

The logo for Asian Banking School, consisting of the text "ASIAN BANKING SCHOOL" in white, uppercase letters on a blue rectangular background.

ASIAN  
BANKING  
SCHOOL

**JANUARY – JUNE 2024  
PUBLIC PROGRAMMES**

BANKING OPERATIONS

BRANCH MANAGEMENT

COMPLIANCE

CORPORATE FINANCE

CREDIT

DIGITAL BANKING

FINANCE / AUDIT

FINTECH / INNOVATION

INVESTMENT BANKING

LANGUAGE

MULTI-DISCIPLINES

PROFESSIONALISM & ETHICS

RELATIONSHIP MANAGEMENT

RISK MANAGEMENT

SOFT SKILLS

SUSTAINABLE FINANCE

TRADE FINANCE

TRANSACTION BANKING

TREASURY & CAPITAL MARKET

WEALTH MANAGEMENT

# ABOUT OUR PROGRAMMES

Asian Banking School (ABS) offers leading-edge and industry relevant training programmes that cover a comprehensive list of banking areas. They are designed and developed in-house by our Specialist Training Consultancy Team who are all HRD Corp Certified Trainers or in collaboration with strategic learning partners that includes some of the top business schools in the world.

Our open enrolment programmes are generally offered on a six-month interval to allow us to continuously review and update our course materials based on a more intuitive understanding of what banks and other financial institutions need in this fast-changing dynamic financial services landscape.

The programmes listed in the following pages are all HRD Corp and STF Credit claimable and are delivered in differing methods through face-to-face classrooms, online learning or hybrid. Many of these can be customised as in-house training to suit the needs of your organisation. Aside from what you see here, ABS has over 200 programmes that are HRD Corp claimable.

ABS also provides a broad spectrum of consultancy services to create tailor-made training programmes that are specifically aligned with your organisation's strategic learning requirements.

**OUR TRAINING PROGRAMMES ARE  
GROUPED INTO THE BANKING AREAS OF:**

Please visit  
[www.asianbankingschool.com/our-programmes](http://www.asianbankingschool.com/our-programmes)  
to find out more details about our programmes.



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# PROGRAMME CALENDAR 2024

PROGRAMME TITLE	LEARNING LEVEL	PAGE	FEB	MAR	APR	MAY	JUN
<b>COMPLIANCE</b>							
Understanding Foreign Exchange Policy and its Application in Banking Transactions	Foundation	03		4 – 5			
Digital Payments in Banking	Intermediate	06			22 – 23		
Foreign Exchange Policy (FEP) : Application of Rules of Borrowing and Lending (Notice 2)	Intermediate	08			24		
Foreign Exchange Policy: Application of Rules on Investment in Foreign Currency Assets (Notice 3)	Intermediate	10				27	
Sanctions Compliance Framework: Managing Risk Assessment and its Impact	Advanced	12					27
Ultimate Beneficial Owner: Overcoming Challenges to Identify UBO	Advanced	14				16	
<b>DIGITAL BANKING</b>							
Generative AI in Finance	Foundation	16				29	
Cybersecurity & Cyber Resilience	Intermediate	18				30	
Data-Driven Decision Making: Harnessing the Power of AI	Intermediate	20					26
Digital Transformation: “Banking is Necessary, Banks are Not”	Intermediate	22					12
Reimagining Banking: Empowering Your Workforce to Drive Innovation in the Financial Frontier	Advanced	24				7	
<b>INVESTMENT BANKING</b>							
Introduction to Investment Banking	Foundation	26				20	
<b>MULTI-DISCIPLINES</b>							
Stakeholder Management	Intermediate	28				13 – 14	
<b>PROFESSIONALISM &amp; ETHICS</b>							
Introduction to Ethics in Banking	Foundation	30	29			8 – 17	
Business Ethics for Managers	Advanced	33				15	
<b>RISK MANAGEMENT</b>							
Operational Risk Management	Foundation	35				6	
Managing Wholesale Market Conduct	Intermediate	37	29				
Navigating Geopolitical Risk in the 21st Century	Intermediate	39			17		
Wholesale Market Conduct – Risk Assessment, Surveillance and Compliance	Intermediate	41			29		
<b>SUSTAINABLE FINANCE</b>							
Understanding SDGS & Climate Risk Awareness for Banks	Foundation	43					26
Climate Change and Principle-Based Taxonomy (CCPT)	Intermediate	45		4			
Electrical and Thermal Efficiency Project Financing in Malaysia	Intermediate	47				30	
ESG and Climate Risk Management	Intermediate	50		18			
ESG and Sustainability for Capital Markets and Investment Banking	Intermediate	52					10
ESG and Sustainable Finance: Latest Trends, Client Engagement and Supporting Clients’ Sustainability Journey	Intermediate	54			1		
ESG Credit Underwriting	Intermediate	56					27
ESG in Asset and Wealth Management	Intermediate	58					24
Renewable Energy Financing in Malaysia	Intermediate	60				29	
Sustainable Finance for Relationship Managers	Intermediate	63					
Certified Expert In Sustainable Finance	Advanced	65		1			
Certified Expert In ESG & Impact Investing	Advanced	68		1			
<b>TREASURY &amp; CAPITAL MARKET</b>							
Bonds and Debt Securities – Mechanics of Primary Issuance and Secondary Trading	Intermediate	71				2	

Note: All information presented is correct at the time of publication but may be subject to change.

# UNDERSTANDING FOREIGN EXCHANGE POLICY AND ITS APPLICATION IN BANKING TRANSACTIONS

Foreign Exchange (FE) Policy is part of broad prudential toolkits that generally aim to preserve Malaysia's monetary and financial stability. The policy has become a 'compliance-focused area' among financial institutions in Malaysia and bank officers are to have comprehensive understanding of the policy to ensure reasonable compliance and are able to adopt market standards in the due diligence process.

