interpreting the Report

COURSE: BALANCE SHEET MANAGEMENT(ALM)
COURSE FEE: FACE-TO-FACE: | VIRTUAL: (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

MARKET RISK

What it is

- Why we measure it

HEDGING TECHNIQUES & STRATEGIES

- How market risk occurs
- The role of ALCO
- How derivatives are used to hedge
- Why exposures remain

MEASURING FOREIGN EXCHANGE RISK

- Spot equivalency
- Strengths & weaknesses

MEASURING INTEREST RATE RISK: GAP REPORTS

- What they are
- What they show
- Pipeline risk
- Use in balance sheet management
- Strengths & weaknesses

DURATION

- Simple & modified duration
- How it is calculated
- What it shows
- How you can use it
- Use in the industry
- Strengths & weaknesses

BASIS POINT VALUE

- How it is calculated
- What it shows
- How you can use it
- Use in the industry
- Strengths & weaknesses

FUTURES EQUIVALENCY

- Interest rate futures & bond futures
- How it is calculated
- What it shows
- How you can use it
- Use in the industry
- Strengths & weaknesses

COURSE: BALANCE SHEET RISK MANAGEMENT (CONT'D)

VALUE AT RISK

- What it is
- Some of the calculations involved
- Single position VAR
- Diversified & undiversified VAR
- Variance/covariance, what it is
- Why it is used
- Strengths & weaknesses
- Importance of validation & testing
- Importance of stress testing

"NORMAL" MARKET CONDITIONS

- Why risk measures do not capture all the risks you have
- Why it is important to use a combination of measures to report risk
- Why consistency in the risk reports produced is important

LIQUIDITY RISK MANAGEMENT & BASIS RISK

- Purpose
- 0-8 day risk
- Liquid assets, quality and ratios
- Stress testing
- Diversification of funding sources
- The base rate/Libor mismatch
- Is it a benefit or cost?
- How it can be measured
- Should you hedge this risk?

BALANCE SHEET SIMULATION

- An introduction to this topic
- Modelling net interest margin over 1 year
- Selection of yield curve
- Volatility and yield curve generation to give NIM estimates

INTEREST RATE OPTIONS CAPS, FLOORS SWAPTIONS

- What they are
- How they can be used

COURSE: BASIC BANKING OPERATIONS
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

RATIONALE

The level of knowledge of banking practice and laws; the acquisition of technical competence in handling operational activities or transactions; emotional intelligence; and interpersonal skills are some of the critical requirements or qualifications of effective operations staff. This programme is specially designed to equip bank tellers and operations staff with the right skills and knowledge to perform their tasks effectively while also gaining a conceptual understanding of banking business and regulatory framework in Nigeria.

HIGH:IGHTS

- **Overview Banking Operations & Customer Relationship.**
- **Nigeria Financial System and Regulatory Compliance**
- **Introduction to Banking Products & Services**
- **Know Your Customer**
- **Classification and Documentation of Accounts**
- **Opening and conduct of accounts for all customers (Personal Accounts, Minor Accounts and Joint Accounts)**
- Payment Systems & Banking Transactions
- Funds Transfer and Clearing House Activities
- Cashless Policy and Mobile Money Initiatives
- E-Channel Products and Branchless Banking
- Cash & Teller Operations, Domestic, Treasury & Foreign Operations.

Benefits:

- Understand the Nigeria Financial System & Regulatory Compliance
- Identify and appreciate different kinds of Banking Products and services
- Understand the importance of Banker/customer Relationship
- Appreciate the concept of "know your customer";
- Understand the role of Customer service unit.
- Understand the process for opening and conduct of different types of accounts for all customers
- Understand the different payments Instruments in the Banking sector.

COURSE: BASIC BANKING OPERATIONS (Conts)

COURSE SYNOPSIS:

Introduction: Module 1

Overview Banking Operations & Customer Relationship.

Nigeria Financial System and Regulatory Compliance

Introduction to Banking Products/Services

Banker/Customer Relationship

Know Your Customer

Customer Services Unit

Module 2

Classification and Documentation of Accounts

Opening and conduct of accounts for all customers (Personal Accounts, Minor Accounts and Joint Accounts)

Government – Federal, State and Local government

Incorporated Organizations – Stockbroking, Partnership, Current Account, Sole Proprietors e.t.c.

Reasons and Procedures for Closing Accounts

Module 3
Payment Systems & Banking Transactions

- Introduction to different payments Instruments
- Payments and collection of cheques and other instruments
- Funds Transfer and Clearing House Activities
- Cashless Policy and Mobile Money Initiatives
- E-Channel Products and Branchless Banking
- Cash & Teller Operations
- Domestic Operations
- Treasury Operations

Module 4
International Trade and Foreign Operations

- Documentary Credits (Letter of Credit).
- Bills For Collections
- Guarantees
- Foreign Operations

COURSE: BASIC CREDIT ANALYSIS COURSE
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES
DATE(S): 22 – 24 JUNE, 11 – 13 NOVEMBER 2026

COURSE SYNOPSIS:

Overview

Traditionally, lenders have faced credit risk in the form of default by borrowers. To this date, credit risk remains major concern for lenders worldwide. The more they know about the creditworthiness of a potential borrower, the greater the chance they can maximize profits, increase market share, minimize risk, and reduce the financial provision that must be made for bad debt.

The ability of a bank to maintain a high-quality risk assets portfolio is very crucial to business profitability, sustainability, and the overall health of the bank. On the contrary, the lack of skills to effectively identify and manage credit risks will inevitably result in avoidable loan loss provisioning, reduced profitability, capital erosion, bank failures and sometimes take-over by regulators.

Considering the toughening business environment, thinning margins and tighter regulatory regime, lending institutions can ill-afford to lose money due to poor risk assets quality and avoidable loan loss provisioning.

The primary objective of credit risk analysis is to identify risks in lending situations, draw conclusions as to the likelihood of repayment and recommend appropriate loan structures and controls that would guarantee the safety of the banks' risk assets.

This training provides fundamental understanding of the credit risk analysis process and discusses in detail, various aspects of financial statement analysis, including ratio and cash flow analysis, among others to help in making better credit-related decisions. It also looks at various non-financial factors such as Business Plan, Industry/Sector, Top Management, etc. that could affect the creditworthiness.

COURSE: BASIC CREDIT ANALYSIS COURSE CONT'D

COURSE SYNOPSIS:

Course Outline

Overviews of Credit Analysis

- ☐ **Credit Risk**
- ☐ **Credit Analysis**
- ☐ **Seven C's**
- ☐ **Credit Analysis Process**

Lending Process

- ☐ **Credit Process**
- ☐ **Documentation**
- ☐ **Loan Pricing and Profitability Analysis**
- ☐ **Regulations.**

Financial Statement Analysis-I

- ☐ Ratio Analysis
- ☐ Liquidity Ratios
- ☐ Turnover Ratios
- ☐ Profitability Ratios
- ☐ Leverage Ratios
- ☐ Market Ratios

Legal Framework

- ☐ Covenants
- ☐ Legal proceeding in case of default

Financial Statement Analysis-II

- Elements of Cash Flow Statement
- Direct Method
- Indirect Method
- Interpreting Cash Flows

Non-Financial Analysis

- Non-financial analysis
- Economy analysis
- Industry analysis
- Business analysis

COURSE: BASIC CREDIT ANALYSIS COURSE CONT'D

COURSE SYNOPSIS:

Asset Classification and Loan Loss Provisioning

- Asset Quality
- Quantitative and Qualitative Review
- Asset Classification
- Special Mention Asset
- Loan Loss Provisioning

Borrowing Causes and Sources of Repayment

- **Operating Cycle**
- **Capital Investment Cycle**
- **Sources of Repayment**

Problem Loans

- **Asset Management Companies**
- **Securitization of NPLs**
- **Debt Restructuring**
- **Preventing Problem Loans**

Consumer Installment Lending

•Types and characteristics of consumer installment lending
•Various types of Installment loans
•Dealer Agreement, Recourse and Dealer Reserve
•Common risks faced in consumer installment lending.

Floor Plan Lending

- Characteristics of Floor Plan Lending
- Methods of Floor Plan Lending
- Risks Associated with Floor Plan Lending

Accounts Receivable and Inventory Lending

•Concept of Accounts receivable and inventory based lending
•Risks faced in Accounts Receivable and Inventory Based Lending

Participation Loan

- Concept of Loan participation
- Need for Loan participation.
- Process of Loan participation

Risks faced in Loan participation.

☐ Letter of Credit and Loan Commitments
☐ Concept of Letter of Credit (LC)
☐ Types of Letters of Credit
☐ Risks faced in Letter of Credit
☐ Loan commitments, Un-funded lines of credit and their characteristics.
☐ Potential credit risk in loan commitments and un-funded lines of credit.

COURSE: BASEL III, IV, & ENTERPRISE RISK MANAGEMENT
COURSE FEE: ONLINE: (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Webinar 1
Session 1: Introduction – The Basel Agreements
- The reason for regulation
- The journey from Basel 1-Basel III improving risk & asset management
- Aligning regulation and economic realities
- The technical challenges from a bank/regulators' point of view
- How much capital is sufficient capital?
- The 3-pillar regulatory structure
- The impact of COVID – so far
- GSIB's
- IFRS9

Session 2: Determining How Much Capital - Internal Capital Adequacy Assessment Process (ICAAP)
- The key principles
- Identifying risks and allocating risk capital
- Pilllar One & Pillar Two risks
- Challenge and independent review
- Capital buffers – optional and mandatory
- Regulatory versus economic capital
- Arriving at the agreed CAR Practical Example/Case study

Webinar 2
Session 3: Enterprise Risk Management
- What is ERM and what are its challenges
- Why do we need to use it as a risk tool?
- Key measures of risk (including VAR)
- Defining risk, measurement, getting reliable data, confidence level and time frame
- Chosen measurement approaches, tracking error, duration etc. Complexity, collecting and transforming inputs from disparate sources.
- The responsibilities of the risk management function
- Practical Example/Case study

Session 4: Basel in more depth
- Fixing what went wrong
- An overview of the new requirements
- Going concern versus gone concern capital
- CoCo's – additional capital
- Capital buffers
    - Capital conservation buffer
    - Countercyclical buffer
- CAR, RWA's and the Leverage Ratio
- Counterparty credit risk
- Liquidity risk – much greater focus

Webinar 3
Session 5: How Does Basel Impact Banks?
- Stronger balance sheet
- Much better liquidity
- More conservative risk management
- Lower profits
- Less growth potential

COURSE: BASEL II, III, & ENTERPRISE RISK MANAGEMENT (*CONT'D)*

New imperatives

- De-risking
- Moving towards fee income
- Pressure on margins
- Pressure on costs – particularly in compliance

- Effective strategic capital management now essential
- Practical Example/Case study

Session 6: Basel & Liquidity

- The ILAAP
- Liquidity Buffers
- Liquidity Coverage Ratio
- Net Stable Funding Ratio
- Required Stable Funding
- Relationship between capital and liquidity
- Liquidity Stress Testing
- Practical Example/Case study

Webinar 4

Session 7: Basel & Credit Risk

- The three options for calculating credit risk.
- Standardised, Foundation IRB, Advanced IRB.
- Understanding PD, EAD & LGD Revised

- Standardised approach
- Overview of Standardised Approach details
- RORAC – a practical example
- Practical Example/Case study

Session 8: Leverage

- Leverage Ratio
- CAR versus Leverage Ratio Reducing Leverage
- ALM Management
- Practical Example/Case study

Webinar 5

Session 9: Market Risk.

- Definition
- VAR models
- New Formulae
- Internal models - high level
- Approval required from supervisory authority
- Financial models based on global expected shortfalls, default risk charges and stressed capital add-on
- Practical Example/Case study

Webinar 6

Session 10: Operational Risk

- Definition
- Losses from inadequate or failed internal processes, people and systems or from external events
- Three conventional methods of calculation
- Heat Maps - Likelihood/Impact
- Revised calculation/process
- Revised standardised approach Based on Business Indicator (BI), marginal coefficient and scaling factor
- Practical Example/Case study

Session 11: Moving Forward – What Changes are Likely?

- COVID driven
- The move towards simplicity
- GSIBS & DSIBS Less reliance on modelling
- More disclosure
- More Bail-in measures
- Continued stress test and scenario modelling

COURSE: **BONDS AND FIXED INCOME SECURITIES_ANALYSIS AND VALUATION COURSE**
COURSE FEE: **FACE-TO-FACE: N695,500.00 | VIRTUAL: N595,500.00 (EXCL. OF ALL TAXES)**
DATE(S): **13 - 15 MAY; 12 – 14 AUGUST, 2026**

COURSE SYNOPSIS:

Workshop overview:

This training would provide market participants with practical understanding of fixed-income products in financial markets.

At the end of the program delegates will have a thorough understanding of:

- Basic features of bonds
- Valuation of Bonds and treasury bills
- Repo transactions
- Interest Rate risk and its management
- Credit risk
- Basics of Asset and Liability Management for a bank

Day One

1. Describe the basic features of fixed-income security.
   a. The issuer of the bond.
   b. The maturity date of the bond.
   c. The par value (principal value to be repaid).
   d. Coupon rate and frequency.
   e. Currency in which payments will be made.
2. Describe how the cash flows of fixed-income securities are structured.
   a. Bullet
   b. Full Amortization
   c. Partial Amortization
   d. Sinking Fund Provision
3. Describe the explanation of contingency provisions
   a. Call Option
   b. Put Option
   c. Option free Bond
   d. Convertible Bond

COURSE: BONDS AND FIXED INCOME SECURITIES COURSE (*CONT'D)*

Day Two

1. Describe Money Market Instruments
   a. T-bills
   b. Commercial papers
   c. Calculate the PV of T-bills
   d. PV and loss on a T-bill transaction
2. Describe a repo transaction
   a. Repo rate
   b. Repo Margin

Day Three

1. Valuation of Bonds
   a. Source of return on a bond
   b. Bond calculator
   c. Total return on investment in bonds
   d. Relationship Between Bond price and yield
   e. Clean Price, Accrued interest and dirty price
   f. Matrix Pricing
2. Yield Curve
   a. Describe yield curve
   b. Different types of yield curves and their interpretation
   c. Theories of interest rate

Day Four

1. Risk of investment in fixed income products
   a. Define and explain modified duration
   b. Calculate and interpret portfolio duration
   c. Explain how coupon, yield and TTM affect interest rate risk
   d. Explain PV_{01}
2. Basic Economics
   a. Monetary policy
   b. Fiscal policy
   c. Relations between politics and the economy
3. Credit Analysis
   a. Define and explain credit risk
   b. Explain seniority ranking of corporate bonds
   c. Explain credit score
   d. Explain the 4Cs of Credit Analysis
   e. Calculate and interpret financial ratios in credit analysis
   f. Describe and analyse high yields investment

COURSE: BONDS AND FIXED INCOME SECURITIES COURSE (*CONT'D)*

4. Define Fixed income portfolio Mandates
   a. Liability Based Mandates-
      i. Cash flow matching
      ii. Duration matching
      iii. Contingent Immunization
      iv. Horizonal Matching
   b. Total Return Mandate
      i. Pure Indexing
      ii. Enhanced Indexing
      iii. Active management

Who should attend?

The course will be extremely valuable to the following people:

- Dealers in all bank dealing rooms
- Middle Office staff
- Risk Managers
- Compliance Officers
- Internal & External Audit

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COURSE: CREDIT MANAGEMENT AND DEBT RESTRUCTURING
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 24 -25 JUNE 2026

COURSE SYNOPSIS:

Overview
Credit management refers to the process of managing and controlling an organization's credit policies and practices to ensure that it extends credit to customers who are likely to pay and minimizes the risk of non-payment or default. Effective credit management is crucial for the financial health and stability of businesses, particularly in industries where transactions often involve deferred payment terms.

Debt restructuring is an event in which a debtor is in financial difficulty and a creditor grants a concession to the debtor in accordance with a mutual agreement or court judgment. Under the old standard, 'debt restructuring' included all arrangements that resulted in modifications of the terms of a debt obligation. The new standard requires the assets or equity interests received or surrendered by the debtor or the creditor are to be measured at fair value. The resulting gains or losses shall be recognized in profit or loss. Under the old standard fair value was not used and debt restructuring gains and losses were transferred to the capital reserve.

This comprehensive training program is designed to equip your staff with the knowledge and skills necessary to effectively manage consumer credit and navigate debt restructuring situations. In today's economic climate, a growing number of borrowers face financial challenges. By providing your team with the expertise to handle these situations, the Bank can Enhance customer relationships through proactive support, improve loan portfolio performance by minimizing delinquencies and defaults,
reduce collection costs and streamline processes for debt restructuring and strengthen your reputation for responsible lending practices.

Highlights:

- Understand the principles of effective credit management and risk assessment.
- Identify early warning signs of potential borrower delinquency.
- Develop communication skills for discussing financial hardship with empathy and professionalism.
- Analyze different debt restructuring options and their suitability for various situations.
- Navigate the legal and regulatory framework surrounding debt restructuring.
- Utilize technology tools and internal resources to streamline debt restructuring processes..

COURSE: CREDIT MANAGEMENT AND DEBT RESTRUCTURING CONT'D

COURSE SYNOPSIS:

Course Outline

Introduction to Credit Management and Risk Assessment.

- Credit Risk Fundamentals and Early Warning Signs
- Analyzing Financial Statements and Credit Reports for Risk Assessment
- Importance of Customer Communication and Building Rapport

Understanding Financial Hardship and Debt Restructuring Options.

- Identifying Common Causes of Borrower Financial Difficulty
- Exploring Debt Restructuring Options (loan modifications, forbearance, etc.)
- Matching Debt Restructuring Solutions to Borrower Needs and Risk Profiles

Communication Strategies for Difficult Financial Conversations

- Effective Communication Techniques for Discussing Delinquency and Hardship
- Building Empathy and Maintaining Customer Relationships During Challenging Times
- Negotiation Techniques for Reaching Mutually Beneficial Restructuring Agreements.

Legal and Regulatory Considerations in Debt Restructuring

- Relevant Regulations and Consumer Protection Laws
- Fair Lending Practices and Compliance Considerations in Restructuring
- Documentation Requirements for Debt Restructuring Agreements.

Technology Tools and Internal Resources for Efficient Debt Restructuring

- Utilizing Loan Management Systems (LMS) for Restructuring Processes
- Leveraging Internal Resources and Collaboration Between Departments
- Streamlining Documentation and Approval Procedures ..

COURSE: COMMERCIAL CREDIT ANALYSIS
COURSE FEE: FACE-TO-FACE: N525,500.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 15 -16 JUNE 2026

COURSE SYNOPSIS:

Overview
Commercial credit analysis is the process lenders use to assess the likelihood of a business borrower repaying a loan. It's essentially an evaluation of a business's creditworthiness. Unlike consumers who have credit scores, businesses rely on a more in-depth analysis to determine their borrowing capability.

Comprehensive Commercial Credit Training is Structured to provide bankers with a complete set of analytical skills necessary to evaluate business lending opportunities, Commercial Credit Analysis presents sound techniques for the analysis of each financial statement. The course also focuses on business, industry and management risk and, using a case study approach, encourages learners to look beyond the financial ratios to evaluate overall credit risk.

Highlights:
- Understand the core principles of commercial credit analysis.
- Apply the "5 Cs of Credit" framework to assess borrower creditworthiness.
- Analyze financial statements to evaluate a company's financial health.
- Utilize financial ratios to assess profitability, liquidity, solvency, and activity.
- Develop loan proposals with credit risk mitigation strategies.

Course Outline
Introduction to Commercial Credit Analysis
- Overview of commercial lending and credit analysis process.
- Understanding the role of a commercial credit analyst.
- Regulatory considerations in commercial lending.

The 5 Cs of Credit
- Character: Evaluating the borrower's reputation, integrity, and management experience.
- Capacity: Assessing the borrower's ability to repay the loan, focusing on cash flow generation and debt service coverage.
- Capital: Analyzing the borrower's financial strength, including equity and capitalization ratios.
- Conditions: Evaluating the economic environment and industry trends impacting the borrower's business.
- Collateral: Understanding the role of collateral in securing the loan and its valuation methods.

