

## BANK FUNDS TRANSFER PRICING (FTP)

*"Optimizing internal fund allocation and improving financial performance in banks"*

### Schedule

Date	Venue	Fees (Face-to-Face)
05 - 06 May 2026	Doha, Qatar	USD 1995 per delegate

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

### Introduction

Effective management of funds within a bank is essential to ensure profitability, regulatory compliance, and sound risk management. Funds Transfer Pricing (FTP) is a key technique that enables banks to allocate the costs and benefits of funding accurately to different business units, products, and services. This allows organizations to evaluate performance, optimize balance sheets, and make strategic pricing decisions.

This intensive two-day program provides participants with comprehensive insights into FTP methodology, regulatory frameworks, and practical implementation strategies. Participants will gain hands-on skills to apply FTP models that enhance decision-making, profitability analysis, and risk-adjusted performance measurement.

### Objectives

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

- Understand the principles and purpose of Funds Transfer Pricing (FTP)
- Develop and implement an FTP framework for their organization
- Allocate costs and benefits of funding to products, business units, and branches
- Align FTP with risk management, ALM, and profitability analysis
- Interpret FTP reports for performance evaluation and decision-making
- Ensure compliance with regulatory and accounting standards
- Apply best practices in FTP modeling and reporting

## Why Attend

- Gain practical expertise in designing and implementing FTP models
- Understand the link between funding costs, profitability, and risk
- Improve transparency and internal performance measurement
- Learn to align FTP with regulatory expectations
- Enhance decision-making for pricing, capital allocation, and balance sheet management
- Network with banking professionals and exchange best practices

## Target Audience

This program is designed for:

- Treasury, ALM, and finance professionals
- Risk management officers
- Bank accountants and financial analysts
- Branch managers and product managers responsible for profitability
- Regulatory compliance and internal audit personnel

## Individual Benefits

Key competencies that will be developed include:

- Deep understanding of FTP principles, methodologies, and regulations
- Ability to calculate and allocate funding costs and benefits
- Enhanced analytical skills for profitability and performance assessment
- Practical skills in FTP reporting and interpretation
- Knowledge of integrating FTP into decision-making and risk management
- Capability to improve internal fund pricing and balance sheet optimization

## Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Improved internal fund allocation and cost management
- Enhanced risk-adjusted profitability measurement
- Better transparency in product and branch performance
- Alignment of FTP with strategic and regulatory requirements
- Strengthened financial decision-making processes
- Optimized balance sheet and resource allocation

## Instructional Methodology

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

- Strategy Briefings - Key principles of FTP, cost allocation, and internal pricing
- Case Studies - Real-world examples of FTP implementation in banks
- Workshops - Hands-on exercises in calculating FTP and interpreting results
- Peer Exchange - Group discussions on challenges and solutions in FTP management
- Tools - Templates and models for FTP calculation, reporting, and analysis

## 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: Fundamentals of Funds Transfer Pricing (FTP)

Module 1: Introduction to FTP (07:30 – 09:30)

- Concept and objectives of FTP
- Importance for profitability and risk management
- Regulatory requirements and accounting standards

Module 2: FTP Methodologies (09:45 – 11:15)

- Different FTP approaches (pooling vs. matched maturity)
- Cost of funds allocation techniques
- Setting FTP rates for products and units

Module 3: Risk and Performance Integration (11:30 – 01:00)

- Linking FTP with ALM and risk metrics
- Adjusting for liquidity and interest rate risk

Module 4: FTP Workshop (02:00 – 03:30)

- Practical exercises on rate calculation and allocation
- Case study: Impact on profitability

Day 2: Implementation, Reporting, and Strategic Use

Module 1: FTP Reporting and Analysis (07:30 – 09:30)

- Generating FTP reports
- Interpretation for management and regulators

Module 2: FTP in Decision-Making (09:45 – 11:15)

- Pricing of products and services
- Strategic allocation of resources and capital

Module 3: Challenges and Best Practices (11:30 – 01:00)

- Common pitfalls in FTP implementation
- Enhancing transparency and accuracy

Module 4: Workshop & Course Review (02:00 – 03:30)

- Hands-on application exercises
- Group discussion and problem-solving
- Final Q&A and wrap-up

## Certification

Participants will receive a Certificate of Completion in Bank Funds Transfer Pricing (FTP), validating their expertise in implementing FTP frameworks, internal fund allocation, and performance evaluation in banking organizations.

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