This two-day programme will explain the rules within the FE Policy and how they are being applied in banking transactions. All 7 Notices in the policy will be covered including the Directions to Financial Institutions and Minimum Due Diligence. Quizzes and case studies will also be incorporated to reinforce the learning.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Interpret key rules of the FE policy
- Apply respective rules in banking transactions
- Undertake appropriate due diligence measures to ensure compliance

## TRAINING METHODOLOGY

Interactive presentation, case scenarios, quizzes and sharing of practical experience

## PARTICIPANT PROFILE

Staff in Banking Institutions with working experience of at least 2 years in any business units or back-office department who deals with banking transactions involving FE Policy rules

### PROGRAMME DETAILS

#### WHEN

4 – 5 March 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 2,400 (AICB Member)  
RM 2,700 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001222028

## PROGRAMME OUTLINE

### Overview of Foreign Exchange (FE) Policy

- FE Rules by Balance of Payment components
- Balancing between the benefits and costs of capital flows
- FE Rules by Legal Notices
- Laws applicable to the FEA Rules
- FE rules of neighboring countries

### Directions to Financial Institutions

- General operational requirements
- Requirements for submission of report on breaches and non-compliances

### Understanding the Structure and Rules of FE Policy

- 4Ws Approach
- Activity / Discussion

### Key terminologies in FE Policy

- Resident & non-resident, Labuan entities, group of entities, parent-subsidiary relationships etc

### Hedging of currency and dealings in gold and precious metal (Notice 1)

- Key pointers
- Related definitions
- Dealings in currency by Resident: buying & selling of foreign currency against the Ringgit
  - » Own account transaction
  - » Dynamic hedging framework for institutional investors
  - » Transaction on behalf of related entities or clients
- Dealings in currency by non-resident: buying & selling of foreign currency against the Ringgit
  - » Own account transaction
  - » Dynamic hedging framework for institutional investors
  - » Transactions on behalf of related entities or clients
- Appointed overseas office framework
- Buying and selling of foreign currency against another foreign currency by residents and non-residents
- Dealings in gold and other precious metals
- Foreign Currency Trading
- Case Scenarios

### Obtaining and Extending of Borrowing and Guarantee (Notice 2)

- Key pointers
- Related definitions
- Borrowing by resident individual, sole proprietor, partnership and entity in :
  - » Ringgit from non-resident
  - » Foreign currency from resident and non-resident
- Borrowings by non-residents in Ringgit and foreign currency
- Exchange of debts
- Financial & non-financial guarantee
- Case Scenarios

### Investment in Foreign Currency Assets (Notice 3)

- Key pointers
- Classifications of investment transactions
- Investment in foreign currency asset by
  - » resident individual, sole proprietor and partnership
  - » resident entity
  - » resident intermediaries
- Case Scenarios

### Payments, Receipts and Account Operations (Notice 4)

- Key pointers
- Related definitions
- Payment and receipts for approved transactions
- Payment involving Specified Persons and Restricted Currency
- Payment/receipts in Ringgit between
  - » a non-resident and resident
  - » non-residents
- Opening and maintaining of Ringgit account by non-resident
- Management of Ringgit Assets by NR Financial Institution or NR Intermediary
- Payment/receipts in Foreign Currency between:
  - » residents
  - » resident & non-resident
- Opening and maintaining of foreign currency accounts
- Case Scenarios

### Issuance of Securities and Financial Instruments (Notice 5)

- Issuance of Security and Islamic Security by resident & non-resident
- Issuance of financial instruments and Islamic financial instruments by licensed financial institutions and Bursa Malaysia
- Subscription or transfer of security or financial instrument
- Case Scenarios

### Import and export of Currency (Notice 6)

### Export of goods and retention of its proceeds (Notice 7)

- Key pointers
- Related definitions
- Scope of exports of goods
- Repatriation required of proceeds of export of goods
- Payment of proceeds of export of goods in Ringgit
- Case Scenarios

## ABOUT THE TRAINER

### SHAHRUL ADZUAN AHMAD

Shahrul Adzuan Ahmad is a Training Consultant at the Asian Banking School and has 27 years of working experience in the banking sector, with 24 of those years doing training and development at several banks.

His working experience includes branch operations, credit, training administration support as well as developing, delivering, and facilitating training programmes. The training programmes that he has conducted include Foreign Exchange Policy (formerly known as Foreign Exchange Administration Rules), credit, AML/CFT, leadership development and soft skills. At the Asian Banking School, Shahrul has conducted multiple training programmes relating to the Foreign Exchange Policy, Certified Credit Executive (CCE) and Retail Credit Professional (RCP). He also maintains a steady working relationship with the Foreign Exchange Policy Department of Bank Negara Malaysia for regular industry updates and training requirements as well as matters related to the Foreign Exchange Policy.

Shahrul holds a Bachelor of Science degree in Human Resources Development from the University of Technology Malaysia and a Diploma in Banking Studies from the Institute of Technology MARA (now known as the University of Technology MARA). He is a Certified Training Professional (CTP), DiSC - Certified Behavioural Consultant (CBC) and Certified HRDF Trainer.

Learning Level | Intermediate

# DIGITAL PAYMENTS IN BANKING

This two-day programme provides a comprehensive study of the legal and regulatory framework governing Digital Payments in Banks and Investment Banks, exploring both the civil laws and criminal laws relevant to digital banking and payments.

## PROGRAMME DETAILS

### WHEN

22 – 23 April 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 2,600 (AICB Member)  
RM 2,900 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001366375

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Understand the legal aspects relevant to Digital Payments
- Know the laws governing digital banking and payments, including the Electronic Commerce Act 2006, the Computer Crimes Act 1997, the Financial Services Act 2013, the Digital Signature Act 1997, the Communications and Multimedia Act 1998, related laws and regulations and BNM regulations, guidelines and policies
- Understand the rights and liabilities of financial services providers and consumers and the various legal issues arising; including regulatory breaches and penalties for non-compliance, computer crimes, frauds and cybersecurity

## TRAINING METHODOLOGY

Lectures, discussions and Q & A, pre & post-course tests

## PARTICIPANT PROFILE

Mid- to senior-level officers working in the payment, legal, technology and financial stability departments at the bank, investment bank and in positions with similar responsibilities

## PROGRAMME OUTLINE

### DAY 1

#### DIGITAL PAYMENTS

- Definition, benefits and challenges
- Digital Payments - definition, convergence of law, business, and technology
- IT, AI, Big Data, and Blockchain Technology in Banking, Investment Banking and Finance
- Domestic and cross-border Digital Payments
- Governance, risk management and compliance challenges

#### LEGAL AND REGULATORY FRAMEWORK

- Legislation and subsidiary legislation
- Relevant areas of law and practice
- Key provisions and legal principles
- Cases