Qualitative Company Analysis
- Business and industry risk
- Evaluating management

COURSE: COMMERCIAL CREDIT ANALYSIS CONTD

COURSE SYNOPSIS:

Course Outline
Financial Statement Analysis

- Introduction to financial statements (Income Statement, Balance Sheet, Cash Flow Statement).
- Analyzing profitability metrics (gross profit margin, net profit margin, return on equity).
- Assessing liquidity ratios (current ratio, quick ratio).
- Evaluating solvency ratios (debt-to-equity ratio, times interest earned ratio).
- Understanding activity ratios (inventory turnover ratio, receivables turnover ratio).

Loan Proposal Development and Credit Risk Management.

- Structuring a loan proposal based on credit analysis findings.
- Developing loan covenants and conditions to mitigate risk.
- Understanding different loan pricing models.
- Strategies for loan monitoring and portfolio management.

Case Studies and Best Practices

- Analyze real-world commercial loan scenarios.
- Apply credit analysis tools and techniques to case studies.
- Discuss best practices for commercial credit analysis and decision-making.

COURSE: CONTEMPORARY TREASURY
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE: DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Inside the Treasury:
Find out why banks have treasuries, how treasuries make money and what people do.

- What a Treasury does
- Main job functions
- Responsibilities

Key Terms
Learn what the following terms refer to:

- Long/short
- Spot / forward
- Cash/derivative
- Libid /Libor
- Yield curves
- Present value
- Money markets/Capital markets
- Primary/secondary market
- Over-the-counter
- Exchange traded
- Arbitrage
- Hedging
- Proprietary risk

Money markets
You will see how the following products work and how they are used by dealers to manage short term liquidity.

- Loans and deposits
- Certificates of deposit
- Commercial paper, (CP)
- Asset backed CP
- Treasury bills
- Floating rate notes

Repurchase Agreements: Repo is used to borrow collateral and to secure deposits. You will find out about how the trade works and the terms used including:

- Classic repo
- Repo rate
- GC & special
- Haircuts
- Use by traders & investors

Forward Rate Agreements: FRAs are used to hedge short term interest rates. You will find out about forward rates, why they are important and how FRAs manage risk.

- Product mechanics
- Settlement
- Use in hedging/trading

Interest rate futures: See how the contracts work and how they are used by dealers.

- Contract specifications
- Pricing
- Product usage

COURSE: CONTEMPORARY TREASURY (*CONT'D)*

Foreign exchange: FX markets are used for trading, hedging and arbitrage. You will see how banks and customers do this and will learn about the following.

- Spot exchange rates
- Interest rate differentials
- Outright forwards
- Forward points
- FX Swaps

Bonds

These are used for the management of long term assets and liabilities. You will learn about:

- Issuers & investors
- Fixed income securities
- Market conventions
- How a new issue is done

- **Interest rate risk**

Interest rate risks are measured using different techniques. You will find out how they work and the advantages & disadvantages of each including:

- Duration
- Basis Point Value
- Value at risk

Interest rate swaps

Interest rate swaps are used to hedge and trade interest rate risk.

You will cover:

- How they are priced
- Spot, forward and amortising structures
- How they are valued
- How they are used in asset swaps and hedging liabilities

Currency swap structures

Currency swaps are used to convert assets and liabilities from one currency to another. You will find out how dealers use currency swaps, how they are valued and the problems with basis swaps.

COURSE: CONTEMPORARY TREASURY (*CONT'D)*

Valuation methodologies & limit structures

Find out how different trades are valued and the importance of having appropriate limits in place.

- How do we value derivatives
- Market price
- Derived price
- Importance of independent valuation
- What a limit is
- How limits are designed
- Purpose of limits
- Observing & reporting limits

Operational Risks

Operational risk is not new. It has existed since banks started trading. Ignoring operational risks can lead to serious problems. You will find out how and why banks have experienced major losses through operational risk and the lessons that can be learnt from these mistakes

Interest rate options

You will learn about caps, floors and swaptions. What they are, how the prices work, what makes their prices change and how dealers use these instruments in structuring trades

Credit Markets

Credit default swaps, (CDS), are the building block for this rapidly growing market. You will find out how a CDS works, what the price shows, what happens when there is a credit event and what banks do with these products.

Collateral Management

Collateralisation is all about credit risk management for OTC derivatives. You will learn why this is important, find out how it works, and understand the key terms used.

COURSE: CONTEMPORARY TREASURY OPERATIONS MANAGEMENT COURSE
COURSE FEE: VIRTUAL: N295,770.00 (EXCL. OF ALL TAXES)
DATE: 27 - 28 MARCH, 21 -22 AUGUST 2026

COURSE SYNOPSIS:

Treasury Operations
Clearing & Settlement
Standard Settlement Instruction
Vostro and Nostro Accounts
SWIFT Messages
Payment System-RTGS, Fedwire, CHIPS etc.
Settlement Systems – Depo X, clearsteam etc.
Netting
Securities Depositories, Settlement Methods-DVP, FOP etc.
Settlement Related Risks
Straight Through Processing
Regulatory Compliance
Key Regulations & Guidelines for Treasury
Control Activities
Segregation of Duties
Authorisation Control
Deal Input/Capture
Deals Verification, Approval & Confirmation
Deals Matching
Deals Amendment & Cancellation
Proofs & Reconciliation
Information Security
Physical Access Control

Role of Dealers
Role of Middle Office
Role of Back Office
Structure of Treasury
Process Overview
Swift Messages

Money Market Products – Features & Accounting
Introduction
Interest Bearing Instruments
Call Deposit
Time Deposit
Certificate of Deposit
Accounting for Interest Bearing Instruments
Discount Instruments
Bankers Acceptance
Commercial Paper
Treasury Bills
Accounting for Discounted Instrument
Mark-to-Market Concept
Repurchase Agreement
Introduction
Haircut
Classic Repo Structure
Sale & Buy-Back Structure
Accounting for Repo

COURSE: CONTEMPORARY TREASURY OPERATIONS MANAGEMENT COURSE *(CONT'D)*

Fixed Income – Features & Accounting
Introduction
Features & Types of Bond
Bond Valuation
Amortisation of Premium & Discount Bonds
Accounting for Bonds

Foreign Exchange – Features & Accounting
Introduction
The CBN FX Market
Value Date, Position & Cash Flow
FX Spot - Bases & Crosses
Accounting for FX

Treasury System and Data Management
Key Systems for Treasury Franchise – Front, Back & Middle Offices
Data Management Principles

Accounting and Financial Reporting
Accounting entries for transactions

Reconciliation and Operations Control
Cash Reconciliation and GL proofs
Security Reconciliation
Investigations and Escalations in Reconciliation
Controls and Operational Due Diligence
Audit and Supervision of Banks

COURSE: CURRENCY, INTEREST RISK AND PRICES RISK HEDGING
COURSE FEE: VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Course Description

This course has been designed to provide you with an in-depth and hands-on understanding of the market risk hedging strategies, hedge accounting frameworks under IFRS 9 & USGAAP (ASC 815) as well as the GAAP differences. This course covers the most frequently used hedging strategies and addresses most of the challenging issues which finance, and treasury professionals face today. This course will also cover the new hedge accounting framework under USGAAP (#ASC815) & #IFRS9.

Course Agenda

Day 1

Introduction

- Understanding of the global economic scenarios
- Market risks
- Tail risk
- Discontinuation of IBOR
- Hedging Strategies

Hedge Qualifying Criteria and documentation

- Risk management strategy and risk management objectives
- Changes in internal risk management objectives
- Challenges and opportunities

Case Studies

Hedging instruments

- Hedging instruments under IFRS 9
- Enhanced scope of instruments
- Derivatives or a proportion of them
- Non-derivative or a portion of them
- How to benefit from changes
- Case studies and Practical challenges

Types of Hedges

- Cash flow hedges
- Fair value hedges
- Net investment hedges
- Accounting of hedges
- Accounting of time value options
- Accounting for the forward element of forward contracts

COURSE: CURRENCY, INTEREST RISK AND PRICES RISK HEDGING(*CONT'D)*

- Impact on current period earnings
- Hedges of a group of items
- Designation of a component of a nominal amount
- Nil net position

Examples with accounting entries

Day 2

Hedging transaction

- Covering financial and non-financial instruments and risk exposures
- Examples and group case studies

Foreign exchange risk

- Hedging a highly probable foreign sale transaction with a forward contract
- Hedging foreign sale with a structured collar

Hedging interest rate risk

- Hedging floating/fixed interest rate risks with interest rate swap
- Hedging floating/fixed rate risk with a structured collar/zero-cost collar
- Practical issues to consider

Hedging foreign subsidiary

- Net investment hedge using a forward contract
- Net investment hedge using a cross-currency swap
- Net investment hedge using foreign currency debt
- Hedging dividend from a foreign intragroup entity
- Practical challenges

Hedging foreign currency debt instruments

- Hedging floating rate foreign currency debt with a CCIRS
- Hedging fixed-rate foreign currency debt with a CCIRS
- Issue of basis spread and solutions
- Issues to consider

COURSE: CURRENCY, INTEREST RISK AND PRICES RISK HEDGING(*CONT'D)*

Hedging Commodity risk

• IAS 39 vs IFRS 9 frameworks
• Hedging firm commitment of a commodity with a forward contract
• Hedging a highly probable forecasted transaction with a forward contract
• Hedging inventory with a Future
• Examples and case studies

Disclosures and transition

- New disclosure and presentation requirements under IFRS 7
- Unresolved issues
- Latest update and developments
- Effective date and transition
- Planning and impact assessment

COURSE: DERIVATIVES, EMBEDDED DERIVATIVES AND HEDGING OF MARKET RISKS
COURSE FEE: Virtual: N420,500.00 (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Course Description

This course has been designed to provide you with an in-depth and hands-on understanding of the market risks, hedging strategies, and hedge accounting framework under IFRS. This course covers the most frequently used hedging strategies and addresses the most challenging issues which finance, and treasury professionals face today.

This course will also cover the new hedge accounting framework under IFRS 9.

Course Agenda

Day 1

- Introduction
- Scope of hedge accounting under IAS 39 / IFRS 9
- Recognition and Classification of financial instruments
- Definition of a derivative
- Structured derivative
- Derivatives in the emerging markets
- Embedded derivatives
- Derivative instruments and Practical challenges
  - Fx Forwards
  - Interest rate swaps
  - Cross-currency swaps
  - Standard Vanilla options
- Bifurcation criteria for financial assets and financial liabilities
- Bifurcation criteria for non-financial instruments

Examples and case studies

Hedge Qualifying Criteria and Documentation

- Risk management strategy and risk management objectives
- Changes in internal risk management objectives
- Challenges and opportunities
- Case Studies

Hedging instruments

- Hedging instruments under IFRS 9
- Enhanced scope of instruments
- Derivatives or a proportion of them
- Non-derivative or a portion of them
- How to benefit from changes
- Case studies and Practical challenges

COURSE: DERIVATIVES, EMBEDDED DERIVATIVES AND HEDGING OF MARKET RISKS (*CONT'D)*

Types of Hedges

- Cash flow hedges
- Fair Value hedges
- Net investment hedges
- Accounting of hedges
- Accounting of time value options
- Accounting for the forward element of forward contracts
- Impact on current period earnings
- Hedges of a group of items
- Designation of a component of a nominal amount
- Nil net position"

Examples with accounting entries

Day 2

Hedging transaction

- Covering financial and non-financial instruments and risk exposures
- Examples and group case studies
- Foreign exchange risk
- Hedging a highly probable foreign sale transaction with a forward contract
- Hedging foreign sale with a structured collar

Hedging interest rate risk

- Hedging floating/fixed interest rate risks with interest rate swap
- Hedging floating/fixed rate risk with a structured collar/zero-cost collar
- Practical issues to consider

Hedging foreign subsidiary

- Net investment hedge using a forward contract
- Net investment hedge using a cross-currency swap
- Net investment hedge using foreign currency debt
- Hedging dividend from a foreign intragroup entity
- Practical challenges
- **Hedging foreign currency debt instruments**
- Hedging floating rate foreign currency debt with a CCIRS
- Hedging fixed-rate foreign currency debt with a CCIRS
- Issue of basis spread and solutions
- Issues to consider

COURSE: DERIVATIVES, EMBEDDED DERIVATIVES AND HEDGING OF MARKET RISKS (*CONT'D)*

Hedging Commodity risk

- IAS 39 vs IFRS 9 frameworks
- Hedging firm commitment of a commodity with a forward contract
- Hedging a highly probable forecasted transaction with a forward contract
- Hedging inventory with a Future
- Examples and case studies

Day 3

Hedge effectiveness testing

- Qualitative criteria
- Quantitative criteria
- Use of Dollar offset method
- Use of Regression method
- Examples and effectiveness simulation exercise

How to rebalance a hedge

- Effectiveness assessment and rebalancing
- Proposed criteria under IFRS 9
- Examples and Case studies
- Challenges and managing existing hedges
- Discontinuation of hedges that cannot be rebalanced

Hedging Credit risk

- Existing credit risk hedging methodologies
- Option to designate a credit exposure as measured at fair value through profit or loss
- Credit risk hedging under IFRS 9
- Examples and case studies

Disclosures and transition

- New disclosure and presentation requirements under IFRS 7
- Unresolved issues
- Latest update and developments
- Effective date and transition
- Planning and impact assessment

COURSE: **EMERGING TRENDS AND SOLUTIONS IN AML/CFT COMPLIANCE COURSE**
COURSE FEE: **FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)**
DATE: **18 - 19 MARCH, 22 - 23 OCTOBER 2026**

COURSE SYNOPSIS:

This course is aimed at equipping participants with the right knowledge on how they can protect their Institutions/Organisations from sanctions, infractions and increase the bottom line.

The Participants will among other things:

- Learn about emerging matters in AML and CFT landscape and regulatory updates at both local and international levels,
- The complexities in financial crime compliance,
- The three lines of defense model for a compliance officer,
- The compliance risk assessment and how this risk can be mitigated.
- How customer transactions can be monitored and issues related to it and its solutions with some case studies and how to relate all the knowledge learnt to their job functions.

- How customer transactions can be monitored and issues related to it and its solutions with some case studies and how to relate all the knowledge learnt to their job functions.

- Trade-based money laundering,
- Regulatory guidance and trends,
- Covid-19 and financial crimes,
- Challenges faced by financial institutions
- key aspect of financial crime operating model,
- The need for compliance officer to report and have senior management buy in to obtain appropriate resources
- The second line function as a key component of a compliance culture

- Trade-based money laundering,
- Regulatory guidance and trends,
- Covid-19 and financial crimes,
- challenges faced by financial institutions
- key aspect of financial crime operating model,

COURSE: EMERGING TRENDS AND SOLUTIONS IN AML/CFT COMPLIANCE COURSE (*CONT'D*)

- The need for a compliance officer to report and have senior management buy in to obtain appropriate resources
- The second line function as a key component of a compliance culture.
- The virtue currency and how criminals can misuse virtual assets with emphasis on darknet market activities

The following delegates will find the workshop beneficial:

- Treasurers
- Regulators
- Corporate Dealers
- Relationship Managers
- Internal Auditors
- Settlement Officers

COURSE: EMOTIONAL INTELLIGENCE COURSE
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 8 - 9 JULY 2026

COURSE SYNOPSIS:

Overview

Emotional intelligence describes ability, capacity, skill, or self-perceived ability to identify, assess, and manage the emotions of one's self, of others, and of groups.

By developing their emotional intelligence individuals can become more productive and successful at what they do, and help others become more productive and successful too.

Emotional intelligence accounts for nearly 90 percent of what sets high performers apart from peers with similar technical skills and knowledge.

The goal of the course is to help organizations increase their sales, workplace mental health, and reduce stress, by understanding, developing and applying emotional intelligence!

The concept of Emotional Intelligence became popularized in 1995 when Daniel Goleman wrote a book titled 'Emotional Intelligence: Why It Can Matter More Than IQ'. Since then, organizations have attempted to apply EI principles to improve organizational outcomes.

We look at how emotional intelligence can increase job performance and leadership ability, and offer practical advice and tips on how to develop and use it.

Course Objectives:

Upon completing this Emotional Intelligence Training Certification for Leaders and Managers successfully, participants will be able to:

- Understand their emotions and know how to control it in any situation.
- Understand how to use a self-development plan as a strategic training tool.
- Learn how to improve the ways in which you manage yourself and your team.
- Understand the significance of intrapersonal and interpersonal skills in good leadership.
- Use the techniques and concepts in the workplace.
- Create a long-lasting impact.
- Motivate yourself and others.
- Take the right decision without being emotionally biased.
- Communicate effectively verbally and non-verbally.

COURSE: EMOTIONAL INTELLIGENCE COURSE (*CONT'D)*

Course Contents

MODULE 1: Introduction to Emotional Intelligence

- What is Emotional Intelligence?
- Effects of Emotions in our life
- Why is Emotional Intelligence needed?
- Benefits of Emotional Intelligence at a workplace

MODULE 2: Five Pillars of Emotional Intelligence

- Self-Awareness
- Self-Regulation
- Motivation
- Empathy
- Social Skills

MODULE 3: First Pillar- Self Awareness

- Know Yourself
- Second side of a coin
- You are the best judge
- SWOT analysis

MODULE 4: Second Pillar- Self Regulation

- Science of Emotions and how it works
- Understanding Emotions
- Self-Control
- Managing Emotions
- Meditation and other techniques

MODULE 5: Third Pillar- Motivation

- Self-Motivation
- Understanding Optimism
- Understanding Pessimism
- How to motivate others as a leader?

MODULE 6: Fourth Pillar- Empathy

- Empathy Vs Sympathy
- Importance of Empathy as a Leader
- Developing your Empathy
- Developing Empathy in a team

COURSE: EMOTIONAL INTELLIGENCE COURSE (*CONT'D)*

Course Contents

MODULE 7: Fifth Pillar- Social Skills
- What are social skills?
- Making a powerful impact
- Stop being judgmental.
- Art of giving feedback

MODULE 8: Verbal and Non-Verbal Communication
- Listen to Understand
- Listening to unstated needs
- Asking discovery questions
- Body Language
- How to Say a NO?

MODULE 9: Workplace Management and Responsibility
- How do you manage your emotions in the workplace?
- Understanding team members
- Role of Emotional Intelligence at work
- Managing your instant reaction
- Be a host

MODULE 10: Time to Implement
- Tips on being an emotionally intelligent Leader
- Case Studies
- Create your story
- You are Emotionally Intelligent Now

COURSE: ETHICS & COMPLIANCE TRAINING
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE(S): 15 – 16 APRIL, 9 – 10 SEPTEMBER 2026

COURSE SYNOPSIS:

Day 1

- Introduction to the Code of Business Conduct and Ethics
- Obeying the Law, Rules and Regulations
- Benefits of Maintaining an Ethical Code of Conduct
- Cost of Not Living By an Ethical Code of Conduct
- Unethical behaviour and Its Potential Negative Effects
- Ethics and Effective Decision Making
- Your Relationships at the Company
  - Conflicts of Interest
  - Insider Trading
  - Confidential Information
  - Corporate Opportunities
  - Payments to Agencies/Consultants
- Handling Company Resources

- Record keeping & Retention
- Competition and Fair Dealing
  - Antitrust
  - Ethical Conduct
  - Gifts
- Violations and Disclosure
- Whistleblowing
- Internal Controls

Day 2:

- Confidentiality
- Protection and Proper Use of Company Assets
- Responsibilities Regarding proprietary information
- Anti-Bribery and Anti-Corruption

COURSE: ETHICS & COMPLIANCE TRAINING (*CONT'D)*

- Data Privacy & Data Protection
- The Work Environment Health and Safety
  - Discrimination and Harassment
- Enforcing the Code of Business Conduct and Ethics
  - Reporting any Illegal or Unethical Behavior/No Retaliation
  - Compliance Procedures

Who should attend?

