MAWA EVENTS

Address: No. 857, Block A2. Leisure Commerce Square - No 9., 46150 Petaling Jaya, Selangor, Malaysia

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ADVISING THE TREASURER ON MARKETS PRODUCTS

""Enhancing Treasury Strategy Through Insightful Market Analysis and Product Selection""

Schedule

Date	Venue	Fees (Face-to-Face)
08 - 09 Jan 2026	Kuala Lumpur, Malaysia	USD 1995 per delegate
04 - 05 Mar 2026	Dubai, UAE	USD 1995 per delegate
13 - 14 Apr 2026	Doha, Qatar	USD 1995 per delegate

► **Available delivery methods:** Face-to-Face & Online Training

Introduction

Treasury professionals play a critical role in advising on the selection and timing of market instruments used for funding, investment, hedging, and liquidity management. A deep understanding of financial markets, product features, and risk-return trade-offs enables advisors to guide treasurers in optimizing their portfolio and managing exposures effectively.

This advanced two-day course is designed to equip financial professionals with the insights, analytical tools, and communication techniques needed to confidently advise treasurers on money markets, fixed income, FX products, and derivatives. The program blends technical knowledge with real-world treasury scenarios to build practical advisory skills.

Objectives

By the end of this course, participants will be able to:

- Understand the structure, pricing, and risks of core treasury products.
- Analyze market conditions and recommend suitable investment or hedging instruments.
- Compare instruments based on liquidity, yield, maturity, and cost efficiency.
- Identify opportunities and risks in interest rate and currency exposures.
- Support the treasurer in achieving optimal funding, cash management, and capital preservation.

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Why Attend

- Gain a treasury-focused understanding of financial market instruments.
- Learn how to translate market analysis into actionable treasury advice.
- Improve communication of product features and trade-offs to decision-makers.
- Understand how to match treasury products to cash flow, risk, and balance sheet objectives.
- Build stronger strategic partnerships with treasury stakeholders

Target Audience

This program is designed for:

- Treasury analysts and finance business partners
- Bank relationship managers and product specialists
- Corporate finance professionals supporting treasury
- Treasury operations and middle-office teams
- Professionals preparing for treasury advisory or trading roles

Individual Benefits

Key competencies that will be developed include:

- Treasury product analysis and comparison
- Market interpretation and opportunity spotting
- Communication and advisory structuring
- Risk-return alignment and scenario modeling
- Decision support for treasury strategy

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved quality and clarity of treasury decision support
- Better use of market products for yield, risk, and liquidity goals
- Reduced exposure to misaligned or mistimed instrument selection
- Stronger integration between finance and treasury
- Enhanced treasury governance and reporting

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Market Briefings – Instruments, trends, yield curves, and pricing
- Product Walkthroughs – Key terms, structures, and variations
- Group Exercises – Scenario analysis and treasury recommendations
- Case Studies – Real-world treasury product selection and advisory roles
- Templates – Product comparison grids, advisory memos, FX and IR hedging matrices
- Peer Coaching – Feedback and practice on advising treasurers under pressure

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Course Outline

Detailed 2-Day Course Outline

Training Hours: 7:30 AM – 3:30 PM Daily Format: 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Markets Overview & Treasury Instruments

- **Module 1: Treasury Product Landscape and Role of the Advisor (07:30 – 09:30)**
- Treasury product categories: money markets, FX, fixed income, derivatives
- Advisor\'s role in product recommendation and timing
- Balancing risk, return, and cost in product decisions
- **Module 2: Money Markets and Short-Term Instruments (09:45 – 11:15)**
- Deposits, CPs, CDs, and repo markets
- Yield curve interpretation and liquidity trade-offs
- Rate benchmarks and margin pricing
- **Module 3: FX Markets and Currency Instruments (11:30 – 01:00)**
- Spot, forward, and swap structures
- FX exposures and natural hedging techniques
- FX advisory: pricing, timing, and cost comparison
- **Module 4: Simulation – Structuring a Short-Term Investment Strategy (02:00 – 03:30)**
- Participants recommend MM and FX products to a simulated treasurer scenario

Day 2: Hedging, Fixed Income & Advisory Presentation

- **Module 5: Fixed Income and Debt Instruments (07:30 – 09:30)**
- Bonds, T-Bills, FRNs, and corporate issuance
- Interest rate expectations and bond pricing mechanics
- Advising on yield strategies and bond portfolio construction
- **Module 6: Interest Rate and Currency Hedging (09:45 – 11:15)**
- Forwards, swaps, options, and collars
- Hedging strategy selection and execution cost review
- Case review: when not to hedge
- **Module 7: Advisory Communication and Reporting (11:30 – 01:00)**
- Structuring advisory notes for the treasurer
- Communicating risk-return profiles and liquidity impact
- Building scenario and stress-testing insights
- **Module 8: Final Workshop – Treasury Product Advisory Presentation (02:00 – 03:30)**
- Participants deliver an advisory memo and present their product strategy to a mock treasurer panel

Certification

Participants who complete the program will receive a Certificate of Completion in **Advising the Treasurer on Markets Products,** recognizing their ability to support treasury strategy with market insights and product expertise.

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Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

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