#### LEGAL ISSUES OF SPECIFIC DIGITAL PAYMENT TRANSACTIONS

- Liability for Unauthorised Transactions
- Notification of Loss, Theft or Unauthorised Use, etc
- Liability for technical malfunction
- Countermand
- Erroneous and unauthorised Digital Payments
- Recovery of incorrect payments
- Dispute resolution and the OFS

#### WORKSHOP

- Digital Payments Liabilities and Cases

### DAY 2

#### PAYMENT SYSTEMS IN THE DIGITAL AGE

- Regulation of digital payment services
- Regulatory compliance

#### DIGITAL PAYMENTS AND CYBER RESILIENCE ISSUES

- Criminal Law and cybercrimes relevant to Digital Payments
- Building and enhancing cyber resilience
- Cybersecurity issues and challenges: risk management; regulation, compliance, governance; financial crimes, cybercrimes, security attacks and breaches, technological challenges, etc

#### STRENGTHENING THE BANK'S DIGITAL PAYMENTS FRAMEWORK

- International standards, best practices and processes
- Internal controls and compliance
- Defences against cybercrime, cyber attacks and cyber terrorism
- Managing risks and quality
- Cybersecurity regulation, compliance, governance, etc
- Detection and containing security breaches, defending digital assets from attacks

#### WORKSHOP

- Strengthening the bank's Digital Payments Framework – identifying gaps, closing those gaps and the way forward

#### CONCLUSION

## ABOUT THE TRAINER

### DATIN DR LEE MEI PHENG

Datin Dr Lee Mei Pheng is a senior partner, banking law consultant and practitioner at Detta Samen & Co Advocates, one of the most established law firms in Sarawak. She is an Advocate and Solicitor of the High Court in Malaya and an Advocate of the High Court in Sabah and Sarawak.

She had previously served at OCBC Bank in Malaysia as Head of the Legal department and Assistant Vice President of the Kuching Branch in Sarawak for ten years and since 1984, been a leading consultant and lecturer for international financial institutions and large corporations. She is also a course director for Euromoney Training in Hong Kong. Her other professional contributions include being a consultant, commissioned author, editorial reviewer and specialist for LexisNexis, AICB and Oxford publications, an external assessor for business and company Law at Wawasan Open University, Penang and author of many publications.

Datin Dr Lee holds a Doctor of Philosophy (Laws) from the University of Liverpool, England, specialising in Banking and Finance Law, with her PHD research on banking fraud. She also holds an LLB First Class Honours degree from the University of Malaya and was a Fellow of the Faculty of Law. She resides on the Gold Coast, Australia and since 2000, has been an Adjunct Associate Professor with the Faculty of Law at Bond University, Queensland, Australia. She is a Fellow of the Financial Services Institute of Australasia and Tim Fischer Centre for Global Trade and Finance, as well as a Member of the Law Advisory Board, Bond University, Australia. She is also an Associate Fellow of the Institute of Bankers, Malaysia (now known as Asian Institute of Chartered Bankers or AICB).

Presently, she is also a member of the Institute of Company Directors Malaysia and the Singapore Institute of Directors.

# FOREIGN EXCHANGE POLICY: APPLICATION OF RULES ON BORROWING AND LENDING (NOTICE 2)

The Foreign Exchange Policy (FE Policy) is part of the broad prudential toolkits that generally aim to preserve Malaysia's monetary and financial stability. The policy has become a 'compliance-focused area' among financial institutions in Malaysia and bank officers should have comprehensive understanding of the policy to ensure reasonable compliance and adopt market standards in the due diligence process.

This one-day programme is designed to enable participants to appraise the FE Policy rules in Notice 2 that are relevant to their job functions. The rules of Notice 2 including its general minimum due diligence will be presented and participants will also be involved in group discussions to discuss different scenarios of banking business and transactions where the rules apply.

## PROGRAMME DETAILS

### WHEN

24 April 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001291928

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Appraise the rules of borrowing and lending in Notice 2
- Identify key due diligence measures relevant to the respective rules
- Apply the rules with appropriate due diligence measures to ensure compliance

## TRAINING METHODOLOGY

Interactive presentation, quizzes and group discussion of case studies

## PARTICIPANT PROFILE

Banking executives (Managers and Officers) with at least 2 years of experience in business unit and branch operations. Participants should have a good understanding of the overall FE Policy and its due diligence measures.

## PROGRAMME OUTLINE

### Overview of FE Policy

- FE rules by Balance of Payment components
- Laws applicable to the FE Policy

### Rules on Borrowing and Guarantee (Notice 2)

- Key pointers and requirements
- Classifications of borrowing, lending & guarantee
- Rules and due diligence measures on:
  - » Borrowing by resident individual and entity in:
    - » Ringgit from non-resident
    - » foreign currency from resident and non-resident
  - » Borrowings by non-residents in Ringgit from resident
  - » Exchange of debts
  - » Financial & non-financial guarantee

### Case Scenarios

- Borrowing by residents in Ringgit from non-resident
- Borrowing by residents in foreign currency from resident and non-resident
- Borrowing by non-residents in Ringgit and foreign currency from resident
- Issuance and obtaining financial guarantee
- Repayment arising from financial guarantee

## ABOUT THE TRAINER

### SHAHRUL ADZUAN AHMAD

Shahrul Adzuan Ahmad is a Training Consultant at the Asian Banking School and has 27 years of working experience in the banking sector, with 24 of those years doing training and development at several banks.

His working experience includes branch operations, credit, training administration support as well as developing, delivering, and facilitating training programmes. The training programmes that he has conducted include Foreign Exchange Policy (formerly known as Foreign Exchange Administration Rules), credit, AML/CFT, leadership development and soft skills. At the Asian Banking School, Shahrul has conducted multiple training programmes relating to the Foreign Exchange Policy, Certified Credit Executive (CCE) and Retail Credit Professional (RCP). He also maintains a steady working relationship with the Foreign Exchange Policy Department of Bank Negara Malaysia for regular industry updates and training requirements as well as matters related to the Foreign Exchange Policy.