The course will be extremely valuable to the following people:

- Dealers in all bank dealing rooms
- Middle Office staff
- Risk Managers
- Compliance Officers
- Internal & External Audit
- Legal

COURSE: ETHICS & FINANCIAL MARKETS
COURSE FEE: FACE-TO-FACE: N695,500.00 | VIRTUAL: N595,500.00 (EXCL. OF ALL TAXES)
DATE(S): 22 – 24 APRIL, 17 – 19 JUNE 2026

COURSE SYNOPSIS:

Day 1

- Introduction to the Course
- Ethical theories and principles
- Overview of Ethics & Professional Standards
- Case Studies on Professional Standards & Ethics

Day 2

- Understanding the role of ethics in finance
- Understanding Professional Integrity & Confidentiality
- Implementing Code of Practices

Day 3

- Understanding Professional Liability & Conflict of Interest
- Understanding the Duties and Responsibilities of Financial Market Professionals
- Practical Exercises and Discussion on Professional Standards & Ethics

COURSE: FINANCIAL DERIVATIVES: PRICING, HEDGING AND MARKET APPLICATIONS
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 16 – 17 APRIL , 12 – 13 NOVEMBER 2026

COURSE OUTLINE:

1: Basics of Financial Derivatives

- Definition, characteristics and classification of financial derivatives
- The economic role of derivatives in modern financial markets
- Advantages and risks associated with derivative use

2: Types of Derivative Instruments

- Overview and comparison of major derivative contracts:
  - Futures: Standardized exchange-traded instruments
  - Forwards: Customized OTC contracts
  - Options: Rights without obligations (calls and puts)
  - Swaps: Interest rate and currency-based structures
- Practical illustrations: Derivative examples from equities, FX and fixed income

3: Mechanics of Derivatives Markets

- Exchange-Traded vs. Over-the-Counter (OTC) derivatives
- Clearing, settlement and margin requirements
- Market participants:
  - Hedgers: mitigating financial risk
  - Speculators: profit-seeking positions
  - Arbitrageurs: exploiting price inefficiencies
  - Market makers and brokers: liquidity provision and intermediation

Case study: Understanding derivatives trading flow in emerging markets

4: Derivative Pricing Models and Valuation

- Principles of derivative pricing: spot-forward parity and cost-of-carry
- Pricing of forwards and futures contracts
- Overview of swap valuation (fixed vs. floating rate legs)
- Option Pricing Models:
  - Introduction to the Black-Scholes-Merton Model
  - Key pricing determinants: spot price, strike, volatility, time and rates
- Practical application: computing option payoffs and sensitivities

COURSE: FINANCE FOR NON FINANCE PROFESSIONALS (CONT'D)

COURSE OUTLINE:

5: Risk Management and Trading Strategies

- Hedging strategies: managing interest rate, currency and commodity exposure
- Speculative strategies: leveraging derivatives for alpha generation
- Understanding leverage, margin and risk of loss
- Case study: Real-world examples of successful and failed hedging

6: Derivatives in Portfolio Management

- Strategic use of derivatives in asset allocation
- Portfolio insurance and risk-adjusted return optimization
- Synthetic replication and cash flow management
- Performance attribution for derivative-enhanced portfolios

7: Regulatory Framework and Compliance

- Overview of global and local derivative market regulations (Basel III, EMIR, IOSCO)
- Risk management and reporting requirements for derivative positions
- Governance, disclosure and ethical considerations
- Compliance best practices in institutional settings

COURSE: FINANCE FOR NON FINANCE PROFESSIONALS
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 20 – 21 MAY, 10 – 11 SEPTEMBER 2026

COURSE SYNOPSIS:

Overview

Financial knowledge and skills are fundamental to any managerial position. From understanding financial statements to analyzing them, from cost impacts to variance analysis, from decision making to budgeting, this training course gives hands-on practical experience to non-financial managers to understand the concepts and techniques to help them in key decision-making areas, which in turn gives impetus to the bottom line of the business.

Financial information can give a clear picture of incidences that have happened, and a sound basis for forecasting future events. It can also display whether activities are cost-effective, whether objectives and targets have been met, and can be used to gauge and measure comparative performance and profitability.

Course Outline

- Overview of Finance
  - Definition and importance of finance
  - Role of finance in business

- Basic Accounting Concepts
  - The Accounting Process
  - Cash Vs. Mercantile Accounting
  - Accrual Concept
  - Stock Valuation – FIFO Vs. LIFO
  - Types of Accounting
  - Revenue Recognition
  - Cap-ex. vs. Op-ex.
  - Understanding of Depreciation/Amortization
  - Tangible vs. Intangible vs. Capital W-I-P
  - Current vs. Non-current

COURSE: FINANCE FOR NON FINANCE PROFESSIONALS (CONT'D)

COURSE SYNOPSIS:

Course Outline

- **Introduction to Financial Statements**
  - o Profit & Loss Account
  - o Balance Sheet
  - o Cash Flow Statement
  - o Notes to Accounts
- **Financial Statement Analysis**
  - o P&L Statement Analysis
  - o Balance Sheet Analysis
  - o Funds Flow Analysis
  - o Ratio Analysis
  - o Trend Analysis
  - o Common Size Analysis
- **Working Capital Management**
  - - Concept of Working Capital
  - - Managing Inventory and Trade Receivables
  - - Managing Trade Payables
  - - Budgeting and Working Capital Management

- **Capital Budgeting**
  - o Capital Expenditure Evaluation
  - o NPV Technique
  - o IRR Technique
  - o Pay Back Method
  - o Risk Analysis
- **Cost Management and Costing Techniques**
  - o Cost Concepts
  - o Various Costing Methods
  - o Breakeven Analysis
  - o Costing Vs. Budgeting
  - o Strategic cost management
- **Revenue Management**
  - o Revenue Recognition and possible revenue leakages
  - o Revenue Vs. Trade Receivables
  - o Revenue Vs. Trade Payables
  - o Revenue Vs. Foreign Exchange Management
- **Introduction to IFRS**
  - o Introduction to the concept of Accounting Standards
  - o Generally applicable IFRS
  - o Discussion on Specific IFRS

COURSE: FINANCIAL PRODUCTS, MARKETS & RISK COURSE
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 23 - 24 APRIL, 27 -28 AUGUST 2026

COURSE SYNOPSIS:

INSIDE THE TREASURY

The Role of the Treasury

- The current competitive environment: getting harder to cover costs
- Key jobs & functions

An introduction to terminology

- Yield curves
- Capital markets/money markets
- Libid / Libor
- Present value
- Long/short
- Accrual
- Mark-to-market
- Trading book/banking book
- Duration/basis point value
- Arbitrage
- Risk arbitrage
- Primary/secondary market
- Over -the-counter
- Exchange traded
- Hedging
- Spread differentials

MONEY MARKETS & FOREIGN EXCHANGE

Financial mathematics & products

- Discount factors, present/future value
- Construction of the zero coupon model
- Yield curves and market conventions
- Swap spreads/government debt market

How CDS are used

- Institutions that use CDS
- Funded/unfunded exposures
- Simple trading strategies
- Risk transfer for structured transactions

Inflation Swaps

- What inflation is and how we measure it
- How an inflation swap works
- What inflation swaps are used for
- Operational issues associated with inflation swaps

Role of operations

- Trade lifecycle
- Trade capture
- Automation & straight through processing
- Core processes and effect on business segregation

COURSE: FINANCIAL PRODUCTS, MARKETS & RISK COURSE *(CONT'D)*

Accuracy & Enrichment
- Importance
- Manual & automated errors
- How errors affect core processes & corrupt data
- Operational impact on risk reporting & P&L
- Trade capture
- Information that is added to trades
- Static data
- How errors can occur & their impact

Validation
- Importance as a final check
- How it is done

Term structure of interest rates
- Credit differentials
- Government debt
- Corporate debt

Money markets
- Loans and deposits
- Certificates of deposit
- Commercial paper

Foreign exchange
- Spot exchange rates
- Interest rate differentials
- Outright forwards
- Forward points
- FX Swaps

BONDS

- **Floating rate notes**
  - Pricing
  - Issuance by financial institutions
  - Perpetuals
  - Embedded options
- **Fixed income securities**
  - Cash flow structure
  - Interest conventions
  - Price behaviour
  - Interest rate risk
  - Credit spreads
  - New issues & pricing
- **Zero coupons**
  - Cash flow structure
  - Risk characteristics
- **REPO**
  - Classic repo
  - Repo rate
  - GC & special
  - Haircuts
  - Use by traders & investors

COURSE: FINANCIAL PRODUCTS, MARKETS & RISK COURSE (*CONT'D)*

DERIVATIVES FRAs

- Product mechanics
- Settlement
- Use in hedging / trading

Interest rate swaps

- Structure
- Pricing screens

Generic interest rate swaps

- Who uses interest rate swaps
- Comparison with other instruments
- Spot starts
- Forward starts
- Amortising structures
- Rollercoaster structures

Liability swaps & Swap valuation

- New issues
- Hedging debt
- Mark-to-market
- Basis point valuever

Using currency swaps

- With new issues
- With assets

Currency swap structures

- Fixed / fixed
- Fixed / floating
- FX swaps
- Basis swaps

Interest rate futures

- Contracts
- Pricing
- Product mechanics & use

OTC Interest rate options

- Caps/floors
- Swaptions
- Product mechanics & use

What are their motivations?

Importance of customer franchise to the bank

What influences investor behaviour and what do they focus on?

COLLATERAL & CREDIT SUPPORT

- The purpose of collateral & credit support
- Typical trades covered
- Mechanics
- Documentation
- Alternatives: break clauses, mark-to-market add-ons, third party guarantees

CAPITAL/MEASURING CAPITAL

- Purpose of Capital
- Regulatory capital
- Influence on markets

COURSE: FINANCIAL STATEMENT ANALYSIS COURSE
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE(S): 17 – 19 MARCH, 12 – 14 AUGUST, 9 – 11 SEPTEMBER 2026

COURSE SYNOPSIS:

Overview

The Financial Statement Analysis training will offer the participants a comprehensive knowledge and understanding of key elements of financial statement as it relates to performance and risks associated with the business. The course takes a diagnostic study of Financial Statements as it pertains to logical business decision making about the organisation. The course will focus on the following:

- Explanation of key elements of the Financial Statements.
- Relevance of Financial statement analysis to variety of users.
- Highlight of techniques used in Financial Statement Analysis.
- Applied Financial statement analysis & relevant case studies.

This course will help participants develop relevant skills, that will enable them to see the relationship between management decisions and the performance/position of the businesses and investors. The course adopts the IFRS reporting framework. The outlines are structured to accommodate theoretical and practical views of the topics.

The course will delve into two comprehensive practical case studies designed to expose the key outlines covered during the training.

Expected Outcomes/Deliverables

By the end of the sessions, the participants will understand how to:

- ✓ Interpret financial statements to know their effectiveness, relevance, and weaknesses.
- ✓ Analyze the result of certain financial statement choices on key financial ratios. Anticipate and detect deteriorating cash flow quality.

COURSE: FINANCIAL STATEMENT ANALYSIS COURSE(*CONT'D)*

- ✓ Identify some of the more sensitive areas of reporting (in particular, revenue recognition).
- ✓ Identify many of the creative accounting techniques used by companies.

COURSE CONTENT

Module 1

- Macroeconomic Concepts
- Macro/Micro Economics Variables
- Financial environment in Nigeria
- Structure of the Financial System
- Participants/Instruments
- Regulatory Environment
- Current Monetary and Fiscal Policies
- Interest Rate Economics

Module 2

- Overview of Financial Statements
- Relevance of Financial Statement Analysis
- Methods and Techniques used in Financial Statement Analysis
- Comparative Statements
- Common Size Percentages
- Trend Analysis
- Ratios Analysis

Module 3

- Process of Financial Statement Analysis
- Attributes of good Financial Statement Analysis
- Users of Financial Statement Analysis
- Limitation of Financial Statement Analysis

Module 4

- Applied Financial Statement Analysis
- Case Studies
- Conclusion and Takeaways

COURSE: FIXED INCOME DERIVATIVES WORKSHOP
COURSE FEE: FACE-TO-FACE: N697,500.00 | VIRTUAL: N595,500.00 (EXCL. OF ALL TAXES)
DATE: TO BE CONFIRMED

COURSE SYNOPSIS:

Overview

This course demystifies the terminology and ensures a full understanding of the concepts behind derivatives. It also fosters an understanding of the instruments used and the potential risks involved. Includes futures, forwards, options and swaps. It will introduce participants to essential areas in derivatives from both theoretical and practical perspectives. It will aim to provide an insight and understanding of the fundamental principles behind the pricing, trading and the structure of derivatives markets. The course will equip participants with good analytical skills in order to be able to incorporate derivatives into treasury management in order to use them for hedging purposes via the application of different derivatives strategies and structures.

Learning Outcomes

By the end of the session, delegates will:

- ❖ Be able to summarise products and their inter-relationship.
- ❖ Have a clear understanding of the different types of Futures, Forwards and Swaps.
- ❖ Have a basic understanding of the different Options Products and their terminologies.
- ❖ Develop their knowledge of how and why Treasury uses these products.
- ❖ Understand the Risk and Regulatory implications involved with using these instruments.

The following delegates will find the workshop beneficial:

- Treasurers
- Regulators
- Corporate Dealers
- Internal Auditors
- Settlement Officers
- Foreign Dealers
- Money Market Dealers
- Economists
- Credit & Risk Managers
- Compliance Officers

COURSE: FUNDAMENTAL REVIEW OF THE TRADING BOOK
COURSE FEE: ONLINE (EXCL. OF ALL TAXES)
DATE: DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Overview

The Fundamental Review of the Trading Book (FRTB) overhauls the market risk capital framework to meet the objectives of the Basel Committee's (Committee) efforts to address shortcomings of the current Basel 2.5 market risk capital framework and reduce the variability of market risk weighted assets (RWA) across jurisdictions. The negative impact upon capital markets and investment-banking returns on equity (ROE) for Banks due to the implementation of FRTB is anticipated to be approximately 16% (from current levels of 15.50% to 13.20%, for South African Banks). Beyond the additional surcharge to costs that Banks have had to swallow over the last decade, FRTB final implementation in 2022, promises to be a watershed in the manner in which Banks will need to design and construct their ERM market risk database for both efficiency & supervisory sign-off.

Learning Outcomes

- Understand the "Minimum Capital Requirements for Market Risk Standard", which has recently been finalised by the BIS
- Recognise the delineating the Boundary between Bank and Trading books
- Analyse the regulatory perspective and implementation requirements for FRTB
- Understand amendments to the Default Risk Charge (consistency with IFRS 9 and Expected Credit Loss calculations)
- Discuss implementing stand-alone trading desk approaches consistent with an ERM-based regulatory capital reporting interface
- Consider the implications of adopting a Standardised or Internal Models Approach
- Recognition of the data and systems architecture design challenges to being FRTB-compliant by January 1, 2022.

COURSE: FUNDAMENTAL REVIEW OF THE TRADING BOOK (*CONT'D)*

The following delegates will find the workshop beneficial:

- Treasurers
- Regulators
- Corporate Dealers
- Internal Auditors
- Settlement Officers
- Foreign Dealers
- Money Market Dealers
- Economists
- Market Risk Management
- Credit & Risk Managers
- Compliance Officers
- Trading Book Capital Management
- CVA & Risk Capital Management
- Collateral and Liquidity Risk Management
- Quantitative Analysts
- Bank Data Architecture & Systems Analysts

COURSE: FUNDAMENTALS OF BANKING BUSINESS COURSE
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 7 – 8 APRIL, 6 – 7 AUGUST 2026

COURSE SYNOPSIS:

DAY 1
The macro-economic environment and its Implications for business viability

- The role of government in promoting economic growth and development
- Measures of economic performance
  - The most popular measure – gross domestic product (GDP)
- Evaluating macro-economic objectives of government

Overview of tools for macro-economic management and their implications for financial services

- Fiscal policies
  - Impact of fiscal policies on aggregate demand, interest rate and overall growth

Monetary policies
» Measures of money supply
» Overview of inflation – causes, types and effects
» Monetary policy instruments
Liquidity requirement

Open market operations
- Rediscount rate
» Impact of monetary policies on interest rate

- Foreign exchange and trade policies

» Mechanisms of exchange rates and import/ export dynamics
» Importance of international trade
» Balance of trade dynamics
Incomes policies
» Factors affecting the distribution of income
» The issue of unemployment and labour force participation
» Impact of income policies on the unemployment rate

COURSE: FUNDAMENTALS OF BANKING BUSINESS COURSE(*CONT'D)*

Origins and development of financial services

Overview of banking business and the concept of financial intermediation overview of the major economic

Functions of the financial system

- Credit
- Savings
- Payments
- Risk protection
- Liquidity
- Policy
- Wealth

Understanding the key functions of banks and their role in the value creation process

- Financial intermediation
- Transactional services
- Trade services
- Foreign exchange trading
- Financial advisory services
- Custodian services

Major risks in banking and their impact on a bank's revenue drive

- Credit risk
- Sovereign or cross-border risk
- Market/rate risk – interest and foreign exchange
- Liquidity risk
- Operational risk

Settlement risk

- Solvency risk
- Legal risk
- Reputational risk
- Compliance risk
- Technology risk
- Off-balance sheet risk

UNDERSTANDING MAJOR CUSTOMER TYPES IN BANKING AND THEIR BUYER VALUES

- Corporates, commercial and retail
- Borrowing vs deposit
- Wholesale vs retail

COURSE: FUNDAMENTALS OF BANKING BUSINESS COURSE(*CONT'D)*

DAY 2

- General regulations impacting the banking industry
- Overview of regulators
- Capital requirements
- Prudential regulation
- Liquidity requirements
- Deposit insurance
- Legal lending limits
- Legal reserve requirement
- Other rules

Overview of banking products and their categories

- Basis for categorisation
- Credit
- Corporate finance
- Liability
- Consumer banking
- International banking services
- Transaction products & services
- Funds transfer products
- others

Understanding the revenue sources for banks

- Fund-based
  - » Lending
  - » Local and foreign currency trading
- Transactional/trade services
  - » Local
  - » Foreign
- Custodian services
- Investment management services

Overview of a bank's financial structure - understanding the linkage between the statement of financial position & income statement, and the impact on a bank's earnings capability

Overview of bank expenses

Overview of organisational structure of banks and the segregation of duties making money in today's banking – key success factors

- liability generation strategy
- economies of size & scale
- risk management
- strong credit culture
- strong internal control

COURSE: FUNDAMENTALS OF BANKING BUSINESS COURSE(*CONT'D)*

Overview of the techniques for appraising banks

- capital adequacy
- asset quality
- management evaluation
- earnings capacity
- liquidity
- sensitivity to market risk
- Rating criteria for banks

Who should attend?

The course will be extremely valuable to the following people:

- Dealers in all bank dealing rooms
- Middle Office staff
- Risk Managers
- Compliance Officers
- Internal & External Audit
- Legal

COURSE: FUNDAMENTALS OF ALM AND BALANCE SHEET MANAGEMENT COURSE
COURSE FEE: ON-SITE: N695,500.00 | VIRTUAL: N595,500.00 (EXCL. OF ALL TAXES)
DATE: 6 – 8 MAY, 19 -21 AUGUST, 18 – 20 NOVEMBER, 2026

COURSE SYNOPSIS:

Background

The course content will cover the inter-relationships between prudential risks such as capital, leverage, liquidity, funding, NIM, IRRBB, Funds Transfer Pricing (FTP) and how they are measured, it will also highlight integrated balance sheet optimisation, business model optimization, regulatory requirements and the role of ALCO mechanism, leading to enhanced bank performance.

Learning objectives

- Evaluate capital adequacy and its regulatory requirements.
- Manage balance sheets in volatile rate environments.
- Assess the role and processes of the asset-liability committee (Alco)
- Hedge risks by reducing foreign exchange exposure.
- Integrate emerging technologies to drive competitive advantage.
- Manage model risk and currency risk.
- Understand a balance sheet and take a pro-active approach to asset, liability, and capital management practices.
- Understand how to be an effective member of ALCO.
- Understand bank risks, balance sheet metrics and how they relate to each other.
- Consider how risk appetite links to the balance sheet effectiveness.
- Be able to describe and understand risk drivers.

Who should attend?

The course will be extremely valuable to the following people:

- Treasurers
- Chief Risk Officers
- Accounting and Finance Managers
- Asset Managers
- Liquidity Managers
- Risk Managers and Risk Controllers
- Auditors and Bank Regulators

COURSE: FUNDAMENTALS OF ALM AND BALANCE SHEET MANAGEMENT COURSE(*CONT'D)*

COURSE OUTLINE

Operating an efficient ALM model

- How ALM can deliver efficiencies and reduce costs
- Evolution of ALM
- The role of asset liability committee
- ALM function within the treasury
- How the treasury supports your bank strategies
- Defining, monitoring, and reporting risk appetite
- Managing Interest Rate Risk
- Impact of negative or ultra-low rates on the balance sheet
- Using financial futures and options to hedge interest rate risk
- Customized interest rate agreements
- The Role of Securitization in ALM
- Behaviour assumptions
- Optimization through behaviour model
- Cumulative GAP model and duration GAP model

Balance Sheet Management

- BSM Challenges and solutions in the new normal environment

Why banks need balance sheet resources.

- Capital considerations.
- Integrated balance sheet optimization
- Structure, Complexity and Analysis
- Off-Balance Sheet Activities
- Impact of CBN circular on BA's and CP's
- Asset Securitization
- Non-Interest-Bearing Assets

Funds Transfer Pricing (FTP)

- FTP changes for the new normal environment
- FTP overview
- Regulatory requirements on cost/benefit attribution
- Dealing with the different balance sheet components
- Regulatory cost attribution
- Steering the balance sheet – management overlays

ALM for Capital Markets

- Improving capital adjusted returns in the new normal environment.
- Capital management.

COURSE: FUNDAMENTALS OF ALM AND BALANCE SHEET MANAGEMENT COURSE(*CONT'D)*

- Liquidity and funding
  - LCR, NSFR and their implications
  - Collateral management
- Business model optimization
  - Centralized funding units
  - XVA desks
  - Financial resource management

Liquidity Management and Risk Frameworks

- Managing liquidity in the new normal environment
- Improving liquidity
- New modelling approaches
- Assessing the character of the liquidity pool
- Liquidity coverage ratio
- Net stable funding ratio
- Trapped liquidity / legal structure
- Components and Measures of Liquidity
- Cash and Liquidity Requirements
- Liquidity versus Profitability
- Liquidity Risk
- Gap Analysis
- Planning your Liquidity Risk Characteristics

COURSE: FOREIGN EXCHANGE & RATES TRADING SIMULATION AND SALES DEVELOPMENT
COURSE FEE: ONLINE (EXCL. OF ALL TAXES)
DATE: DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Overview

- Understand how money & bond market traders can take a position
- Understand how FX swap traders can take a position
- Analyse fundamental risk management as it is applied to the hedging of FX and rates positions
- Analyse the centrality of the "yield curve" and the information that it contains
- Trading FX and rates products in alternative yield curve environments
- Understand and evaluate interest arbitrage opportunities
- Building situational Awareness of the political and financial world around me
- What motivates central bank action and trying to understand what the trigger points for Central Bank action in the markets are
- Avoiding the trap of the "Daily Me" – where do I obtain "unbiased good information that doesn't just validate what I believe"?
- The Ostrich Paradox and why we consistently underestimate risk
- Avoiding the temptation to follow the herd
- How is "risk" is identified, measured and managed

Learning Outcomes

- Understand the fundamental FX and Interest Rate products and explain the strategies underlying their use
- Analyse the fundamental links between rates (money and fixed income) and the foreign exchange markets
- Analyse the trading relationships that exist between the bank and other market participants (Central Bank, Other Banks, Clients)
- Understand the relationship and differences that exist between trading and pure treasury (ALM) functions
- Aligning treasury activities with the bank's risk appetite & business strategy
- Embedding the treasury – client relationship, including moving clients up the value chain
- Becoming a better trader with greater situational awareness
- Recognise that everyone has biases that must be acknowledged in order to avoid the "Ostrich Paradox"

COURSE: FOREIGN EXCHANGE & RATES TRADING SIMULATION AND SALES DEVELOPMENT(*CONT'D)*

- Show solid working knowledge in fundamental risk management applied to the hedging of trading positions
- Recognise the fundamental skills necessary for providing accurate and swift markets quotes in response to client RFQs
- Understand and appreciate that trading and maintaining risk positions is an exercise in the assessment of probabilities

Trade Construction

- Building a Traders Edge
- Assessing the probabilities which determine the success or failure
- of trades
- Fundamental analysis vs. timing or Technical Analysis
- Position Sizing and Capital Consumption
- Money Management Techniques
- Setting of appropriate stop-loss and take-profit levels
- Focus on establishing the correct criteria and parameters for a
- trade – the money will look after itself ow a new issue works
- Cost of money to the borrower
- Return to the investor

Trading Simulation Environment

- Trade in multiple currencies, money market, fixed income and foreign exchange products in both settled and highly liquid conditions as well as stressed, highly volatile markets
- Resolve apparent arbitrage conditions, by understanding day count conventions
- Reconcile relative risk-equivalence between various products and currencies to construct true risk-based portfolio management techniques
- Record trading ideas & measure actual adherence to the original trade idea
- Participants will be required to quote and ask for prices, managing the consequent risks in multi-currency portfolios within nominaland VaR frameworks.

Working with the client

- Understanding the clients' business and competitive environment
- Reading client financial statements
- Understanding cash flow management
- Project financing, analysis and costing
- Corporate Treasury

COURSE: FOREIGN EXCHANGE & RATES TRADING SIMULATION AND SALES DEVELOPMENT(*CONT'D)*

- How does Corporate Treasury Work
- The roles of Corporate Treasury
- The Role of the CFO
- Treasury Functions and the business strategy of the company

Moving a client up the value chain

- Essence of the Treasury / Client relationship
- Needs Analysis Gathering
- Client Relationship Management
- Baseline Product Knowledge
- Solution-based strategies
- Preparing for client meetings
- Positioning your sales pitch
- Identification of complex and integrated risks
- Evaluation of suitable solutions

COURSE: FOREIGN EXCHANGE AND MONEY MARKET TRADING SIMULATION
COURSE FEE: RESIDENTIAL (PROTEA KURAMO BY MARRIOT) N2,850,500.00(EXCL. OF ALL TAXES)
DATE: JUNE 15 – 19, 2026

COURSE SYNOPSIS:

Overview
This comprehensive 5-day training program covers a wide range of topics essential for mastering the dynamics of the foreign exchange and money markets. Participants will gain in-depth knowledge of market mechanics, global best practices, risk management strategies, and advanced trading techniques. Through interactive sessions, case studies, and simulation exercises, participants will be equipped to navigate the complexities of the market with confidence and proficiency.

Recommended for:
- Senior Treasury Dealers
- Dealers
- Treasury Sales Managers
- Portfolio Managers
- Relationship Managers
- ALM and Market Risk Managers
- Financial Controllers

Participants attending the program will be able to
- Learn the mechanics and terminologies of the Foreign Exchange and Money Markets.
- Understand the risk and factors affecting the markets and the key metrics for monitoring market risk
- Understand key macroeconomic factors and interpret information and their impact on the FX and Money Markets
- Calculate Cross, Forward and Swap rates
- Experience market and trading dynamics within a simulated treasury environment – including creating a trading strategy and making profit
- Manage liquidity
- Trade in FX and MM instruments
- Understand the role of the Central Bank

COURSE: FOREIGN EXCHANGE AND MONEY MARKET TRADING SIMULATION

COURSE CONTENT

Module 1: Understanding the Foreign Exchange Market

- Introduction to the Foreign Exchange and Money Markets
- Basics of Currency Pairs and Exchange Rates
- Participants and Structure of the Forex Market
- Core Macroeconomic Factors that Impact the Market

Module 2: Mechanics of Foreign Exchange Trading

- Trading Platforms and Execution Methods
- Types of Orders: Market Orders, Limit Orders, Stop Orders
- Risk Management Strategies in Forex Trading
- Economic Scenario Analysis and its Impact on Trading
- Practical Applications

Module 3: Money Market Operations and Instruments

- Overview of Money Markets
- Money Market Instruments: Treasury Bills, Commercial Paper, Certificates of Deposit
- Money Market Trading Strategies and Techniques
- Market Risk Management Techniques
- Practical Applications and Simulation Exercises

Module 4: Advanced Foreign Exchange Trading Techniques

- FX Futures Trading and Positioning
- Spot, Forwards, and Swaps: Concepts and Applications
- Calculation of Forward and Swap Rates
- Practical Applications and Simulation Exercises

Module 5: Global Best Practices in Foreign Exchange Dealing

- Compliance and Regulatory Frameworks
- Ethical Considerations and Code of Conduct
- Treasury Organisation and Management
- Master Agreements and their Significance
- Netting Arrangements and Central Clearing Parties in Markets
- Practical Applications and Simulation Exercises

COURSE: FX GLOBAL CODE
COURSE FEE: ONLINE (EXCL. OF ALL TAXES)
DATE: TO BE CONFIRMED

COURSE SYNOPSIS:

Overview

The workshop is delivered online over 4 sessions and will cover all 55 Principles under the 7 topics as per the FXGC:

1. Introduction to the FX Global Code
2. Ethics
3. Governance
4. Execution
5. Information Sharing
6. Risk Management & Compliance
7. Confirmation & Settlement

Each session, led by an experienced Market Participant, will cover market practice scenarios ("real life") with practical exercises for group discussion. Discussions will be tailored to the level of experience of each group, with Self-Assessment Questions after each session

PRE-COURSE SELF STUDY requirements:

- The FX Global Code (download here: https://www.globalfxc.org/docs/fx_global.pdf)
- ICAP Training Solutions Workbook

COURSE: **GRADUATE TREASURY WORKSHOP**
COURSE FEE: **NEGOTIABLE**
DATE: **AVAILABLE ON REQUEST**

COURSE SYNOPSIS:

The Role of the Treasury
- How a Treasury works & what it does
- Key jobs & functions
- Key terminology

Money markets & foreign exchange
- Financial mathematics
- Discount factors, present/future value
- Yield curves and market conventions
- Practical application to markets

Key reasons why prices change
- Supply & demand
- Unexpected news and events

Money markets
- Loans and deposits
- Certificates of deposit
- Commercial paper
- Repo
- Role of money market products in liquidity management

Foreign exchange
- Spot exchange rates
- Interest rate differentials
- Outright forwards
- Forward points
- FX Swaps
- Use of foreign exchange in trading and hedging

Bond Markets

Introduction to debt markets
- What bonds are
- Who buys and sells bonds
- Why there is a market

Floating rate notes
- What they are
- How they work
- How they are evaluated

Fixed income securities
- What they are
- How they work
- How they are evaluated

Issuing debt
- How a new issue works
- Cost of money to the borrower
- Return to the investor
- Structured products

Introduction to collateralized debt obligations, how they work and how they have altered debt markets

COURSE: GRADUATE TREASURY WORKSHOP (*CONT'D)*

Issuing debt
- How a new issue works
- Cost of money to the borrower
- Return to the investor

Structured products
- Introduction to collateralized debt obligations, how they work and how they have altered debt markets

Operations
- Importance to the front office
- What happens when you do a deal
- Confirmations, payments & reconciliations; recognition
- that this is a very important part of any successful Treasury

Derivatives Introduction:

What a derivative is, why derivative markets have grown. Why banks use derivatives.
- Forward interest rates
- Forward rate agreements
- Use in hedging / trading

Short term interest rate futures
- Contract specifications
- Margins
- How they can be used

Interest rate & currency swaps
- What they are
- How they work
- How they are used with assets & liabilities

OTC Interest rate options
- Caps/floors/Swaptions
- What they are
- How they work

Derivative solutions:
- Using derivatives to manage risk. A customer focused interest rate hedging case study using derivative products.

Risk

This will be an introduction to the topic and is designed to explain the importance of risk management to Treasury and will include the following:
- Why risk is measured
- Why there are limits
- Market risk
- Liquidity risk
- Credit risk
- Operational risk
- Limits placed on risk

COURSE: IFRS 9 AND ITS IMPACT ON THE RECOGNITION, CLASSIFICATION, AND MEASUREMENT OF FINANCIAL INSTRUMENTS

COURSE FEE: VIRTUAL: N420,500.00(EXCL. OF ALL TAXES)

DATE(S): 23 - 25 JUNE 2026

COURSE SYNOPSIS:

Course Description

IIFRS 9 Financial Instruments is the IASB's replacement
of IAS 39 Financial Instruments:
Recognition and Measurement. The standard includes requirements for recognition and measurement, impairment, derecognition and general hedge accounting. IFRS 9 specifies how an entity should classify and measure financial assets, financial liabilities, and some contracts to buy or sell non-financial items.

Financial accounting under the International Financial Reporting Standards (IFRS) has a significant impact on all the industry groups.

In this forward-looking training course, you will get an in-depth, hands-on learning experience to understand the accounting of Financial Instruments under IFRS 9 which has become effective from 1 January 2018. The IFRS 9 has replaced the IAS 39 and impact the following key areas:

- Classification and Measurement
- Impairment Methodology
- Hedge Accounting

Course Agenda

- IFRS 9 and challenges ahead
- Introduction
- IASB Timeline and latest amendments/discussion

Classification of Financial Instruments

- IAS 39 Categories vs. IFRS 9 Categories
- Measurement Criteria under each category
- FVOCI Category for equity instruments and Challenges
- FVOCI for Debt instrument and issues
- Business Model
- Characteristics of a Financial Asset test
- Accounting of Hybrid instruments/Embedded Derivatives
- Reclassification
- Transition Challenges and impact
- Examples and Group Case Studies

Financial Liabilities

- Categories for Financial liabilities
- Hybrid instruments
- Bifurcation of embedded derivatives

COURSE: IFRS 9 AND ITS IMPACT ON THE RECOGNITION, CLASSIFICATION, AND MEASUREMENT OF FINANCIAL INSTRUMENTS (*CONT'D)*

- Accounting of Own Credit risk
- Accounting of CVA/DVA
- Issues and Challenges

Examples and Case Studies

Impairment of Financial Assets – (Incurred loss model vs expected loss model)

- Financial assets measured at amortised cost
- Existing incurred loss model
- proposed expected cash flows model/three-bucket model
- Application of impairment model
- Emerging issues and challenges
- Emerging issues and challenges ahead
- Road map to expected loss model

General Hedge Accounting

- Aligning hedge accounting with risk management
- Fair value and cash flow hedges
- Hedged items and hedging instruments
- Qualitative and quantitative effectiveness
- Rebalancing the hedge relationship
- De-designation
- Simpler and flexible hedge accounting framework

Examples and group case studies

COURSE: **INTERNATIONAL TRADE FINANCE & FOREIGN OPERATIONS**
COURSE FEE: **VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)**
DATE(S): **18 - 19 JUNE 2026**

COURSE SYNOPSIS:

Course Introduction

This highly Interactive 3-day training course provides a practical, in-depth understanding of international trade finance and Foreign Operations. It examines the conflicting needs of importer and exporter, risk mitigation and working capital solutions for both parties. This Training provides a comprehensive understanding of trade finance instruments and financing structures used to facilitate Import and Export Transactions flows.

The training covers the importance of Incoterms® rules, the nature of trade documentation, how to maintain control over the goods, the risks faced by exporters, importers and banks, and detailed coverage of the key documentary trade and open account, local Foreign Exchange Control and Regulatory environment, Revised Import guidelines and Documentations, risk mitigating features, different payment methods used in international trade finance and Foreign exchange risks.

The course uses extensive case studies and exercises to develop the understanding of participants in a practical and engaging way across a range of scenarios on the identification of risk, risk mitigation, and optimal working capital solutions.

Course Highlights

- Foreign Exchange Control & Regulatory Environments
- ☐The Importance of Incoterms® rules.
- ☐The nature of trade documentation.
- ☐The risks faced by exporters, importers and banks.
- ☐Principle and life cycle of Letter of Credit, Types of Letter of Credits
- ☐Principle and life cycle of Bills for Collection, Types of Bills for Collections
- ☐Understanding International Trade rules guiding Letters of Credits and Bills for Collection.
- ☐Foreign Exchange & Derivatives
- ☐Risks factors in Foreign Operations

Benefits

- Understand the Nigeria Foreign Exchange Control & regulatory Environments.
- Understand the payment methods used in international trade and Pros and Cons of each payment method
- Identify Trade risk and how this can be mitigated.
- Reduction of Letter of Credit discrepancies.
- Reduction in delay on Trade Transactions.
- Increased security on Trade Transactions.
- Handling of Letter of Credit challenges.
- Understand & mitigate the Foreign Exchange risks.

Course Outline

- Exchange Control- Documentation & Processes.
- •The international trade environment: Understanding, Economic, Exchange Control & Regulatory Environments
- •Introduction to Foreign Operations, Exchange Control Documentation & Processes
- oForm M
- oPAAR,
- oShipping documents &
- oFinal Exchange Control Documents

Course Agenda

Documents used in international trade and the Incoterms®

- •Foreign Operations & Trade risks assessment
- oProducts /Manufacturing Risks
- oFinancial Risks
- oCommercial Risks
- oPolitical Risks
- oCurrency Risk

Payment Options in International Trade

- Introduction to Trade Services & Products.
- o Cash in Advance (Advance Payment),
- o Open Account,
- o Documentary Collections (Bills for Collection)
- o Documentary Credit (Letter of Credit)
- o Guarantees2 DAYS

•Documentary Collections (Bills For Collections)

- Export Transactions
- Form Q.
- Documentary Credit (Letter of Credit)

- Foreign Exchange & Derivatives

Overview of Foreign Exchange Markets & Terminologies

•FX Derivatives

- o Futures Markets
- o Non-Deliverable Forward (NDF)

COURSE: **INTRODUCTION TO BASEL FRAMEWORK**
COURSE FEE: **FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)**
DATE(S): **18 - 19 JUNE 2026**

COURSE SYNOPSIS:

Course Introduction

The Basel Committee on Banking Supervision (BCBS) develops international standards on capital adequacy The Basel Framework is the full set of standards of the Basel Committee on Banking Supervision (BCBS), which is the primary global standard-setter for the prudential regulation of banks. Over the years, the BCBS has changed the framework significantly towards an internal and relatively more ring-fenced assessment of the capital (e.g. Internal Capital Adequacy Assessment Process). Under ICAAP requirements, a bank needs to have in place internal procedures and processes to ensure that it possesses adequate capital resources in the long term to cover all of its material risks and the board is kept cognizant of any expected or projected capital shortfall. Basel framework is an internationally agreed set of measures developed by the BCBS to strengthen the regulation, supervision, and risk management of banks. We have developed this 2-day in-depth workshop for the banking professionals to give them a detailed insight into the Basel regulations and relevant regulatory practices.

Course Agenda

Global Scenario

- Emerging Markets and Central Banks
- Capital Requirements and existing regulations
- Overview of the regulatory banking framework
- Global rules for local implementation
- From Basel I to Basel IV
- Capital requirements directive IV (CRD IV)
- Stress testing of European banks
- The 3 pillars approach
- Pillar 1 available capital
- Pillar 1 risk-weighted assets: credit risk, counterparty risk, market risk and operations risk
- Pillar 2A ICAAP and risks not covered by Pillar 1 (strategic, reputational risks, etc.)