Shahrul holds a Bachelor of Science degree in Human Resources Development from the University of Technology Malaysia and a Diploma in Banking Studies from the Institute of Technology MARA (now known as the University of Technology MARA). He is a Certified Training Professional (CTP), DiSC - Certified Behavioural Consultant (CBC) and Certified HRDF Trainer.

# FOREIGN EXCHANGE POLICY: APPLICATION OF RULES ON INVESTMENT IN FOREIGN CURRENCY ASSETS (NOTICE 3)

The Foreign Exchange Policy (FE Policy) is part of broad prudential toolkits that generally aim to preserve Malaysia's monetary and financial stability. The policy has become a 'compliance-focused area' among financial institutions in Malaysia and bank officers should have comprehensive understanding of the policy to ensure reasonable compliance and adopt market standards in due diligence processes.

This one-day programme is designed to enable participants to appraise the FE Policy rules in Notice 3 on investment transactions for foreign currency assets. Participants will learn the relevant rules and due diligence measures and will also be provided with several case studies for discussion which will enhance their knowledge and skills in appraising and applying the rules.

## PROGRAMME DETAILS

### WHEN

27 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001292191

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Appraise the rules of Investment in Foreign Currency Assets of the FE Policy
- Identify key due diligence measures relevant to the respective rules
- Apply the rules with its appropriate due diligence measures to ensure compliance

## TRAINING METHODOLOGY

Interactive presentation, quizzes and group discussion of case study

## PARTICIPANT PROFILE

Banking executives (Managers and Officers) with at least 2 years of experience in business unit and branch operations. Participants should have a good understanding of the overall FE Policy and its due diligence measures.

## PROGRAMME OUTLINE

### Overview of FE Policy

- FE rules by Balance of Payment components
- Laws applicable to the FE Policy

### Rules on Investment in Foreign Currency Assets (Notice 3)

- Key pointers and requirements
- Classifications of investment transactions
- Rules and due diligence measures for investment in foreign currency asset by:
  - » resident individuals
  - » resident entity
  - » resident intermediaries

### Case scenarios

- Investment in Foreign Currency Asset by resident individual
- Investment in Foreign Currency Asset by resident entity

## ABOUT THE TRAINER

### SHAHRUL ADZUAN AHMAD

Shahrul Adzuan Ahmad is a Training Consultant at the Asian Banking School and has 27 years of working experience in the banking sector, with 24 of those years doing training and development at several banks.

His working experience includes branch operations, credit, training administration support as well as developing, delivering, and facilitating training programmes. The training programmes that he has conducted include Foreign Exchange Policy (formerly known as Foreign Exchange Administration Rules), credit, AML/CFT, leadership development and soft skills. At the Asian Banking School, Shahrul has conducted multiple training programmes relating to the Foreign Exchange Policy, Certified Credit Executive (CCE) and Retail Credit Professional (RCP). He also maintains a steady working relationship with the Foreign Exchange Policy Department of Bank Negara Malaysia for regular industry updates and training requirements as well as matters related to the Foreign Exchange Policy.

Shahrul holds a Bachelor of Science degree in Human Resources Development from the University of Technology Malaysia and a Diploma in Banking Studies from the Institute of Technology MARA (now known as the University of Technology MARA). He is a Certified Training Professional (CTP), DiSC - Certified Behavioural Consultant (CBC) and Certified HRDF Trainer.

# SANCTIONS COMPLIANCE FRAMEWORK: MANAGING RISK ASSESSMENT AND ITS IMPACT

This one-day programme will provide participants with an understanding and analysis of the sanctions regime including the failures of financial institutions and global firms around the world in breaching sanction rules. Leveraging on group-based activities and using case examples/ common regulatory/audit findings, the programme will also provide participants the ability to leverage on industry-wide best practices in adhering/managing sanctions risk.

## PROGRAMME DETAILS

### WHEN

27 June 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,900 (AICB Member)  
RM 2,200 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001355936

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Interpret what sanctions are, categories of sanctions, the objectives of sanctions and the international framework of sanction regime
- Analyse the key sanctions requirements under the governing legislations in Malaysia and obligations as reporting institutions under the AMLATFPUAA 2001, institution subject to sanction requirements under Strategic Trade Act 2010 and regulated entities under the Central Bank Act 2009
- Assess the main sanctions risks and control factors essential for robust sanction governance framework
- Elaborate on the managing sanctions lists and screening management
- Evaluate the vulnerability of their institutions to fines and penalties for breaches violation of sanction requirements

## TRAINING METHODOLOGY

Lecture, discussions, class activities and infographics

## PARTICIPANT PROFILE

Operations, business, correspondent banking and compliance staff

## PROGRAMME OUTLINE

### Background of Economic Sanctions and Targeted Financial Sanctions Regime (TFS)

- What are sanctions and what are they designed to achieve
- Why are sanctions important
- TFS on terrorism financing, proliferation financing, multilateral, unilateral and country sanctions

### International Context and Primary Sanctions International Framework

- United Nations Security Council resolutions
- FATF – Recommendations 6 and 7
- EU regulations & national governments sanctions
- Export-control laws and its relationship with economic sanctions

### Malaysia's Sanction Regime

- AMLATFPUAA 2001
- Strategic Trade Act 2010
- Central Bank of Malaysia Act 2009
- BNM Policy Documents & other relevant regulations
- Sanctions Governance Framework
- Roles and responsibilities
- Policies and procedures
- Culture of compliance
- Customer due diligence

### The Costs of Getting It Wrong

- Case studies of non-compliance actions taken on financial institutions for violation of sanction rules

## ABOUT THE TRAINER

### AAZAD ANANTHAN

Aazad Ananthan Abdullah is a trainer, consultant and compliance practitioner. He comes with 27 years of working experience in various international banks including Labuan offshore banks and premier training institute for financial institutions.

Aazad graduated with a Bachelor of Jurisprudence from Universiti Malaya (Malaya), Bachelor of Business Administration from Universiti Utara Malaysia and Master of Commercial Law, Malaya. He has an Advanced Certification in Anti-Money Laundering jointly awarded by the Asian Institute of Chartered Bankers (AICB) and International Compliance Association in collaboration with University of Manchester Business School, UK, Certified Integrity Officer (CeIO) awarded by Malaysia Anti-Corruption Academy (MACA); and holds a Certificate in Sustainable Finance awarded by United Nations Institute for Training and Research (UNITAR).