Capital Structure

- Common Equity Tier I (CET 1), Tier I, Tier II and Total Capital
- From accounting equity to common equity Tier 1

COURSE: : INTRODUCTION TO BASEL FRAMEWORK (*CONT'D)*

Overview of key accounting adjustments

- Goodwill and intangibles
- Non-controlling interests
- Deferred taxes

- Additional Tier 1 (AT1)
  - Perpetual preference shares
  - Non-cumulative dividend
  - No step-ups
  - Subordinated debt, mandatory and contingent convertibles
- Tier 2
  - Subordinated debt
  - Over 5 years of maturity
  - No accelerated repayment

Ratios

- Minimum capital ratios: Basel III phasing from 2013 to 2019
  - 5% CET 1 , 1.5% AT1 and 2.0% T2
- Capital conservation buffer (CCB): 2.5%
- Countercyclical buffer (CCB) up to 2.5%
  - Based on national supervisor discretion
- Capital surcharge for Global Systemically Important Banks (G-SIBs)

Based on BIS list updates every November up to 3.5%

- Total Loss Absorbency Capital (TLAC)

- Global standard applicable to G-SIB banks only
- Minimum Requirement for own funds and Eligible Liabilities (MREL)
  - Applicable to credit institutions & investment firms in the EU

Basel IV Changes

- Analysis of banks' impact
  - Aggregate increase of €1.0 to €2.5 trillion in additional RWAs expected
- Sweden/Denmark/Netherland most affected by credit risk floor cap
  - France and the United

Kingdom impacted by the change in operational risk

- Capital floors
- RWAs floored by a percentage based on a standardised approach
  - Phase-in from 50.0% in 2022 to 72.5% in 2027
- Revised credit risk from a standardised approach
  - RWAs floored by a percentage based on a standardised approach
  - Constraints on the use of internal models
  - LGD floor to be applied

COURSE: : INTRODUCTION TO BASEL FRAMEWORK (*CONT'D)*

- Counterparty credit risk
  - Introduction of a standardised approach for Credit Value Adjustment (CVA)
  - A new standardised approach for calculating Exposure at Defaults (EAD) for derivatives exposures
- Market risk
  - Finalised in 2016
  - The revised boundary of the trading book
  - Sensitivities based on the new standardised approach
  - Internal models based on expected shortfalls
- Operational risk
  - A new standardised approach to replace all prior methodologies
  - Based on the size and historical operational loss data

Floors

- The highest impact on banks who relied on internal models for credit risk calculation (low Pd and LGD)
- Phase-in from 50.0% in 2022 to 72.5% in 2027
  - National regulator to cap incremental increase
  - The increase could be capped at 25% of RWAs before the floor

Credit Risk – Standardised Approach

- RWA grid for sovereign and Public Sector Entities (PSEs)
- Discussion on multilateral development banks
- RWAs table for banks
  - The difference explained between external and standardised credit risk
  - Grade A to C for standardised assessment
- RWAs for general corporate exposures and specialised lending
- RWAs for residential real estate (cash-flow and non-cash-flow based repayments)
- RWAs for off-balance sheet items and credit equivalent exposures
- RWAs for default exposures
- Credit risk mitigation (CRM) approaches
- IRB/A-IRB
- Standardised to foundation (F-IRB) and advanced approach (A-IRB)
- Understanding probability of default (Pd), loss given default (LGD) and exposure at default(EAD)
-

Limitation on use of methods
  - Large corporates and banks A-IRB no longer permitted
  - Retail F-IRB and equity disallowed
- Parameter floors in A-IRB for LGD for corporates and retail exposures

Counterparty Credit Risk (CCR)
- Risk of a counterparty defaulting prior to the final settlement of the transaction
  - OTC derivatives
  - Financial assets designated at fair value
  - Reverse re-purchase agreements and other secured lending
- A standardised approach for CCR (SA-CCR) measures EAD
  - Based on replacement cost and potential future exposure
- Risk of mark-to-market loss due to counterparty credit risk (CVA)
  - A basic and standardised approach
  - Standardise based on the value at risk (VaR)

Market Risk
- Risk of loss from movement in market prices
  - Interest rate, credit spread, equity, foreign exchange, and commodities

Revised standardised more complex approach
- Sensitivities-based (delta, vega and curvature risks)
- Default-risk charges and residual add-ons
- Internal models
- Approval required from the supervisory authority
- Financial models based on globally expected shortfalls, default risk charge and stressed capital add-on

Operational Risk
- Risk of loss from inadequate or failed internal processes, people and systems or external events
- Revised standardised approach
- o Based on Business Indicator (BI), marginal coefficient and scaling factor

Pillar 2 and 3
- Pillar 2: risks not covered by Pillar 1 (credit concentration risk, stress testing, etc)
- Pillar 3 focuses on the disclosure requirements
- Leverage and Liquidity Ratios
- Back-stop leverage ratio based on non-risk weighted exposure
- o G-SIBs buffer
- Liquidity coverage ratio (LCR)
- Net stable funding ratio (NSFR)

Real-Life Examples
Group Case Studies

COURSE: INTERMEDIATE TREASURY MANAGEMENT
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 5 - 6 FEBRUARY, 23 -24 JULY 2026

COURSE SYNOPSIS:

MONEY MARKET CONCEPTS AND FINANCAIAL MATHEMATICS
- Simple and Compound Interest
- Nominal and Effective Rates
- Discounts and yield
- The yield curve concept
- Cost of funds Determination
- Money Market Instruments
- Money Market Calculations

RISK MANAGEMENT
- Principles of Risk Management
- Money Market and FX Market Risks and Risk Management Tools
- Interest Rate Risk Management
- Liquidity Risk Management
- Economic/Political Risk
- Legal/Regulatory

BALANCE SHEET ANALYSIS
- Balance Sheet Structure
- Balance Sheet Spread
- Ratio Analysis
- Weighting and Rating
- Market Segmentation/Positioning
- Product Development Team

MONEY MARKET AND FX DERIVATIVES
- Rates/Forwards-Forwards/Futures
- Forwards/FRA's
- Money Market Options
- Interest Rate Swaps and Pricing
- Bond Market Calculations
- FX Options and Pricing
- FX Forwards
- FX Swaps
- NDF's

ASSET AND LIABILITIES MANAGEMENT
- ALCO
- Return on Equity (ROE)
- Measures and Components of Liquidity
- Funding and Liquidity Management
- Gap Analysis
- Rate Sensitivity Analysis
- Securitization
- Concept of transfer pricing
- Capital adequacy Regulation
- Hedging Financial Risks using Financial Instruments

COURSE: INTERMEDIATE CREDIT PROGRAM

COURSE FEE: FACE-TO-FACE: N695,500.00 | VIRTUAL: N595,500.00 (EXCL. OF ALL TAXES)

DATE(S): 3 - 6 FEBRUARY, 21 -24 JULY 2026

COURSE SYNOPSIS:

Day 1

Introduction to Accounting (Review)

- Revising the art of reading and proper spreading
- of financial statement
- Financial Statement Analysis
- Macro-economic/Environmental Analysis
- Enterprise Risk Management
  - Overview of Basel II/III
- Industry/Business Analysis
- Bank Credit program
  - Short-Term
  - Long-Term
  - FX Based
- Fundamentals of Credit Structuring
  - Borrowing Cause
  - Loan Structuring
- Types Of Lending
- Loan Structuring
- Portfolio management
- Cashflow Projections / Sensitivity Analysis
- Estimating External Financing

Requirement

- Legal Aspects of Banking and Securities for Lending
- Realization of Security

Day 2:

Credit Risk Management

- Loan Monitoring
- Identification of early warning signals
- Causes of Loan Delinquency
- Prudential Guidelines
- Spilt Milk-What went wrong?
  - Review of Past Due Loans
- Preparation of Credit Memorandums
- Trial Runs of Presentations to Management and Board Credit Committees

Who should attend?

- The course will be extremely valuable to the following people:
- Dealers in all bank dealing rooms
- Middle Office staff
- Risk Managers
- Compliance Officers
- Internal & External Audit
- Legal

COURSE: INTRODUCTION TO DERIVATIVE
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 18 –19 JUNE, 5 – 6 NOVEMBER, 2026

COURSE SYNOPSIS:

INTRODUCTION
- What a derivative is
- Why derivatives are used
- Why the market has grown
- Exchange traded derivatives
- Over-the-counter derivatives
- Derivative terminology

INTEREST RATE PRODUCTS
Interest rate futures
- Underlying
- Tick value
- Pricing
- Margins
- Simple trades
- Practical application

Forward rate agreements
- Pricing
- Market use
- Settlement

HEDGING:
- New issues & debt
- Asset swaps

TRADING: RATES & SPREADS
- How swaps are valued
- How they are documented
- Importance of the confirmation
- Credit risk

OPTIONS:
- Option terminology
- The four option positions
- What influences the option price

Interest rate options
- Caps / floors /swaptions
- How they work
- Practical application
- **CREDIT PRODUCTS:**

Why credit trading is growing

Credit default swaps, (CDS)
- How a CDS trade works
- What the premium is
- The main terms used
- What happens if there is a credit event
- Risks with CDS transactions
- How CDS are used

Risk mitigation
- Collateral agreements
- Margins
- Break clauses

Operational issues
Trade Lifecycle
- Trade capture
- Accuracy
- Confirmations

How derivatives have caused problems
Selected case studies where financial institutions have experienced losses as a result of weak controls surrounding derivatives

COURSE: INTRODUCTION TO FINANCIAL ARITHMETIC
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE: 4 - 5 MARCH, 4 - 5 JUNE, 12 - 13 NOVEMBER 2026

COURSE SYNOPSIS:

FINANCIAL ARITHMETIC
- Understanding the Financial Environment
- Simple & Compound Interest
- Future and Present Value
- Nominal and Effective Rates
- Discounts Concepts
- Cost of Funds
- The Yield Curve Concepts

ACCUMULATED VALUE: YIELD-BASED CALCULATIONS
- Present Value: Yield -based Calculations
- Present Value: Discount-based Calculations
- Yield to Discount Conversion
- Bond Yield Calculations
- Simple Holding Period Return
- Fixed Income Yield and Pricing Methodology
- Cash Flow Creation and Coupon Stripping.
- Price Behaviour in Floaters

- **RISK ANALYSIS**
- Market Risks
- Interest Rate Risk
- Liquidity Risk
- Foreign Exchange Risks
- Risk Management Strategies

MONEY MARKET PRODUCTS AND THEIR ARITHMETIC
- Time Deposits
- Certificates of Deposit
- Treasury Bills/Bonds
- Bankers Acceptances
- Commercial Papers
- Sale and Repurchase Agreements (Repos)

COURSE: INTRODUCTION TO FINANCIAL DERIVATIVES
COURSE FEE: VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 24 - 25 JUNE, 10 - 11 SEPTEMBER 2026

COURSE SYNOPSIS:

Overview

Derivatives are financial contracts whose value is linked to the value of an underlying asset. They are complex financial instruments that are used for various purposes, including speculation, hedging, and getting access to additional assets or markets.

Derivatives are very powerful and complex financial instruments and as such, have been at the heart of various financial crises throughout history, the most recent being the Global Financial Crisis of 2008, where derivatives linked to the U.S. housing market and credit instruments caused the failure of venerable firms Lehman Brothers, Bear Stearns and forced sale of Merrill-Lynch.

The Introduction to Financial Derivatives course aims to provide participants with a comprehensive understanding of financial derivatives, their types, uses, and risks. Participants will gain insights into the mechanics of derivatives markets, pricing models, and practical applications.

Highlights:

- Define and classify various financial derivatives, including futures, options, swaps, and forwards.
- Comprehend the fundamental characteristics that distinguish each type of derivative.
- Explain the pivotal role derivatives play in financial markets.
- Understand how derivatives are used for risk management, speculation, and hedging purposes.
- Differentiate between exchange-traded and over the counter (OTC) derivatives.
- Gain insight into the processes of clearing and settlement in derivatives markets.
- Identify and understand the roles of key participants in derivatives markets, including hedgers, speculators, arbitrageurs, market makers, and brokers.
- Introduce and explain the Black-Scholes model for pricing options.
- Explore the factors influencing the pricing of options, futures, and swaps.

☐ Demonstrate various hedging strategies using derivatives to manage market risk effectively.

☐ Analyze speculative strategies aimed at enhancing returns in a controlled manner.

COURSE: INTRODUCTION TO FINANCIAL DERIVATIVES CONTD

COURSE SYNOPSIS:

- Introduce and explain the Black-Scholes model for pricing options.
- Explore the factors influencing the pricing of options, futures, and swaps.
- Demonstrate various hedging strategies using derivatives to manage market risk effectively.
- Analyze speculative strategies aimed at enhancing returns in a controlled manner.

Course Outline

Basics of Financial Derivatives

- **Overview of Derivatives**
  - o Definition and classification of financial derivatives.
  - o Understanding the role of derivatives in financial markets
- **Types of Derivatives**
  - o Futures contracts
  - o Options contracts
  - o Swaps
  - o Forwards
- **Mechanics of Derivatives Markets**
  - o Exchange-traded vs. over the counter (OTC) derivatives.
  - o Clearing and settlement processes

.

- **Derivatives Market Participants**
  - o Hedgers, speculators, and arbitrageurs.
  - o Roles of market makers and brokers

Pricing Models and Strategies

- **Derivatives Pricing Models**
  - o Introduction to the Black-Scholes model.
  - o Factors influencing option pricing.
  - o Pricing of futures and swaps.

Risk Management with Derivatives

- o Hedging strategies for managing market risk.
- o Speculative strategies to enhance returns.
- o Case studies on effective risk management.

Derivatives and Portfolio Management

- o Incorporating derivatives in portfolio construction.
- o Using derivatives for risk-adjusted returns

- **Regulatory Framework and Compliance**
  - o Understanding regulations governing derivatives markets.
  - o Compliance requirements and risk management

COURSE: INTRODUCTION TO TREASURY MANAGEMENT
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00
(EXCL. OF ALL TAXES)
DATE(S): 3-4 FEBRUARY, 16 -17 JULY, 8-9 OCTOBER 2026

COURSE SYNOPSIS:

OUTLINE

Macroeconomic Concepts

Macro/Microeconomics variables
Financial environment in Nigeria
Structure of the Financial System
Participants/Instruments Regulatory environment
Current Monetary and Fiscal Policies
Interest Rate Economics

Treasury Risks, Management and Control

- Market Risks and Controls
- Interest rate Risk
- Credit Risk
- Liquidity Risk
- Foreign Exchange Risks and Controls Market Risk (Price)
- Operations Risk and Controls
- Other Risks and Controls

Domestic/Foreign Exchange Markets

Major trading and composite currencies
2-Way Quote Dealing System
Current CBN participation and system of dealing Participants
Spots and Forward FX Markets

- Evolution of the Money Market
- Treasury Bill Market
- CP Market
- BA Market
- Dealing regulations in the money market

Treasury Operations

Correspondent Banking
The role of the Treasury
Accounting Entries Settlement
Cash flow/PDO Tracking

Introduction to Asset and Liability Management

An Overview
Measures of Components of Liquidity
Introducing ALM Strategies/Techniques
Role of ALCO

COURSE: **INTRODUCTION TO FINANCIAL MARKETS**
COURSE FEE: **FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)**
DATE(S): **21 - 22 MAY, 3 - 4 SEPTEMBER 2026**

COURSE SYNOPSIS:

OVERVIEW OF THE FINANCIAL ENVIRONMENT

- The Economic environment
- Structure of the Financial System
- Understanding the Financial Markets
- Regulators and Regulatory Environment

FINANCIAL MARKETS

- The Role of Financial Markets
- Nature and Structure of Financial Markets
- Types of Institutions/Participants
- Primary and Secondary Markets
- Efficiency of Financial Markets
- The Financial System and Economic Development
- Types of Financial Instruments
- Common Fundamental Concepts

DEBT INSTRUMENTS

- Discount Vs Interest Bearing Instruments
- Treasury Bills and Certificates
- Federal Government and Municipal Bonds
- Debentures
- Distinction Between Equity and Debt Instruments
- Rating of Debts
- Leases

EQUITIES

- Shares (Buying and Selling)
- New Issues/Right Issues
- Brokers/Short Selling
- Market Indicators, Evaluating Companies
- The Concept of Shareholders Value
- Investment Funds

RISK AND RETURN

- Pricing of Securities
- NPV, PV, IRR
- Discounted Cash Flows
- Yields, Discount Rates and Coupon Rates

TYPES OF FINANCIAL RISKS

- Foreign Exchange Risks
- Money/Capital Market Risks
- Control of Financial Risks
- Other Forms of Risks

HEDGING TECHNIQUES

- Foreign Exchange Risks
- Money/Capital Market Risks
- Control of Financial Risks
- Other Forms of Risks

COURSE: ISLAMIC BANKING AND FINANCE: PRINCIPLES, PRODUCTS AND MARKET APPLICATIONS

COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)

DATE(S): 21 - 22 MAY, 3 - 4 SEPTEMBER 2026

COURSE SYNOPSIS:

Fundamentals of Islamic Finance

- Origins and objectives of Islamic finance
- Key prohibitions: Riba (interest), Gharar (uncertainty) and Maysir (gambling)
- Concept of profit-and-loss sharing
- The role of Sharia Supervisory Boards and governance
- Comparison of Islamic and conventional finance models

Islamic Banking Operations

- Structure of Islamic financial institutions
- Sources and uses of funds in Islamic banks
- Sharia compliance process and product screening
- Balancing profitability and ethical objectives
- Case study: Evolution of Islamic banking in Nigeria and globally

Core Islamic Financial Contracts

- Murabaha: Cost-plus sale financing
- Ijara: Islamic leasing
- Mudarabah: Profit-sharing partnership
- Musharakah: Joint Venture partnership
- Salam and Istisna: Forward and manufacturing contracts
- Pricing mechanics and profit recognition in Islamic transactions

Islamic Capital Markets and Sukuk

- Introduction to Sukuk (Islamic bonds)
- Types of Sukuk structures: Ijara, Murabaha, Musharakah and Hybrid
- Sukuk valuation and yield equivalence with conventional bonds
- Case analysis: Sovereign Sukuk issuances in Africa and the Middle East
- Role of Sukuk in liquidity and investment management

COURSE: ISLAMIC BANKING AND FINANCE: PRINCIPLES, PRODUCTS AND MARKET APPLICATIONS (CONTD)

COURSE SYNOPSIS:

Risk Management in Islamic Finance

- Nature of risk under Sharia-compliant contracts
- Asset-backed vs. asset-based risk transfer
- Credit, market and operational risk considerations
- Sharia-compliant hedging instruments and their limitations
- Liquidity management in Islamic banks (commodity Murabaha, wakala deposits)

Islamic Financial Services and Wealth Management

- Islamic fund management and Takaful (Islamic insurance)
- Ethical investing and ESG alignment in Islamic portfolios
- Role of fintech and digital transformation in Islamic finance
- Case study: Building an Islamic finance portfolio for retail and institutional clients

Integrative Simulation

- Structuring a client solution using Islamic instruments
- Evaluating financial returns under Sharia-compliant principles
- Comparing outcomes with conventional finance models
- Group Presentations

COURSE: LIQUIDITY RISK & ASSET-LIABILITY MANAGEMENT (ALM) STRATEGIES FOR NIGERIAN BANKS
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 26 - 27 MARCH, 20 - 21 SEPTEMBER 2026

COURSE SYNOPSIS:

1: ALM Fundamentals & Treasury Interaction

- Role of ALM in financial institutions
- Relationship between Treasury, Risk, Finance, and ALCO
- Overview of banking book vs. trading book
- CFA principles as applied to balance sheet governance

2: Liquidity Risk Concepts & Regulatory Landscape

- Funding, market, intraday, and contingent liquidity risk
- Drivers of liquidity risk (macro, micro, behavioural)
- Basel III liquidity standards: LCR, NSFR
- CBN liquidity ratio rules and expectations

3: Balance Sheet Structure & Liquidity Dynamics

- Decomposition of assets, liabilities, and capital
- Types of deposits and liquidity characteristics
- Liquidity value of government securities, T-bills and bonds
- Maturity transformation and its risks

4: Governance, Controls & ALCO Framework

- ALCO structure, mandate, and reporting
- ALM policies, procedures, limits, and dashboards
- Ethical conduct and integrity using CFA Code principles
- Risk ownership and escalation protocols

5: Hands-On Workshop 1

- Balance sheet mapping exercise
- Classifying assets and liabilities by liquidity buckets

6: Quantitative Measurement of Liquidity Risk

- Liquidity GAP analysis (static and dynamic)
- Cash flow mismatch analysis
- Survival horizon analysis
- Liquidity gap statements and interpretation

7: Modelling Behavioural Characteristics

- Non-maturity deposit modelling
- Prepayment behaviour and loan runoff modelling
- Early withdrawal and rollover assumptions
- Embedded options in banking products

COURSE: LIQUIDITY RISK & ASSET-LIABILITY MANAGEMENT (ALM) STRATEGIES FOR NIGERIAN BANKS (CONTD)

COURSE SYNOPSIS:

8: Stress Testing & Scenario Analysis

- Designing idiosyncratic vs. market-wide shocks
- Reverse stress testing
- Liquidity stress dashboards
- What-if simulations and sensitivity analysis

9: HQLA, Liquidity Buffers & Funding Strategy

- Eligibility and structure of HQLA
- Determining optimal liquidity buffers
- Wholesale vs. retail funding mix
- Contingent funding plans & liquidity playbooks

10: Hands-On Workshop 2

- Build a Liquidity GAP statement
- Perform a stress test using sample data
- Compute survival horizons

11: Interest Rate Risk in the Banking Book (IRRBB)

- Repricing risk, yield curve risk, basis risk
- Duration, modified duration, and convexity
- Earnings-at-Risk (EaR) vs. Economic Value of Equity (EVE)

12: Asset-Liability Strategies & Hedging Approaches

- Optimizing liquidity vs. profitability
- Duration management techniques
- Using swaps, repos, and derivatives for hedging
- ALCO decision-making frameworks

13: Transfer Pricing (FTP) & Balance Sheet Optimization

- Purpose of FTP in banks
- Designing liquidity and interest rate charges
- Aligning business-unit incentives with ALM strategy
- Preventing distortions in product pricing

14: ALM Reporting & Regulatory Compliance

- ALCO reporting structures and templates
- Basel III reporting requirements (LCR, NSFR)
- CBN liquidity reporting and submission standards

COURSE: LIQUIDITY RISK & ASSET-LIABILITY MANAGEMENT (ALM) STRATEGIES FOR NIGERIAN BANKS (CONTD)

COURSE SYNOPSIS:

15: Ethics & Conduct in ALM (CFA Code)

- Ethical responsibilities in liquidity reporting
- Misrepresentation, concealment, and data integrity
- Conduct risk in ALM decisions
- Case scenarios & judgement exercises

16: Hands-On Workshop 3 + Final Assessment

- ALM integrated scenario
- Stress test + FTP implication analysis
- Group presentation of balance sheet optimization strategy

COURSE: LIQUIDITY RISK MANAGEMENT COURSE
COURSE FEE: VIRTUAL: N350,500.00 (EXCL. OF ALL TAXES)
DATE(S): 23 - 24 JULY, 2026

COURSE SYNOPSIS:

Day One
Analytic Overview
The aim of this section is to introduce the concept of liquidity risk and explore how it affects banks' business models.

- Definition and types of liquidity risk
- How do liquidity and capital withstand the economic crisis
- Types and drivers of liquidity risk

Framework for assessing liquidity risk
The BCBS's Principles for sound liquidity risk management and supervision
Case studies: Reviewing liquidity position and liquidity risk management at three failed financial institutions

Funding Strategy
This section aims to demonstrate the importance of a bank's funding strategy and its critical relationship to the bank's business model. (Basel Principle 7).

- Funding appropriate for the risk profile of the assets, and commercial needs of products and business lines
- Issues: Stability, diversity and tenor matching of funding sources
- Appropriate deposit funding and deposit insurance schemes
- Refinancing risk of money market and capital markets funding
- Gap management across tenor and currency buckets
- Key metrics for measuring funding strategy and refinancing risk
- Funds Transfer Pricing Problem (LFTP)
- Exercise: Identifying the characteristics of various bank funding sources

Asset Liquidity
The aim of this section is to understand asset liquidity and collateral use in generating liquidity (Basel Principles 12 and 9).

- Define and measure liquid and illiquid assets
- Liquidity of assets under stressed market conditions
- Key metrics for measuring asset liquidity and funding needs

COURSE: LIQUIDITY RISK MANAGEMENT COURSE (*CONT'D)*

- Fair value asset pricing hierarchies in financial reporting (Level I, 2, 3 assets under SFAS 157 and IFRS 7)
- Collateral-based liquidity transactions (e.g. securities financing transactions)
- Collateral assessment: Haircuts/margin, available collateral for access to funding, client balances, central bank eligibility criteria.
- Exercise: Assessing liquidity from accounting fair value hierarchy

Day Two

- Contingencies
- The aim of this section is to develop an understanding of liquidity risk from contingent exposures.
- Types and magnitude of off-balance sheet exposures
- Margin calls from derivative and repo contracts
- Investment vehicles and securitization
- Custody, correspondent and settlement balances
- Intra-day risk
- Case study: Illustration of liquidity risk in a commercial bank caused by excessive contingent liquidity exposures to special-purpose vehicles.

Liquidity Governance, Forecasting and Stress Testing

The aim of this section is to identify the differing sensitivities and tolerances to liquidity risk for differing bank business models and to develop an understanding of how banks measure, forecast and stress-test their liquidity risk (Basel Principle 5).

- Liquidity risk tolerance (Basel Principle 2) given different business models, e.g. retail and wholesale banks, multi-nationals and investment banks
- Liquidity costs, benefits and risks (Basel Principle 4)
- Early warning signals of unacceptable risk appetite
- Liquidity risk management disclosure (Basel Principle 13)
- Asset and liability management: Balance sheet matching, including the extent of maturity mismatch
- Relationship between stress testing and the contingency funding plans
- Forecasting liquidity needs

COURSE: LIQUIDITY RISK MANAGEMENT COURSE (*CONT'D)*

- Stress testing: Key scenarios relating to business activities, products and funding sources; dealing with a COVID-19 scenario
- Contingency funding plan: Sufficient liquidity to meet the potential demands of stress outflows
- Exercise: Matching liquidity risk management with business model
- Case study: Liquidity risk governance in a complex banking group
- Exercise: Forecasting and stressing liquidity in different products

Supervision and Regulation

This section is to identify the regulatory treatment of liquidity risk, based around Basel III's Liquidity Coverage Ratio (LCR) and Net Stable Funds Ratio (NSFR).

- Run through of LCR components, with examples
- Run through of NSFR components and implementation
- Supervisory monitoring tools
- Exercise: Calculating an NSFR

COURSE: MARKETING OF FINANCIAL SERVICES
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 18 – 19 JUNE, 5 – 6 AUGUST, 19 - 20 NOVEMBER 2026

COURSE SYNOPSIS:

Overview of the financial environment
- Structure of the financial system
- Understanding the financial markets
- Regulators and regulatory environment

Understanding marketing
- Defining marketing
- Understanding the marketing mix
- Creating the right marketing mix
- Setting the right price
- Selling on value
- Fitting PR into the MI

Marketing
- The customer imperative
- Customer and competitor analysis
- Obtaining and sustaining competitive advantage
- Market segmentation and selection
- Pricing for value promoting & delivering product and service value

Financial products
- Domestic money market products
- Foreign exchange products
- Credit products
- Capital market products
- Correspondent banking products
- Miscellaneous products

Developing new products
- Identifying competitive areas
- Market research
- Test marketing technique
- Market segmentation\positioning
- Product development team
- Advertising development
- Pricing

Sale relationship building
- Delivering service
- Tackling\resolving complaints
- Keeping in touch
- Testing the strength of relationships
- Nurturing loyalty
- Increasing customer base

COURSE: MARKET RISK MANAGEMENT
COURSE FEE: ONLINE N350,500.00 (EXCL. OF ALL TAXES)
DATE: 3 - 4 JUNE, 2026

COURSE SYNOPSIS:

Overview

This comprehensive interactive online workshop will explore underlying market risk exposures in equities, commodities, fixed income, and derivatives. We will examine many aspects of market risk and apply market risk measurement tools to quantify and manage risk exposures.

The Covid-19-related market meltdown in virtually all asset classes during March & April 2020 has provided both financial market participants and regulators alike with the first truly global market risk event since the Great Financial Crisis to test the effectiveness of regulatory standards and market risk practices adopted in the intervening decade.

A sudden realisation of the economic impact that would be wrought by governmental and social responses to the impending global pandemic caused panic in global markets as risky assets were discarded as fast as liquidity conditions would permit and financial actors raced for the safety of cash liquidity. Even traditional havens of safety such as the US Treasury market suffered severe dislocation prompting previously unprecedented action by global central banks.

This Market Risk course is ideally timed to examine the events of that period. The approach adopted is to introduce and review technical and practical market risk practices, the effectiveness of regulatory frameworks during the period against the backdrop of various case studies presented to illustrate actual market risk trading and hedging activities of speculators and commercial actors alike.

The following delegates will find the workshop beneficial:

- Treasurers
- Regulators
- Corporate Dealers
- Internal Auditors
- Settlement Officers
- Foreign Dealers
- Money Market Dealers
- Economists
- Market Risk Management
- Basel Market Risk Regulatory Approach
- Bonds
- Charted Financial Analysts
- Commodities
- Derivatives
- Emerging Markets
- Credit & Risk Managers
- Compliance Officers
- Equities
- Exposure Mapping
- Financial Risk
- Fixed Income
- Market Exposure
- Market Risk

COURSE: MARKET RISK MANAGEMENT (*CONT'D)*

Workshop Overview

1. **Introduction**
   - Global perspective
   - Definition and types of risk
   - Risk management Principles
   - Objective of risk management
   - Disaster recovery and business continuity plan
   - Know your customer
   - Risk Measurement and Control
   - Common mistakes in risk management
   - Common measure of Risk: Standard deviation, Variance, Skewness, Kurtosis & Correlation
   - Practical diversification
   - Case Studies: How would an understanding of the technical material presented above, facilitate an understanding of the events earlier this year Covid-19?
2. **Introduction to Basic Statistics and Financial Modelling**
   - Basics of financial modelling
   - Time value of money
   - Probability concepts
   - Distribution profiles
   - Randomness
   - Monte Carlo
   - Markov process
   - Brownian motion
   - Case Studies: How would an understanding of the technical material presented above, facilitate an understanding of the events earlier this year Covid-19?
3. **Understanding Financial Markets and Participants**
   - Features of Financial Markets
   - Composition of Financial Markets
   - Types of Financial Markets.
4. **Types of Market Risk, Management, Control And Compliance**
   - ·Definition, Identification, Evaluation and Management of;
   - Interest Rate Risk: Trading and Non-Trading
   - Price Risk: Fixed income and Equity price volatility
   - Currency Risk: , Transaction and Translation
   - Liquidity Risk: Funding and Asset Liquidity
5. . **Other Boundary Risk (other risk in Market Risk)**
   - **Counterparty /Credit Risk: Risk-assessment criteria**
   - **Sovereign/Macroeconomic Risk: Deal only in instruments from viable Issuers**
   - **Convertibility/Transferability Risk: Due diligence**
   - **Legal Risk: Seek legal advice**

COURSE: MARKET RISK MANAGEMENT (*CONT'D)*

6. **Market Risk Structure in Financial Institution Trading and Non-Trading Market risk**

- Typical desk structures
- Roles of Treasury – Trading and Non-Trading
- A look at front, middle and back office
- The flow/ process of a trade

7. **Market Risk Management Strategies**

- Market Risk mitigation Strategies
- Global best practice in market risk
- Valuation methods: Mark-To-Market and Mark-To- Model
- Measurement methods: VaR and Other Risk measures
- The provisions of IFRS9

8. **Introduction to Structured Finance, Securitization and ABS**

- Structured Finance
- What are structured products
- Issuers' and investors' appetite for structured products
- Structured Products
- Future for structured products
- Structural credit risk models
- CDO structures and tranches
- CDO valuation
- Securitization
- Definition of Securitization
- Securitization Process
- Types of Securitization: ABS, MBS etc
- Advantages of Securitization
- Disadvantages of Securitization

Asset Back Securities (ABS)

- Introduction to asset backed securities
- Structure and rating of asset backed securities
- Major sectors of the asset backed securities market
- Pricing and trading of asset backed securities
- The future of the asset backed securities market

COURSE: MONEY MARKET OPERATIONS
COURSE FEE: FACE-TO-FACE: N525,500.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 4 - 5 AUGUST, 2026

COURSE SYNOPSIS:

Course Introduction
Money market basically refers to a section of the financial market where financial instruments with high liquidity and short-term maturities are traded. Money market has become a component of the financial market for buying and selling of securities of short-term maturities, of one year or less, such as treasury bills and commercial papers. Over-the-counter trading is done in the money market and it is a wholesale process. It is used by the participants as a way of borrowing and lending for the short term.

The money market is the cornerstone of a competitive and efficient system of market-based intermediation and should normally be in good working order before a government bond market is developed. The money market stimulates an active secondary bond market by reducing the liquidity risk attached to bonds and other term financial instruments and assisting financial intermediaries in managing liquidity risk.

The money market serves as the medium for government cash management and provides the first link in implementing monetary policy using indirect instruments.

The Money Market Operations Training aims to provide participants with a comprehensive understanding of money market instruments, their functions, and the strategies employed in money market operations. Participants will gain practical knowledge and skills essential for effective money market management.

Course Outline
Introduction to Money Market
☐Overview of Money Markets
o Definition and purpose of money markets
o Key participants and their roles

☐Money Market Instruments
o Treasury bills
o Commercial papers
o Certificates of deposit
o Repurchase agreements
o Treasury Inflation-Protected Securities (TIPS)

COURSE: MONEY MARKET OPERATIONS CONT'D

COURSE SYNOPSIS:

☐**Regulatory Framework**
- Understanding regulations governing money market operations
- Compliance and risk management

☐**Role of Central Banks**
- Central bank's influence on money market operations
- Monetary policy and its impact on money markets

☐**Risk Management in Money Markets**
☐Interest rate risk
☐Credit risk
☐Liquidity risk

☐**Repo and Reverse Repo Transactions**
☐Understanding repurchase agreements
☐Mechanics of reverse repo transactions

☐**Role of Technology in Money Markets**
☐Introduction to financial technology in money market operations
☐Automation and digitalization trends

☐**Future Trends and Developments**
☐Exploring emerging trends in money market operations
☐Adapting to changes in the financial landscape Treasury Inflation-Protected Securities (TIPS)

COURSE: RETAIL BANKING OPERATIONS, RISK AND TECHNOLOGY
COURSE FEE: N275,770.00 (EXCL. OF ALL TAXES)
DATE: 4 - 5 AUGUST, 2026

COURSE SYNOPSIS:

Course Introduction

From a regulatory perspective, the risk is the potential that events, expected or unanticipated, may harm a bank's capital or earnings. To control risk and mitigate their impact on financial performance, banks must have systems that identify, measure, control, and monitor risks. Strong risk management systems are especially important when introducing new products or services and during economic growth or recession.

Join us in this 2-day comprehensive walk through of the retail banking operations and related challenges and technological solutions.

Course Agenda

Introduction to Retail Banking

- Financial Systems
- Types of Banking
- Retail Banking Products
- Retail Lending & Mortgages
- Banking Services
- Payment Systems & Services
- Credit & Debit Cards
- Banking Operations
- Anti-Money Laundering

End of course assessment

Risk Management

Identify the key components of retail credit risk

Describe the key components of a bank's credit risk profile

Recognize the risks associated with the origination and acquisition of retail lending products

Describe the characteristics of a sound credit risk management framework and governance

Technology

Describe the use of cash in payments and its care and distribution

Explain the check payment process and the various types of bank checks

Outline developments in electronic processing and payment transfers

Identify banking laws and regulations related to payment processes and electronic funds transfer

COURSE: SECURITIES TRADING SIMULATION (STS) GAME (RESIDENTIAL)
COURSE FEE: N1,990,500.00 (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

INTRODUCTION TO SECURITIES TRADING: TYPES OF MARKETS

- Primary
- Secondary

TYPES OF SHORT TERM SECURITIES

- Commercial Papers
- Banker's Acceptance
- Certificate of Deposit
- Treasury Bills

FIXED INCOME MATHEMATICS
PARTICIPANTS IN THE GOVERNMENT SECURITIES MARKET TYPES OF TRANSACTIONS

- Spot
- Forward
- Repo/Reverse Repo

STRUCTURE/TRENDING OF RATES
FACTORS AFFECTING INTEREST RATES

RISK & CONTROLS IN SECURITIES TRADING

TREASURY BILLS TRADING SIMULATION

- Transaction Types
- Participants
- Interbank Dealing Process
- Position Limits
- Tenor of Transactions
- Securities Blotter
- Book-keeping/Records

DEALING SESSIONS

COURSE: SECURITIZATION TECHNIQUES

COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)

DATE(S): 15 -16 JULY 2026

COURSE SYNOPSIS:

Overview

Securitization is a complex financial process that involves pooling and repackaging various types of assets into securities. It plays a crucial role in modern financial markets, providing liquidity and risk management solutions. This training program aims to equip participants with a comprehensive understanding of securitization techniques, their applications, and the associated risks and benefits.

The Securitization Techniques training program addresses the following needs:
Knowledge Gap: Bridge the gap between theoretical knowledge of securitization and practical application in various financial sectors.
Skill Development: Develop the skills required to identify potential assets for securitization, structure transactions, and analyze the risks and benefits involved.

Career Advancement: Equip participants with the expertise to pursue career opportunities in structured finance and related fields.

Regulatory Awareness: Enhance understanding of the regulatory framework governing securitization transactions

Highlights:

- Provide a foundational understanding of securitization and its role in financial markets.
- Explore different types of assets suitable for securitization.
- Examine the structuring process and key components of securitization transactions.
- Analyze the risks and rewards associated with securitization.
- Understand the regulatory framework governing securitization.
- Discuss market trends and emerging developments in the securitization landscape
- Introduction to Securitization.

Course Outline

Introduction to Securitization.
- Definition and purpose of securitization
- Historical context and evolution
- Importance in financial markets

Asset Selection and Pooling
- Identifying suitable assets for securitization
- Pooling mechanisms and criteria
- Evaluating credit quality and risk factors

Structuring Securitization Transactions
- Special Purpose Vehicles (SPVs)
- Tranching and credit enhancement
- Cash flow waterfall analysis

Risks and Risk Mitigation
- Credit risk assessment
- Market risk considerations
- Operational and legal risks
- Risk mitigation strategies

Regulatory Environment.
- Overview of global regulatory frameworks
- Compliance requirements
- Impact of regulatory changes on securitization

Case Studies and Practical Applications.
- Real-world examples of successful securitization transactions
- Challenges faced and lessons learned

Market Trends and Innovations
- Emerging trends in securitization
- Green and sustainable securitization
- Technological advancements in the securitization process

COURSE: SHORT AND LONG TERM FUND MANAGEMENT COURSE
COURSE FEE: N525,750 ONSITE AND N420,500.00 ONLINE (EXCL. OF ALL TAXES)
DATE(S): 21 – 22 MAY, 16 – 17 SEPTEMBER 2026

COURSE SYNOPSIS:

- Fundamentals of Fund Management
- ☐Introduction to Fund Management
- ☐Defining short-term and long-term funds.
- ☐Understanding the importance of effective fund management
- ☐Investment Objectives and Risk Tolerance
- ☐Identifying and setting investment objectives for short-term and long-term funds.
- ☐Assessing risk tolerance and aligning investment strategies..
- ☐Asset Allocation Strategies.
- ☐Exploring asset allocation principles for short-term and long-term investment portfolios.
- ☐Diversification and its role in risk mitigation.

Investment Vehicles

☐ Overview of various investment instruments for short-term and long-term funds.
☐ Evaluating the suitability of different assets based on investment goals.

Short-Term Fund Management

- **Money Market Instruments**

☐ Understanding and utilizing money market instruments for short-term funds.
☐ Liquidity management in short-term portfolios.

- Fixed Income Strategies

☐ Implementing fixed income strategies for short-term investment goals.
☐ Yield curve strategies and interest rate risk management.

COURSE: SHORT AND LONG TERM FUND MANAGEMENT COURSE CONT'D

COURSE SYNOPSIS:

Cash Flow Management

- ☐Techniques for effective cash flow management in short-term funds.
- ☐Liquidity risk and contingency planning.
- •Regulatory Compliance for Short-Term Funds
- ☐Understanding regulatory requirements related to short-term fund management.
- ☐Compliance and risk management considerations

Long-Term Fund Management

- •Equity Investments and Growth Strategies
- ☐Incorporating equity investments into long-term portfolios.
- ☐Strategies for achieving growth and capital appreciation.

Retirement and Pension Fund Management

☐ Tailoring long-term fund management for retirement and pension funds.
☐ Balancing risk and return in long-term investment strategies.

- **Real Assets and Alternative Investments**

☐ Exploring real assets and alternative investments for long-term portfolios.
☐ Evaluating the role of diversification in long-term asset management.

- **Estate Planning and Tax Considerations**

☐ Integrating estate planning and tax considerations into long-term fund management.
☐ Minimizing tax implications and maximizing wealth preservation.