Aazad specialises and delivers training in the subjects of financial crime, anti-money laundering, international sanctions, ultimate beneficial ownership, anti-bribery/corruption (ABC) and is a HRDC certified trainer. In 2022, he presented in a forum on "Managing Compliance Risks: e-Know Your Customer" jointly organised by the Regulatory Commission of Mongolia and Financial Education HUB.

# ULTIMATE BENEFICIAL OWNER: OVERCOMING CHALLENGES TO IDENTIFY UBO



This one-day programme will provide participants with the important criteria to identify and verify beneficial owner (BO). The availability of BO is a key requirement in the fight against ML/TF. It also aims to raise capability in understanding and adapting the regulations to comply and determine the BO in complex legal persons and legal arrangements set-up with the guidance of international and local guidelines; including from best practices.

## PROGRAMME DETAILS

### WHEN

16 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,900 (AICB Member)  
RM 2,200 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001355095

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Appraise the requirement to identify and verify the natural person behind legal persons and legal arrangements
- Examine criteria used and obstacles to identify BO
- Analyse the technical aspects required by the regulator under BO requirements

## TRAINING METHODOLOGY

Lecture, discussion, class activity and infographics

## PARTICIPANT PROFILE

Operations, business and compliance staff

## PROGRAMME OUTLINE

### What is BO?

- Identifying the key components such as the natural person who is the beneficial owner of the customer
- Taking reasonable measures to verify the accuracy of the information obtained and keeping records of all relevant documents
- Performing further regulatory obligations based on the risk category of the beneficial owner such as CDD, sanction screening and high-risk jurisdiction

### Unwrapping BO

- Differences between Legal Persons and Legal Arrangements- obtaining information that describes the ownership, control and structure of the legal persons/ legal arrangements relating to the beneficial owner
- Apply the ownership through the three cascading tests and thresholds and what amounts to the controlling elements to determine BO
- Conducting customer risk profiling to identify the risk category of the beneficial owner
- Challenges for an effective BO approach

*Practical BO Cascading Steps Case Studies*

## ABOUT THE TRAINER

### AAZAD ANANTHAN

Aazad Ananthan Abdullah is a trainer, consultant and compliance practitioner. He comes with 27 years of working experience in various international banks including Labuan offshore banks and premier training institute for financial institutions.

Aazad graduated with a Bachelor of Jurisprudence from Universiti Malaya (Malaya), Bachelor of Business Administration from Universiti Utara Malaysia and Master of Commercial Law, Malaya. He has an Advanced Certification in Anti-Money Laundering jointly awarded by the Asian Institute of Chartered Bankers (AICB) and International Compliance Association in collaboration with University of Manchester Business School, UK, Certified Integrity Officer (CeIO) awarded by Malaysia Anti-Corruption Academy (MACA); and holds a Certificate in Sustainable Finance awarded by United Nations Institute for Training and Research (UNITAR).

Aazad specialises and delivers training in the subjects of financial crime, anti-money laundering, international sanctions, ultimate beneficial ownership, anti-bribery/corruption (ABC) and is a HRDC certified trainer. In 2022, he presented in a forum on “Managing Compliance Risks: e-Know Your Customer” jointly organised by the Regulatory Commission of Mongolia and Financial Education HUB.

# GENERATIVE AI IN FINANCE

This one-day programme is designed to introduce the use of generative AI techniques in the financial industry. It will cover the basics of generative AI, including its different types and applications in finance. Participants will learn about how generative AI can be used for tasks such as fraud detection, risk management, and asset pricing. They will also learn about the ethical considerations of using generative AI in finance.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Understand the basics of generative AI
- Gain insight to how generative AI is being used in finance
- Use specific applications of generative AI in finance
- Assess the challenges of using generative AI in finance

## TRAINING METHODOLOGY

Interactive group discussions, lectures, exercises, case studies, and sharing of real-world experiences in the banking industry

## PARTICIPANT PROFILE

Junior- to senior-level executives from all divisions in the bank

### PROGRAMME DETAILS

#### WHEN

29 May 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,500 (AICB Member)  
RM 1,800 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001356576

## PROGRAMME OUTLINE

### **Introduction to Generative AI**

Basics of generative AI, including what it is, how it works, and its different types

### **Generative AI in Finance**

How generative AI is being used in finance, including for tasks such as fraud detection, risk management, and asset pricing

### **Applications of Generative AI in Finance**

Specific applications of generative AI in finance, such as generating synthetic data, creating financial visualisations, and developing trading algorithms

### **Challenges of Generative AI in Finance**

Challenges of using generative AI in finance, such as the need for large amounts of data and the risk of bias

### **Case Studies of Generative AI in Finance**

Real-world examples of how generative AI is being used in finance

### **Ethical Considerations of Generative AI in Finance**

Ethical implications of using generative AI in finance, such as the potential for discrimination and the risk of financial instability

### **Future of Generative AI in Finance**

The future of generative AI in finance, including how it could be used to solve some of the challenges facing the financial industry

## ABOUT THE TRAINER

### **TECK GUAN**

Teck Guan is a data science and software practitioner. He has previously worked in Accenture as a consultant to help clients on digital transformation and improve their business processes and customer experiences. He has more than 10 years working experience in different MNCs, helping companies develop systems as part of their digital transformation journey.

Teck Guan is also a part-time lecturer with one of the local universities and has conducted numerous face-to-face classes primarily on Data Science, Big Data Strategy, and AI Monetisation. He has also conducted online training on Data Science during the MCO period with local and overseas candidates.

Teck Guan has a Master's in Data Science from the University of Malaya and a Bachelor Degree in Information and Communication Technology from Universiti Teknologi PETRONAS. His core professional strengths include system development, data science, and project management.

# CYBERSECURITY & CYBER RESILIENCE

This one-day programme aims to cover these two scopes:

- Cybersecurity, which describes a company's ability to protect against and avoid the increasing threat from cybercrime.
- Cyber resilience, which refers to a company's ability to mitigate damage (damage to systems, processes, and reputation), and carry on once systems or data have been compromised.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Determine whether your organisation is at risk by gaining insight into the latest attack trends with Live Demos
- Gain insight into the Multi-Layered Cybersecurity implementation that can assist you to enhance your current security posture and maximise your ROI
- Learn to establish a clear Cybersecurity Strategy and Framework towards Cyber Resilience

## TRAINING METHODOLOGY

Lecture, case study and live hacking demos with no technical jargons

## PROGRAMME OUTLINE

### Cyber threat landscape

- Malaysia, Regional and Global based on the latest attack statistics

### Evolution of cyber threats in Financial Institutions with case studies

- Understanding the changing nature of cyber threats and implementing proactive cybersecurity measures so that we can mitigate risks

### Cyber Resilience

- What, Why and How

### Cyber Insurance

- What is Cyber Insurance and why is it important?