COURSE: STRUCTURED TRADE AND COMMODITY FINANCE COURSE
COURSE FEE: N695,500 ONSITE AND N595,500.00 ONLINE (EXCL. OF ALL TAXES)
DATE(S): 20 – 22 MAY, 23 -25 SEPTEMBER 2 – 4 DECEMBER 2026

COURSE SYNOPSIS:

- **Overview of International Trade environment**
- **Risks in International trade**
- **Understanding different types of Trade Finance products and their applications**.
  - Pre-finance
  - Supplier credits
  - Invoice discounting
  - Export factoring
  - Forfaiting
  - Buyer credits

Structured Commodity Finance
- Pre-Finances
- Letters of Credit
- Warehouse/Inventory Finance
- Export credits
- Receivables Financing
- Borrowing Base Facilities
- Barter and Inventory Finance

Structured Trade Finance
- International leasing
- Credit lines
- Local currency finance
- Project finance
- Joint venture

Risks in Commodity Trade contracts
Transport Documents & INCOTERMS

COURSE: SUPPLY CHAIN FINANCE COURSE
COURSE FEE: N525,750 ONSITE AND N420,500.00 ONLINE (EXCL. OF ALL TAXES)
DATE(S): 25 – 26 MAY, 10 – 11 SEPTEMBER 2026

COURSE SYNOPSIS:

Overview

Supply Chain Finance is an evolving set of solutions within trade finance implemented by various financial institutions, leading corporate buyers and their trading partners all over the world. This 2-day course provides background on the growing importance of Supply Chain Finance, delving into the key elements, available options from which solutions are implemented and an in-depth view success factors.

Highlights:

- The supply chain finance environment;
- The role of traditional trade finance products;
- The key components of trade cycle analysis;
- The application and implementation of standard definitions for techniques of supply chain finance and associated legal, technological, cost and risk implications;
- The management of foreign exchange exposures

Benefits:

Understand the need for and use of Supply Chain Finance
Understand and be able to apply Trade Cycle Analysis
Understand and be able to structure Supply Chain Finance solutions
Understand the practicalities of the implementation of Supply Chain Finance
Understand alternative financing and innovation in Supply Chain Finance.
Understand regulatory issues facing the supply chain finance industry.
Understand supply chain finance solutions including approved payables finance, dynamic discounting, reverse factoring and receivables finance.

COURSE: TECHNICAL ANALYSIS FOR TREASURY
COURSE FEE: FACE-TO-FACE: N1,990,500.00 (EXCL. OF ALL TAXES)
DATE: 11 – 13 MARCH 2026

COURSE SYNOPSIS:

Module 1: Introduction to Technical Analysis
- Philosophy of technical analysis
- Technical vs. fundamental forecasting
- Advantage of technical analysis
- The Dow Theory
- Understanding behavioural Finance and Market Psychology

- **Module 2: Chart Construction**
- Types and construction of charts
- Arithmetic vs Logarithmic scale
- The Bar Chart
- The Line Chart
- The Japanese Candlestick Chart
- The Point-and-Figure Chart

- **Module 3: Basic Concepts of Trend**
- Definition of Trend
- Support and Resistance
- Trend lines
- The Channel Line

Module 4: The Moving Average System
- How to Use a Moving Average to generate buy/sell signals, The Single, Dual, Triple Moving Average Crossover, The Pros and Cons of Moving Averages
- Moving Averages Tied to Cycles, M.A. Envelopes, Bollinger
- Bands

Module 5: Introduction to Oscillators
- Types/Uses of Oscillators
- Indicators and their interpretation.
- Principle of Divergence, Momentum, Price Rate of Change
- Wilders Relative Strength Index
- Stochastic construction/Interpretation

Module 6: Major Reversal Patterns
- Tops and Bottoms
- Double Tops and Bottoms
- Head and Shoulders
- Triple Tops and Bottoms
- Spike (V) Tops and Bottoms
- Rounding Tops and Bottoms
- Wedges and Diamonds

Module 7: Major Continuation Patterns
- The Ascending Triangle
- The Symmetrical Triangle
- The Descending Triangle
- Flags and Pennants
- Wedges and Rectangles

Module 8: Stop loss placing
- Using the right technique
- What techniques work?
- Avoiding false breaks

COURSE: TECHNICAL ANALYSIS FOR TREASURY(*CONT'D)*

Module 9: Moving Average Convergence/Divergence System (MACD)

- MACD construction/interpretation,
- How to use MACD to spot trend changes early.

Module 10: Other Popular Systems

- Bollinger Bands
- Directional Movement Index (DMI), ADX/ ADXR
- Commodity Channel Index (CCI),
- Parabolic S.A.R. system.

Module 11: Advanced Candlestick Charting

- History of Japanese candlesticks
- Best use of candlesticks
- Single, double triple, and multiple reversal patterns
- Continuation patterns
- How to combine candles with Western techniques to time entry and exit.

Module 12: Elliott Wave Theory and Fibonacci Techniques

- Basic Tenets of the Wave Principle
- Impulse Waves and Corrective Waves
- Fibonacci Numbers as Basis of Wave Principles
- Fibonacci Ratios and Retracements
- Using Fibonacci Retracement and Projections

Module 13: Technical Analysis of Trading: Strategy & Implementation with Live Trading Session

- This is a personalised section bringing all we have learned into a structured technique that attendees will be able to implement tomorrow. Bringing theory into practice
- Choosing the right timeframe for your analysis
- Choosing the right indicators and techniques
- Placing the right Stops
- Live trading examples, case histories and case studies

COURSE: THE BATTLE OF THE BANKS AFRICA _ SIMULATION GAME
COURSE FEE: VIRTUAL: (EXCL. OF ALL TAXES)
DATE: DATE TO BE CONFIRMED

COURSE SYNOPSIS:

INTRODUCTION

This training is intended to provide the participants with a robust understanding of the management of a commercial bank in a competitive and regulated environment. The training methodology is unique in that traditional lectures are combined with a simulation game where participants are assigned the task of running a bank in a simulated banking market. Each bank staffed with 4 members, competes against other banks to maximise market share and stock price. During the simulation game participants will face the traditional regulatory constraints such as restrictions on deposit pricing, capital adequacy and reserve requirements.

OVERVIEW

The Battle of the Banks Africa is a live competition webinar that runs for 8 weeks.
The competition is designed specifically to facilitate the development of the business acumen of Africa's young bankers. Participants gain insight into how the different areas of the business interact to enhance overall business and financial performance, and how key macroeconomic indicators impact the decision-making process in a bank and are exposed to the challenges of risk management strategies, corporate governance, and business ethics.

The program is unique, with the simulated environment and competition element encouraging Africa's Young Bankers to get involved, learning from the online, interactive, training tools and webinars, as well as interacting with their colleagues in their quest for knowledge, and to lift the title of Africa's best Bankers.
The program is divided up into three main areas of learning.

1. CONCEPTUAL LEARNING

This section has a weighting of 5% to overall teams performance.

a. An introduction to Asset and Liability Management.
b. An introduction to Basel.

2. THE BATTLE PRACTICAL SIMULATIONS

This section has a weighting of 30% to your overall teams performance.

a. All assignments and assignment quizzes must be completed using the ProBanker Simulator software.
b. Once inputs are simulated, participants are to download the reports from ProBanker and answer the quizzes that follow (to be found in the ICAP Academy site.)
c. This is performed in AUTOSIM where participant is responsible for simulating your inputs.

COURSE: THE BATTLE OF THE BANKS AFRICA _ SIMULATION COMPETITION (*CONT'D)*

3. THE BATTLE

This section has a weighting of 65% to your overall teams performance.

Incorporates the following simulations and rounds.

a. Trial Run – Each team will participate in a 2 financial quarter simulation to get a feel of the sensitivity of the simulator and feel for the competitive environment.

b. Competitive Round:

i. Each team competes in a 6-quarter Banking challenge. For each financial quarter, the Central Bank will release an Economic and forecast report. Teams will base their inputs on this report. Teams are judged on the following Metrics:
   - ✓ Stock performance,
   - ✓ Net Income,
   - ✓ Loan performance,
   - ✓ Basel ratios.

ii. Each team to prepare a 6-quarter performance report.

COURSE OUTLINE

Week 1

Financial Intermediation & Commercial Banks

- Welcome Address.
- Introduction to the Battle.
- ICAP Academy and ProBanker sign-in problems.
- Dr Anoop Rai - overview of ProBanker in USA (video recording).
- Facilitator Introduction.
- Run through Assignment 1 or similar in class.

Week 2

Interest Rate Risk Management & Capital requirements

- Key take away.
- Guest speaker (TBC) / Facilitator topic choice.
- Introducing the practice round (2 financial quarters).

COURSE: THE BATTLE OF THE BANKS AFRICA _ SIMULATION COMPETITION *(CONT'D)*

Week 3
Liquidity & Credit Risk Management
- Going through Q0 – Q1 Practice round (Q and A session for participants).
- Complete Q2.

Week 4
Trial run/Competition: Quarter 1 & 2 Decisions
- Going through practice round (Q and A session for participants).
- Key take away.
- Guest speaker (TBC)/Facilitator topic choice.
- Introducing the competition and opening.
- Reminder of scoring system.

Week 5
Quarter 1 & 2 Review/Quarter 3 & 4 Decisions
- Team reviews and insights.
- Key take away.
- Guest speaker (TBC)/Facilitator topic choice.
- Preparation for next 2 financial quarters.

Week 6
Quarter 3 & 4 Review/Quarter 5 & 6 Decisions
a. 4 Qtr. team reviews and insights.
b. Key take away.
c. Guest speaker /Facilitator topic choice
d. Preparation for final 2 financial Quarters.

Week 7
Reviews and results.
Take away.
Performance report due from all teams.

Week 8
Next Steps; final 4 teams compete in a 4 financial quarter shootout, culminating in the team's presentation of their banks financial performance to a supervisory board.

COURSE: TRADE FINANCE PROCESSES
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 21 – 22 MAY, 2 – 3 SEPTEMBER 2026

COURSE SYNOPSIS:

Overview
This training examines the roles and responsibilities of banks, importers and exporters, and the products available to assist them in finding satisfactory solutions for international trade finance. The training explores the local Foreign Exchange Control and Regulatory environment, Revised Import guidelines and Documentation, the commonly used documents and international trade terms, different payment methods used in international trade finance and exchange risks.

Expected Benefits/Deliverables
- Understand the Nigeria Foreign Exchange Control & regulatory Environments.
- Understand the payment methods used in international trade, Pros and Cons of each payment method
- Identify Trade risk and how this can be mitigated.
- Reduction of Letter of Credit discrepancies.
- Reduction in delay on Trade Transactions.
- Increased security on Trade Transactions.
- Handling of Letter of Credit challenges.
- Understand & mitigate the Foreign Exchange risks.

Course Outline
- Updated Foreign Exchange Control & Regulatory Environments
- Revised Import Guidelines
- The Importance of Incoterms® rules.
- The nature of trade documentation.
- The risks faced by exporters, importers and banks.
- Principle and life cycle of Letter of Credit, Types of Letter of Credits
- Handling Discrepancies in Letter of Credit
- Principle of Bills for Collection
- Bills for Collection Cycle, Types of Bills for Collections
- Understanding International Trade rules guiding Letters of Credits and Bills for Collection.
- Foreign Exchange & Derivatives.

COURSE: TREASURY COMPLIANCE, ETHICS & CONDUCT
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE: 21 – 22 MAY, 2 – 3 SEPTEMBER 2026

COURSE SYNOPSIS:

Foundations of Treasury Ethics & Compliance

- Role of ethics in treasury and financial markets
- Why compliance matters: safeguarding reputation, licenses, and client trust
- Overview of CFA Institute Code of Ethics & Standards of Professional Conduct
- Alignment between CFA Ethics, Market Conduct rules, and Nigerian regulatory expectations

Understanding the CBN Market Dealer Codes

- Structure and purpose of the CBN FX & Fixed-Income Dealer Codes
- Responsibilities of Authorized Dealers and market operators
- Trading mandates, conduct expectations, and enforcement rules
- Price transparency, confidentiality, and fair dealing requirements

Ethical Decision-Making in Treasury

- Applying CFA Standards to real treasury activities
- Conflicts of interest: identification, avoidance, and proper disclosure
- Handling sensitive information and preventing market abuse
- Duty of loyalty, prudence, and care in managing client and institutional assets
- Gifts, entertainment, and improper influence

Market Integrity & Professional Conduct

- Insider trading and information asymmetry
- Manipulative practices: spoofing, layering, collusion, and quote stuffing
- Market transparency obligations
- Best execution principles in treasury operations
- Ethics in pricing, quoting, settlement, and interbank dealings

COURSE: TREASURY COMPLIANCE, ETHICS & CONDUCT

COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)

DATE: 25 – 26 JUNE, 26 – 27 NOVEMBER 2026

COURSE SYNOPSIS:

Compliance Framework for Treasury Desks

- Designing an effective treasury compliance system
- Key policies: trading mandates, approvals, escalation protocols
- Surveillance, monitoring, and transaction reporting
- Documenting and maintaining robust audit trails
- Managing breaches, violations, and remediation

Practical Scenarios & Case Simulations

- Real-life case studies from the Nigerian FX and fixed-income markets
- Analysis of past regulatory sanctions and lessons learned
- Ethical dilemmas in trading, risk management, and client handling
- Interactive simulations:
  - Quoting and execution ethics
  - Managing conflicts of interest
  - Handling market-sensitive information
  - Escalation and whistleblowing scenarios

Building a Culture of Ethics Inside Treasury

- Embedding ethical thinking into day-to-day workflows
- Role of leaders and supervisors in shaping conduct
- Accountability, transparency, and speaking up
- Continuous learning, monitoring, and personal professional development
- Application & Assessment
- Knowledge test
- Practical decision-making exercises

COURSE: TREASURY AND CASH MANAGEMENT
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00(EXCL. OF ALL TAXES)
DATE(S): 18 - 19 JUNE, 5 - 6 OCTOBER 2026

COURSE SYNOPSIS:

- **THE NIGERIAN FINANCIAL ENVIRONMENT: AN OVERVIEW OF TREASURY MANAGEMENT**

- Market volatility: establishing the need for effective treasury management
- The strategic role and scope of treasury management
- The role and functions of Asset and Liabilities Committee ("ALCO") and other risk related committees
- Portfolio management, trading and settlement, including proprietary trading
- Establishing a treasury function along with developing a risk management strategy
- Regulation, including the international regulatory framework

FINANCIAL MANAGEMENT
- Corporate financial planning and engineering strategies and techniques
- Liability management strategies, objectives, tools and techniques
- Asset management strategies, objectives, tools and techniques
- Capital adequacy determinations

- Off-balance sheet activities and securitisations
- The role of securitisations in the post-banking crisis environment

ROLE OF OPERATIONS IN TREASURY & CASH MANAGEMENT
- Confirmation and Settlement Process
- Cash Payments and Transfers
- Trade Operations
- Internal Control
- Technology – Systems availability
- Regulatory Reporting

RISK MANAGEMENT
- Market risk – Understanding the various market risks that exist
- Identifying and Managing Interest Rate Risk
- Exchange rate risk – differentiating between transaction risk and translation risk
- Credit risks – Measurement and management tools and techniques
- Operational risks – Understanding the scope of operational and other associated risks
- Other risks – Legal, reputation (corporate brand) and strategic risks

COURSE: THE TECHNICAL TRADER _ DEVELOPING A TRADING MODEL
COURSE FEE: ONLINE (EXCL. OF ALL TAXES)
DATE: DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Overview

This practical, engaging and interactive workshop utilises the state of the Eikon platform from Refinitiv, allowing delegates to trade in a simulated environment and get to grips with the concepts of technical analysis whilst deploying their newly acquired knowledge in real life market conditions.

At the end of the program delegates will have a thorough understanding of:

- Their personal strengths and weaknesses
- How to get the best out of their trades
- How to formulate a methodology to suit the trader
- How to formulate a set of rules to suit the trader

Who should attend?

The course will be extremely valuable to the following people:

- All levels of the Treasury and trading teams
- Private InvestorsUnderstand different advanced Excel

Workshop Outline

Learning Modules:

1. Trader psychology and tools to manage risk
2. Stop-loss management
3. Trade strategies using trendlines
4. Managing different trends
   a.Primary trend
   b.Secondary trends
   c.Minor trend
5. ROM
6. Implementation of Moving Average trading strategies
7. Oscillator analysis and integration into trading strategies
   a.Momentum
   b.Relative Strength Index
   c.Moving Average Convergence Divergence
8. Key reversal trading strategy
9. Chart formations to look out for.

COURSE: THE TECHNICAL TRADER _ DEVELOPING A TRADING MODEL (*CONT'D)*

Week 1 Structure:

- Pre-reading material prescribed textbook ** (pages 5 – 31)
- 3-hour live webinar (theory and practical)
  - ✓ Trader psychology and tools to manage risk
  - ✓ Stop-loss management
  - ✓ Trade strategies using trendlines
- Practical sessions
  - ✓ Chart setup
  - ✓ Stop-loss management
  - ✓ Trading with trendlines
- Assignments
  - ✓ Practical 1 – stop loss implementation
  - ✓ Practical 2 – trendline implementation

Week 2 Structure

- Pre-reading material prescribed Textbook** (pages 32 – 72)
- 3-hour live webinar (theory and practical)
  - ✓ Managing different time frames
  - ✓ ROM (Relative Oscillation Movement)
  - ✓ Moving Averages
- Practical sessions
  - ✓ Defining the trend
  - ✓ Creating buy and sell zones using ROM
- Moving Average signals
- Confirming Moving Average signals
- Assignments
  - ✓ Practical 3
  - ✓ Practical 4
  - ✓ Practical 5
  - ✓ Practical 6

Week 3 Structure

- Pre-reading material prescribed textbook** (pages 73 -153)
- 3-hour live webinar (theory and practical)
  - ✓ Oscillator analysis and integration
- Momentum (MOM
- Relative Strength Index (RSI)
- Moving Average Convergence Divergence (MACD)
  - ✓ Chart formations to lookout for
- Key reversal trading strategies
- Practical session
  - ✓ Oscillator analysis
  - ✓ Key reversal strategies
- Assignments
  - ✓ Practical 7
  - ✓ Practical 8

COURSE: **TREASURY MANAGEMENT & SALES**
COURSE FEE: **VIRTUAL: (EXCL. OF ALL TAXES)**
DATE(S): **23 -25 JUNE, 4 - 6 NOVEMBER 2026**

COURSE SYNOPSIS:

OVERVIEW

In the competitive landscape of financial services, clients are more discerning and require much more than financial products – clients are seeking treasury professionals who understand their businesses and are able to craft solutions that add value to their bottom line. As a provider of financial services, your strength lies in the strength of your team. Building world class sales capabilities within your front-office treasury teams will be a differentiating factor that enables you to stand out above your competitors.

This course is ideal for fast tracking the product knowledge and selling skills of treasury professionals who are in front, middle, back office and client-facing roles. Aimed at new

LEARNING OUTCOME

By the end of the course you will be able to:

- Demonstrate knowledge of the of the treasury function;
- Demonstrate knowledge of treasury products (in terms of features, benefits, risks and risk mitigation strategies);
- Demonstrate knowledge on how to engage clients effectively to uncover their business needs;
- Demonstrate knowledge on how to generate and pursue new business leads; Demonstrate knowledge of how to network effectively;
- Demonstrate how to probe for opportunity and match a client’s needs to a well-crafted treasury solution;
- Demonstrate team-based communication and sales techniques;·
- Demonstrate knowledge of how to prepare proposals and pitch books;

COURSE: TREASURY MANAGEMENT & SALES (*CONT'D)*

COURSE OUTLINE

- Understanding treasury and financial markets;
- Understanding and mitigating risk;
- Money Market instruments (mechanics, features, benefits and risks);
- Bonds (mechanics, features, benefits and risks)
- Equities (mechanics, features, benefits and risks);
- Commodities (mechanics, features, benefits and risks);How to assess whether a mining opportunity is funding read
- Derivatives (futures, forwards, cross currency swaps and options);

- Derivatives (futures, forwards, cross currency swaps and options);
- Hedging strategies using derivatives;
- Treasury Sales Framework; Brief introduction to hedging using derivatives (futures, forwards, cross currency swaps and options)
- Treasury Sales Framework continued;
- Pitchbooks and proposals;
- Presentation skills;
- Putting it all together

COURSE: TREASURY AND RISK MANAGEMENT
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE: 16 - 17 APRIL, 2– 3 JULY 2026

COURSE SYNOPSIS:

Course Introduction
The Treasury & Risk Management function is essential to the success and sustainability of all leading organisations. Never has this been truer, given the ever-increasing pace of change in regulation, compliance, technology, and financial risk. Treasury Management ensures sufficient liquidity to meet its obligations, whilst managing payments, receipts, and financial risks such as Credit Risk, Price, Exchange Rate, and Interest Rate Risk effectively. In addition, effective Treasury & Risk Management will enable companies to make informed and better strategic decisions, providing the analysis, finance and risk assessment. We have developed this 2-day workshop to provide you with the knowledge and skills to make an effective contribution to the Treasury & Risk Management function.