## PROGRAMME DETAILS

### WHEN

30 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001366751

## PARTICIPANT PROFILE

Middle level executives and above

### Latest attack trends & gaps in our defence technologies with live hacking demos

- Internet & Mobile banking scams and breaches
- Ransomware: Single, Double, Triple and Quadruple extortions
- File-less and Malware-less Attacks
- AiTM - Adversary-in-the-middle attack
- Firmware based attacks
- Supply Chain and 3rd party risks
- Mobile based attacks
- Identity based attacks
- Web & API based attacks

## ABOUT THE TRAINER

### DR. CLEMENT ARUL JEEVA SUSAI ARUL

Dr. Clement is a Principal Technology Architect & Security Professional with 24 years of IT experience in Security, Ethical Hacking, Cyber Security Frameworks, Security Risk & Governance, Systems Analysis, Security Operation Centres, Cyber Threat Intelligence, Secure Coding, Implementation, Digital Forensics and Project Management.

Founder, CEO of Cybertronium. A Security Consultant and a CISO-as-a-Service expert for many Multi-National and leading IT companies in APAC region. A frequent speaker at Security Events in APAC. Dr. Clement Arul headed the Malaysian delegation for the World Bank sponsored project of Secure Implementation of the Nigerian ID system 2019-2022 as a Lead Cybersecurity Expert.

Dr. Clement Arul is an international and national award winner ranked as #2 in IFSEC Global Cybersecurity Professional Ranking in 2022, who has contributed to the Malaysia Cyber Security Framework, Malaysia Data Encryption Standard and many more national initiatives. He is now working with few a ASEAN governments in developing and implementing National Cyber Security Frameworks.

### KAVEEROOBAN KRISHNAN

Kaveerooban Krishnan is a Cybersecurity Consultant and Certified Professional Cybersecurity Trainer with 5 years of IT experience in Ethical Hacking, Pentest, Threat Intelligence and Consultation. He has conducted Cybersecurity awareness trainings with live hacking demos for 2,000 pax in the last two years across ASEAN.

He is also a frequent speaker for financial institutions, government and non-governmental organisations. He provides Penetration Testing, Vulnerability Assessments, Security Consultations, and Security Audit Services for customers in the APAC region.

He holds several professional certifications in Certified Penetration Tester, Certified SOC Analyst, NCS Certified Trainer and ITIL Foundation Level, and he also a certified HRDC TT.

# DATA-DRIVEN DECISION MAKING: HARNESSING THE POWER OF AI

Organisations that describe digital transformation as simply the incorporation of digital technology into all areas of their business often end up overlooking its power. However, a digital transformation that puts data (and Artificial Intelligence) at the core of its operations will allow an organisation to create blue oceans and profitability instead of seeing it as a set of processes. This one-day programme looks at why an AI-driven digital transformation is formidable and how it changes the value an organisation brings to its customers, and itself.

## PROGRAMME DETAILS

### WHEN

26 June 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001360675

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Gain a strategic understanding of how they can better prepare their organisation for AI
- Appreciate the high-value business cases that exploits Data and AI
- Recognise the risks and ethical issues arising from Data and AI usage
- Understand the latest AI breakthroughs like Generative AI
- Walk away with a list of “quick wins” – industry use cases they can start right away in their organisation

## TRAINING METHODOLOGY

Interactive group discussions, lectures, exercises, case studies and sharing of real-world experiences

## PARTICIPANT PROFILE

Middle to senior level executives

## PROGRAMME OUTLINE

- Opportunities in AI and how it ties in with digital transformation
- AI-driven industry business cases from around the region
- AI landscape and maturity stages in organisations
- The AI ecosystem (from data ingestion to analytics to organisational transformation)
- A C-level guide to artificial intelligence covering subtopics such as “Why AI now?”, high-value industry-specific business cases, ethical AI, AI risks and the need to develop smarter people
- Discussion on the latest AI breakthroughs and trends like Generative AI (ChatGPT, DALL-E), deepfakes, the singularity, and the future of humanity
- Implementation of analytics and AI in Financial Services
- Group activity: AI-driven monetization business case brainstorming and prioritisation: A logical process of analysis and prioritisation to identify “quick wins” AI business cases for the participants’ organisation. The identified “quick wins” business cases will justify the AI proof-of-concepts and projects

## ABOUT THE TRAINER

### PETER KUA

Peter Kua is the co-founder and CEO of GradientX. His responsibilities include finding ways data can be used as a competitive advantage as well as identifying new business opportunities with data. He also heads the Data Science team in REV Media Group (formerly known as Media Prima Digital) and was instrumental in driving the National Big Data Analytics Initiative under MDEC in the areas of thought leadership and industry development. He played a key role in developing the first National BDA Framework that delivered strategic recommendations and action plans to achieve the National BDA vision.

Peter has conducted training in areas that include public masterclasses in Big Data Strategy for NTT Data, PAS Selangor, CIIF, Pos Aviation Hitachi, FGV, Perodua Maxis, SIRIM, and Principal Asset Management CIMB. In addition, he also trained several in-house Big Data Strategy workshops for organisations such as OCBC, Keysight, TNB, TM One, and Johnson and Johnson. During the MCO period, Peter conducted several Big Data Strategy virtual classes for Citibank, Alliance Bank, Bank Islam, Intel, Osram, Dell, Sarawak Energy, Optics Balzers Penang Port, and Maxis Broadband. Peter's core professional strengths include data science and big data strategies, web development and project management. His industry experience includes the media, internet, manufacturing, FMCG, e-learning and agriculture.