Course Agenda
Treasury Management
- Scope
- Treasury Operations – Cost or Profit Centre; Centralised or Decentralised
- Risk Management
- Assess and manage liquidity, financial markets risks, financing, and capital
- The role of treasury in financing for various types of markets and branch activities
- The role of ALCO, Policies and Procedures and limits
- Use of funded and no funded instruments

Cash & Liquidity Management – A Detailed Analysis
- Cash Forecasts: Role & Preparation
- Investment of Cash Surpluses to Maximize Return
- Meeting Cash Calls and Short-Term Cash Shortages / Short Term Finance
- Working Capital Management – Determining the Optimum Level
- Multi-national & Group Cash Management
- Cash Budgets: Process & Control

COURSE: TREASURY AND RISK MANAGEMENT(*CONT'D)*

Financing and Capital Management

- Strategic Objectives : Consolidation, Growth, M & A ; Joint-Ventures, Diversification, etc.
- Financing Strategic Objectives / Long Term Finance (Public & Private Equity vs. Buyer & Supplier Debt)
- Optimizing the Capital Structure to Minimize the Cost of Capital (WACC)
- The Capital Asset Pricing Model (CAPM)
- Capital Investment Appraisal – NPV; IRR, Payback
- Capital Rationing: Internal & External21 | P a g e

Risk Management

- Identifying Risks and Uncertainties – Internal & External; Financial & Non-Financial
- Measuring Risk – Volatility; Variance; Standard Deviation; Probability; Value at Risk
- Determining the Risk Management Strategy – Assessing
- Impact and Probability
- The 4 T's – Tolerate; Terminate; Transfer; Treat
- Internal Controls & Internal Auditing
- Credit & Counterparty Risk Management

Currency, Interest Rate & Commodity (Oil Price) Risk Management

- Forward Contracts and Forward Rate Agreements
- Options – Calls & Puts; European & American
- Futures – Market Correlation; Margin Payments, etc.
- Swaps – Currency & Interest Rate Risk and Benefits
- Foreign Currency Accounts other Internal Methods / Tactics
- Foreign Currency Borrowing

Real-Life Examples and Group Case Studies

COURSE: TREASURY OPERATIONS AND FX PRODUCTS
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE: 7 - 8 MAY, 25 - 26 JUNE, 22 - 23 OCTOBER 2026,

COURSE SYNOPSIS:

MACROECONOMIC CONCEPTS

- Macro/Microeconomics variables
- Financial environment in Nigeria
- Structure of the Financial System
- Participants/Instruments
- Regulatory environment
- Current Monetary and Fiscal Policies
- Interest rate economics

TREASURY & TREASURY OPERATIONS

- Role of Dealers
- Segregation of Duties
- Role of Middle Office
- Role of Back Office
- Structure of Treasury
- Process Overview
- Deal Capture, Trade Entry and Confirmation
  - Deal Input/Capture
  - Verification and Confirmation/Deal Matching
  - Swift Messages
  - Deal Amendment and Cancellation

Settlement, Clearing and Netting

- Standard Settlement Instruction/Deals Settlement/Statutory Returns
- Vostro and Nostro Accounts
- Payment System-RTGS, Fedwire, CHIPS
- Settlement Systems – Depo X, clear-steam & Netting
- Securities Depositories, Settlement Methods-DVP, FOP
- Settlement Related Risks/Correspondent Banking
- Straight Through Processing

Reconciliations and Investigations

  - Reason for Reconciliation
  - Nostro/Securities Reconciliation & Escalation
  - Escalation

- Treasury System and Data Management
- Essentials of Treasury System for Treasury Operation
- Accounting of Treasury Operations
- Basic Feature the of Treasury System
- Key Trade Information
- Accounting Principles and Reports
- Static Data

COURSE: TREASURY OPERATIONS AND FX PRODUCTS (*CONT'D)*

FOREIGN EXCHANGE & TREASURY OPERATIONS:

- Introduction to International Trade - The Need and Benefit
- Overview of Foreign Exchange Markets
- Foreign Exchange Terminologies
- Key Characteristics of the Global FX Market
- Description and Definition of Each Product
- Spot, Forward, Swap Foreign Exchange Trade
- Capital Inflows and Repatriations
- Cross Rates
- Types of Exposures
    - Transaction
    - Economic
    - Translation
    - Contingent
    - Margin call
- Settlement Calculations

DERIVATIVES

- Define a Derivative contract
- Types of Derivatives
- The uses of Derivative Contracts
- The Characteristics of Derivative Contract
- Forwards, Futures, Options and Swaps
- Long and Short Positions in Derivative Contracts
- The Role of Futures Markets
- Option Contracts and Factors that Affect Option Values
- Swap Contracts and Factors that Affect Option Values
- Relevance of Speculation & Hedging
- Forward Rate Agreement (FRA)
- Non-Deliverable Forward (NDF)
- Confirmation
- Settlement Calculations
- Cash Entries

TYPES OF RISK, MANAGEMENT, CONTROL AND COMPLIANCE

- Currency Risk: Adhere to Net Open Position and Trader Limits
- Liquidity Risk: Adhere to minimum Liquidity Ratio
- Counterparty Risk: Risk-assessment criteria
- Credit Risk: Placement Limits, Dealing Limits, Risk Lines
- Sovereign Risk: Deal only in instruments from viable Issuers
- Convertibility/Transferability Risk: Due diligence
- Legal Risk: Seek legal advice
- Objective of risk management
- Disaster recovery and business continuity plan
- Know your customer
- Risk Measurement and Control

COURSE: TREASURY OPERATIONS: DERIVATIVE REGULATION & SETTLEMENT
COURSE FEE: VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 10 - 11 APRIL 2026, 19 - 20 JUNE 2026

COURSE SYNOPSIS:

OBJECTIVES

The essence of this training are captured as follows:

- Provide explanation of derivative products from the perspective Treasury and relevance for operations staff
- Create practical sessions to capture the various stages of Treasury-Dealing, Confirmation, Settlement, Reconciliation and Reports
- Apply accounting techniques to the derivative products
- Do practical demonstration of sample derivative products especially Foreign exchange and bond derivatives

Derivative

- Introduction
- Objectives
- Types and structure

Concept of risk and mitigants

- Market Risks
- Settlement Risk
- PreSettlement Risk
- Credit Risk

COURSE: TREASURY OPERATIONS: DERIVATIVE REGULATION & SETTLEMENT (*CONT'D)*

Regulation of Derivatives in Nig.

- CBN
- Nigeria Exchange
- FMDQ OTC Exchange

Types of Derivatives, Settlement and Recording

- Options
- Futures
- Cross currency SWAPS
- Interest Rate SWAPS
- Deliverable Forwards
- Non deliverable forwards
- REPOs

Market Settlement Structure

- OTC
- Exchange Traded
- Concept of Central Counter Parties

COURSE: TREASURY RISK MANAGEMENT
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES)
DATE(S): 16 - 17 APRIL, 2 – 3 JULY 2026

COURSE SYNOPSIS:

- **HEDGING STRATEGY USING FINANCIAL PRODUCTS**
- Structural
- Futures
- FRA's
- Interest Rate Swaps
- Interest Rate Options

LIQUIDITY RISKMANAGEMENT &TREASURY OPERATIONS:

- Gapping (cash-flow)
- Investment and funding diversification
- Currency Swaps
- Currency Risk: Types, effects and measurement
- Investment and funding diversification
- Currency Swaps
- Currency Risk: Types, effects and measurement

MONEY MARKET RISK MANAGEMENT

- VAR and probability-based approach to management decision
- Cash Management Systems
- Cash-Flow forecasting, statement information.
- Maturity and gap analysis

MONEY MARKET RISK MANAGEMENT TOOLS

- Present Value arithmetic, simple and compound
- Yield, IRR and NPV
- Yield Curve analysis
- Duration, modified duration and Convexity

INTEREST RATE RISK MANAGEMENT

- Types of Interest Rate Risks
- Floating Rates
- Fixed income
- Re-investment
- Gapping
- Structural Management
- Duration and Convexity based hedging
- Immunization

INTEREST RATE RISK MANAGEMENT

- Forwards
- Other Derivatives

CREDIT/COUNTER-PARTY RISK

- Actual and Perceived Risk
- Managing Credit Risk by Credit Analysis
- Limit, Collateral and Credit Derivatives
  - Volatility Risk
  - Economic Risk
  - Political Risk
  - Legal and Regulatory Risk

COURSE: TREASURY SALES
COURSE FEE: FACE-TO-FACE: | ONLINE: (EXCL. OF ALL TAXES)
DATE(S): DATE TO BE CONFIRMED

COURSE SYNOPSIS:

Understanding The Link Between Banks And A Client Treasury Function
Client Relationship Management

- The essence of the relationship
- Communicating at the appropriate level
- Sharing information across internal business units
- Solutioning strategies and approach
- Price testing
- Credit lines and the ability to operate
- Client prepositioning
- Moving A client up the value chain and the importance

Baseline Product Knowledge

- Interest Rate Instruments
- Foreign Exchange Instruments
- Case Study – What Risks are we Facing
- Capital Market Instruments
- Commodity Instruments

Role Play Example – Needs Analysis Gathering

·Teams will be created for a facilitated role-play

Understanding the Client Treasury Function

- Business Risk
- Business operating environment and competition
- The Importance Of Cash Flow
- 15 minutes of practice, then live role-play to be adjudicated by peers
- Client treasury structure
- Credit lines and the ability to operate
- Client prepositioning
- Moving A client up the value chain and the importance thereof

A practical approach to client management
Understanding cash flow / working capital management

- Debtor financing / factoring
- Exports finance

COURSE: TREASURY SALES(*CONT'D)*

- Working capital and why it's critical
- Unlocking cash flow by borrowing via the forward curve
- Project analysis and costing

The impact of FX on a business

- FX – much more than converting from one currency to a next
- Pricing sensitivity
- Hedging vs speculating
- Understanding what to hedge
- Is using forwards risk free?
- Levelling the playing field using derivatives

Practical example of interest rate risk management

- Defining the risk
- Defining the quantum
- Evaluating the most suitable product

Case study

The case where the product is not always the solution

FX transaction & translation risk hedging

- How to identify a complex risk
- Case study – creating a solution

A Practical Approach to Solutioning Commodity Hedging

- When a Commodity Behaves Like an Exchange Rate
- The Risks Implied in Various Hedges
- Case Study – Gold hedging, Why and When?
- How to Position your Solution

Preparing the Client Presentation

- Clients
- Ensuring you have Fully Understood the Requirements

Structured Hedging Solutions

- Foreign Exchange Structuring
- Debt Management and Strategy
- Interest Rate Structuring

COURSE: LIQUIDITY RISK AND MANAGEMENT WORKSHOP
COURSE FEE: VIRTUAL: N350,500.00 (EXCL. OF ALL TAXES)
DATE : 23 – 24 JULY 2026

COURSE SYNOPSIS:

Course Introduction

We have developed this 2-day workshop for the banking professionals to provide them with an in-depth and hands-on understanding of liquidity-risk management including technical areas such as regulatory requirements, global best practices, cash flow modelling, and stress testing. The topics covered will enable participants to identify and assess liquidity-risk issues present at most financial institutions, including funding vulnerabilities, asset liquidity value, roll-over risk, funding liquidity risk, market-based liquidity risk, intraday liquidity risk, and contingent liquidity risk. This program will include case study work to illustrate and reinforce the concepts presented in the workshop.

Course Agenda

- Liquidity Risk Management
- Collateral management
- Liquidity cash flow modelling
- Contingency funding plans
- Stress testing

Intraday liquidity risk

- Liquidity transfer pricing
- Stability characteristics of deposits and wholesale liabilities
- Liquidity risk arising from off-balance sheet activities
- Liquidity issues related to repurchase agreements, covered bonds, and securitization
- Liquidity Risk in Nonbank Financial Market Intermediaries
- Potential impact on commercial banks
- Potential impacts on financial markets
- Regulatory Requirements
- Basel III - Liquidity risk management and quantitative liquidity measures
- Real Life Examples and Group Case Studies

COURSE: **YIELD CURVE ANALYSIS COURSE**
COURSE FEE: **FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)**
DATE(S): **21 - 22 MAY, 20 - 21 AUGUST 2026**

COURSE SYNOPSIS:

INTRODUCTION

The Yield Curve is a graphical representation of the interest rates on debt for a range of maturities. It shows the yield an investor is expecting to earn if he lends his money for a given period. The graph displays a bond's yield on the vertical axis and the time to maturity across the horizontal axis. The curve may take different shapes at different points in the economic cycle, but it is typically upward sloping.

Understanding and analyzing yield curves is crucial for professionals in the finance industry. This training program aims to provide participants with comprehensive knowledge and practical skills in yield curve analysis. Participants will gain insights into interpreting yield curve movements, implications for various financial instruments, and using yield curve analysis for decision-making.

This program addresses the need for enhanced knowledge and skills in:

- Understanding Interest Rates: Demystifying the concept of yield and its relationship to interest rates.
- Interpreting the Yield Curve: Developing the ability to analyze the shape and movements of the yield curve.
- Financial Decision Making: Leveraging yield curve analysis for investment decisions, risk management, and financial forecasting.
- Building Confidence: Gaining the knowledge and skills to confidently utilize yield curve analysis in various financial contexts.

Course Outline

Introduction to Yield Curves.

- Definition and purpose of yield curves
- Types of yield curves: normal, inverted, flat
- Key components of a yield curve

COURSE: YIELD CURVE ANALYSIS COURSE(*CONT'D)*

Outline
Factors Influencing Yield Curves
- ☐Economic indicators and their impact on yield curves
- ☐Central bank policies and interest rate expectations
- ☐Market sentiment and global events
- Yield Curve Shapes and Signals

Economic indicators and their impact on yield curves
- ☐Central bank policies and interest rate expectations
- ☐Market sentiment and global events.

Construction and Analysis of Yield Curves
- •Yield curve construction methods.
- •Yield curve metrics and calculations.
- •Historical yield curve analysis

Yield Curve Strategies.
- Trading and investing based on yield curve analysis
- Yield curve strategies for different market conditions
- Risk management considerations.

Economic Indicators and Yield Curves.
- Relationship between economic indicators and yield curves
- Employment, inflation, and GDP impact on yield curves
- Leading and lagging indicators

Case Studies and Practical Applications
- Real-world examples of yield curve analysis
- Application in bond portfolio management
- Decision-making based on yield curve signals

COURSE: UNDERSTANDING PORTFOLIO MANAGEMENT
COURSE FEE: FACE-TO-FACE: N525,750.00 | VIRTUAL: N420,500.00 (EXCL. OF ALL TAXES)
DATE(S): 15 - 16 APRIL, 17 - 18 SEPTEMBER 2026

COURSE SYNOPSIS:

Objectives:
At the end of the workshop, delegates will have a comprehensive understanding of:

- Ethical principles & professional code of conducts as it pertains to financial market participants.
- Evidence-based ethical decision-making tools.
- Financial markets supervision techniques to lead their organization with integrity, efficacy, and insight.
- Develop a system thinking & an agile mindset, which will ultimately enable their long-term success – personally & professionally.
- Ethical views on policy resistance, unintended consequences, and counterintuitive behavior of financial systems

OUTLINES

1 Why Portfolio Management

I. What is Portfolio Management
II. The Portfolio Perspective - Diversification & Risk Reduction
III. Avoiding Disasters and Downside Protection
IV. Not Necessarily Downside Protection
V. Composition and Component Matters

2 Steps in the Portfolio Management Process

I. The Planning Step
II. The Execution / Construction Step
III. The Feedback Step

3 Portfolio Planning

I. I Investment Policy Statement (IPS) and Its Components
II. Ii The Investment Objectives
III. Iii The Investment Constraints
IV. Iv Gathering Client Information

4 Portfolio Construction

I. Asset Classes
II. Capital Market Expectations
III. Extra: Economics and Investment Markets

COURSE: UNDERSTANDING PORTFOLIO MANAGEMENT (*CONT'D)*

Iv Strategic Asset Allocation:

a) Investment Characteristic of Assets - Risk and Return

b) Efficient Frontier (Mean Variance Optimization)

c) Utility Theory

5 Portfolio Performance

I Time Weighted Return

Ii Historical Return vs Expected Return

Iii Risk and Return Trade-off

Iv Understanding Benchmarks

V Performance Evaluation

a) Performance Measurement

b) Performance Attribution

6 Investment Clients

I Individuals - Private Wealth Management

Ii Institutions

a) Defined Benefit Pension Plans

b) Endowments & Foundations

c) Banks

d) Insurance Companies

e) Sovereign Wealth Funds

f) Investment Companies

COURSE: UNDERSTANDING THE BOND MARKET
COURSE FEE: FACE-TO-FACE: N350,500.00 | VIRTUAL: N295,500.00 (EXCL. OF ALL TAXES
DATE(S): 24 - 25 MARCH, 18 - 19 JUNE, 23 -24 SEPTEMBER 2026

COURSE SYNOPSIS:

INTRODUCTION TO FIXED INCOME SECURITIES: CLASSIFYING BONDS

- What is 'Fixed' about Fixed Income?
- What is bond?
- A brief history: Who issues and invests
- Bond characteristics/types
- Coupon: fixed, floating, zero
- Price/yield relationship
- Inflation linked securities
- Bond securities with embedded options: callable; puttable; convertible; and exchangeable bonds
- Size and Complexity of the Bond Market FGN Savings Bond
- Rationale for issuance
- Attractions to investors Concept of Yield
- Strategies: Using the Yield Curve

VALUATION & YIELD CURVE ANALYSIS

- Calculating a bond's price on a coupon date
- Clean (quoted) vs dirty price
- Common accrual conventions
- Calculating a bond's price on a non-coupon date
- Interpreting the price: defining yield measures
- Yield to maturity as an internal rate of return (IRR)
- Yield to call
- Running yield
- The yield curve and yield curve theories
- Econometric forecasting of the yield curve
- What is the "benchmark curve"?
- What drives credit spreads?

COURSE: UNDERSTANDING THE BOND MARKET (*CONT'D)*

PRICE SENSITIVITY: FIXED INCOME MARKET RISK ANALYSIS

- Price-yield relationship for option-free bonds
- Determinants of bond price sensitivity
- Measures of bond price sensitivity
- Macaulay Duration
- Modified Duration
- Dollar Duration, PVBP (Present Value of a Basis Point)
- Calculation and interpretation of duration
- The non-linear properties of duration: time, yield and coupon dependencies
- Calculating the duration of a bond portfolio

CONVEXITY & PV01

- Convexity defined
- Calculating convexity for fixed coupon bonds
- The implications and 'value' of positive & negative convexity
- Relationship between convexity and interest rate volatility
- Option embedded bonds
- Price sensitivity characteristics of callable & puttable bonds
- Limitations of duration and convexity: assumptions, benefits
- Using convexity: bar-ball vs bullet portfolios

COURSE: FINANCIAL MARKETS CONFERENCE
COURSE FEE: FREE
DATE: THURSDAY, 10 DECEMBER 2026

COURSE SYNOPSIS:

FINANCIAL MARKETS CONFERENCE
Available for sponsorship

FINANCIAL MARKETS CONFERENCE
Available for sponsorship

APPRECIATION

THANK YOU.

PLEASE NOTE THAT ALL THE ABOVE TRAINING PROGRAMMES ARE AVAILABLE ON IN-HOUSE BASIS

For Bookings & Registrations please contact:
Tope(08023420382) or Chris(08023548999).