Learning Level | Intermediate

# DIGITAL TRANSFORMATION: "BANKING IS NECESSARY, BANKS ARE NOT"

It has taken years to fully understand what Bill Gates meant when he said, "Banking is necessary, banks are not". He said it in 1994 and it is becoming true. Advances in technology are causing the banking industry to develop faster with the focus on efficiency, transparency and better customer experience. The current digital revolution is disrupting the way people bank, directed by evolving customer needs, behaviours and expectations. Customers now expect an anytime, anywhere personalised user experience – i.e., banking everywhere, not necessarily at a bank!

At the same time, Covid-19 has disrupted 'normal' banking and reset it to the 'new normal' to where traditional standard operating procedures were dismantled in favour of agility and the use of online technology to tackle unforeseen marketplace disruption. It exposes the importance of digital offerings to maintain customer onboarding, customer relationship and customer centric mobile banking facilities.

Now more than ever, traditional bankers need to adapt and evolve in order to face the challenges ahead as challenger banks and new FinTech companies explore and experiment with innovations and new technologies to build or create the bank of the future.

This intensive one-day programme presents the overview of what digital transformation means, what role they will play, and assist in preparing bank staff for the future when banks will shift their concentration to new technologies.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Recognise and take advantage of new opportunities presented by FinTech
- Understand the key fundamental technologies and principles behind the evolution of FinTech
- Obtain market intelligence and insights of established FinTech models in leading markets
- Comprehend the ever-evolving customer behaviour in banking
- Identify gaps at the current workplace and conceptualise changes with FinTech models
- Understand why digital transformation fails

## TRAINING METHODOLOGY

Lectures, case studies and video presentations

## PARTICIPANT PROFILE

Executives who desire to upskill themselves to embrace the digital transformation in banking

### PROGRAMME DETAILS

#### WHEN

12 June 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001155743

## PROGRAMME OUTLINE

### Module 1

#### What is Disrupting Banking and Finances?

- The importance of technology in Finance
- Evolution of banking and the mobile revolution
- FinTech innovation
- Adoption of emerging technologies
- Case Study – Ant Financial

### Module 2

#### The ABCDs of Future Banking

- AI – Artificial Intelligence
- Block Chains
- Cloud Computing
- Data is the new oil
- Case Study – AI and Data Analytics

### Module 3

#### Emerging Innovation in FinTech

- Challenger and Neo banks
- Payment Systems
- Peer to Peer Lending
- Crowd Funding
- FinTech competitors in Malaysia (2020)
- Case Study – Challenger/Neo Banks

### Module 4

#### Digital Transformation

- First Principles Design Thinking
- Agile organisation - cultivating a digital culture
- Technology fallacy and human capital
- Case Study – Digital Transformation of DBS

## ABOUT THE TRAINER

### DR VIJAYAN PARAMSOTHY

Dr Vijayan Paramsothy the Director of Graduate Training & FSTEP at the Asian Banking School. He started his career working in one of the big 8 Chartered Accountants and Management Consultancy firms in the UK. He has over 20 years of banking experience working in local and foreign banks up to a senior management level, ranging over a diverse range of disciplines.

He is currently involved in structuring bespoke technical and soft skill programmes for banks. In addition, he is involved in the curriculum working committee for professional qualification programmes such as the Chartered Banker and Bank Risk Management. He is also a designated Chartered Banker trainer, bringing a fresh approach to self-directed learning using mind-mapping techniques, case studies and problem-based learning. Dr Vijay has published banking and finance related text books and journal articles internationally, including, "Success Factors for the Implementation of Entrepreneurial Knowledge Management in Malaysian Banks" (Journal of Information & Knowledge Management, 2013).

Dr Vijay holds an Honours Degree in Accounting and Finance from Scotland, a Master of Science Degree in Multimedia Technology (Banking), a Doctor of Business Administration (Banking Strategy and Marketing) from Australia, and a Doctor of Philosophy (Knowledge Management in Banking) from Malaysia. He recently successfully completed his Chartered Banker MBA from the Bangor Business School. He is also a Certified Training Professional (ARTDO) and a Certified HRD Corp trainer.

# REIMAGINING BANKING: EMPOWERING YOUR WORKFORCE TO DRIVE INNOVATION IN THE FINANCIAL FRONTIER

In the dynamic and ever-evolving world of finance, innovation is the key to staying ahead of the curve and delivering exceptional customer experiences. However, innovation does not happen by chance; it requires a deliberate approach to cultivate a culture that fosters creativity, collaboration, and risk-taking within your banking institution.

This one-day training programme is designed to equip banking professionals with the tools and strategies to unleash the innovative potential within their organisations. Participants will learn how to identify and nurture the innovative spark within their teams, break down traditional silos to foster cross-functional collaboration and cultivate an environment where ideas can thrive without fear of failure.

Case studies will be used to provide real-world examples of how banks are successfully implementing innovative strategies to stay ahead of the curve and deliver exceptional customer experience. By studying these cases, participants will gain valuable insights into the challenges and opportunities of innovation in the banking industry.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Articulate the importance of innovation in the banking industry
- Identify and overcome common barriers to innovation in the financial sector
- Cultivate a growth mindset and foster a culture of innovation within their organisation
- Implement strategies to empower employees to contribute innovative ideas
- Break down silos and promote cross-functional collaboration to drive innovation
- Effectively communicate and streamline innovative ideas within the organisation
- Demonstrate leadership skills to foster an innovation-driven culture
- Align innovation efforts with organisational goals and regulatory requirements

## TRAINING METHODOLOGY

Lecture including presentations, case studies and discussions

## PARTICIPANT PROFILE

Middle to senior-level executives from all divisions who require upskilling for change and innovation in the bank

### PROGRAMME DETAILS

#### WHEN

7 May 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,900 (AICB Member)  
RM 2,200 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001356115

## PROGRAMME OUTLINE

### **Navigating the Innovation Imperative in Banking**

- Understanding the role of innovation in the competitive banking landscape
- Identifying and overcoming unique barriers to innovation in the financial sector

### **Building an Innovation-Driven Culture in Your Bank**

- Cultivating a growth mindset among banking professionals
- Encouraging creativity and calculated risk-taking within a regulated environment
- Fostering psychological safety and open communication to empower employees

### **Empowering Your Banking Workforce to Innovate**

- Identifying and nurturing the innovative potential within your banking teams
- Providing opportunities for skill development and idea generation tailored to the financial sector
- Recognizing and rewarding innovative contributions that drive banking excellence

### **Leading with Innovation in the Banking Industry**

- The crucial role of leadership in fostering an innovation-driven culture within the bank
- Strategies for encouraging and supporting innovative initiatives in a risk-conscious environment
- Aligning innovation efforts with the organisational goals and regulatory requirements of the banking sector

### **Leading with Innovation in the Banking Industry**

- The crucial role of leadership in fostering an innovation-driven culture within the bank
- Strategies for encouraging and supporting innovative initiatives in a risk-conscious environment
- Aligning innovation efforts with the organisational goals and regulatory requirements of the banking sector

### **Case Study**

- Case Study 1: DBS Bank's transformation into a digital leader
- Case Study 2: BBVA's use of artificial intelligence to enhance customer experiences
- Case Study 3: Barclays' innovation labs and their impact on product development
- Case Study 4: JPMorgan Chase's use of fintech partnerships to drive innovation
- Case Study 5: Citigroup's innovation initiatives to address emerging market needs

## ABOUT THE TRAINER

### **DR VIJAYAN PARAMSOTHY**

Dr Vijayan Paramsothy the Director of Graduate Training & FSTEP at the Asian Banking School. He started his career working in one of the big 8 Chartered Accountants and Management Consultancy firms in the UK. He has over 20 years of banking experience working in local and foreign banks up to a senior management level, ranging over a diverse range of disciplines.

He is currently involved in structuring bespoke technical and soft skill programmes for banks. In addition, he is involved in the curriculum working committee for professional qualification programmes such as the Chartered Banker and Bank Risk Management. He is also a designated Chartered Banker trainer, bringing a fresh approach to self-directed learning using mind-mapping techniques, case studies and problem-based learning. Dr Vijay has published banking and finance related text books and journal articles internationally, including, "Success Factors for the Implementation of Entrepreneurial Knowledge Management in Malaysian Banks" (Journal of Information & Knowledge Management, 2013).

Dr Vijay holds an Honours Degree in Accounting and Finance from Scotland, a Master of Science Degree in Multimedia Technology (Banking), a Doctor of Business Administration (Banking Strategy and Marketing) from Australia, and a Doctor of Philosophy (Knowledge Management in Banking) from Malaysia. He recently successfully completed his Chartered Banker MBA from the Bangor Business School. He is also a Certified Training Professional (ARTDO) and a Certified HRD Corp trainer.

# INTRODUCTION TO INVESTMENT BANKING

This one-day programme will provide participants with an understanding of the roles and responsibilities of licensed intermediaries and other representatives, and the regulations governing the business activities and market practices in the Malaysian capital markets. It will also provide an overview of Investment Banking, the functions of various areas and functions within an Investment Bank and the common forms of Investment Banking products, services and solutions.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Identify the overall financial systems and regulatory framework that affects the local capital markets
- Explain capital and how they can be used by Investment Bankers to help their clients
- Understand the roles and functions of investment banks

## TRAINING METHODOLOGY

Lecture, case studies, exercises and discussions

## PROGRAMME OUTLINE

### Introduction

- What is financial and capital markets
- What is investment banking
- Roles and function of investment banks
- Inside an investment bank - sell vs. buy side
- Regulations governing Malaysian capital markets

### Inside an Investment Bank

- Capital markets
- Financial advisory
- Trading and brokerage
- Research
- Asset management

## PROGRAMME DETAILS

### WHEN

20 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,500 (AICB Member)  
RM 1,800 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001292134

## PARTICIPANT PROFILE

Retail and commercial bankers and anyone who is interested in the fundamentals of Investment Banking

### Investment Banking products and services

- Debt and fixed income
- Equities
- IPOs
- Corporate finance
- Sales and trading

### The Future of the Investment Banking Landscape

- FinTech
- Big Data, AI and algorithms
- Blockchain
- Robotic process automation

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking at the Asian Banking School. He has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

Wee Leong started his career at Citibank in 1993 before joining US management consultancy firm Accenture in 1997. At Accenture, he was involved in managing large bank merger-integration, process re-engineering and transformation projects. He has worked in projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia.

In 2003, Wee Leong joined CIMB as its Head of Operational Risk Management and led the implementation of the bank's operational risk management and Basel 2 - Operational Risk framework. Subsequently, he assumed various senior roles in Trade Finance, Regional Transaction Banking, Corporate Banking, Treasury and Markets division and Group CEO office at CIMB. His last role at CIMB was as Director, Group Strategy. He has been designing and developing courses and conducting training regularly (covering various topics) with the Asian Banking School since 2017.

Wee Leong holds a Bachelor of Business Administration from the USA and a Master of Business Administration (with distinction) from the Anglia Ruskin University, United Kingdom. He obtained training from Citibank Asia Pacific Banking Institute in Singapore in 1995. He is a certified Chartered Banker, Finance Accreditation Agency (FAA) Certified Training Professional and a holder of the "Certificate in Climate Risk" (awarded by the Chartered Body Alliance, UK) and PRINCE2 Foundation and Practitioner Certificate in Project Management. Wee Leong completed the "Leading the Sustainability in Transformation in Banking" programme with the Frankfurt School of Finance and Management (1 week course in Frankfurt, Germany) in October 2022.

Learning Level | Intermediate

# STAKEHOLDER MANAGEMENT

This two-day programme will help participants to understand and apply stakeholder engagement strategies to help the organisation achieve better outcomes, whether it is in education, connection, engagement or profit.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Identify and understand stakeholder needs
- Clarify and manage expectations effectively
- Achieve goals by enhancing trust and cooperation
- Apply strategies to gain cooperation and support
- Deal effectively with challenging behaviours

## TRAINING METHODOLOGY

Lectures, case studies, work sheet exercises and discussions and group presentation

## PARTICIPANT PROFILE

Project managers, functional managers and executives who are involved directly or indirectly in managing stakeholders either in a supportive, managerial or operational capacity. Also, project team members who deal with vendors and customers on a regular basis in meeting project objectives.

## PROGRAMME OUTLINE

### DAY 1

#### Module 1: Stakeholder Management

- Stakeholder Identification
- Stakeholder Analysis
- Stakeholder Communication

#### Module 2: Categorising Stakeholders

- Key Stakeholders
- Project Stakeholders

#### Module 3: The Importance of Building and Improving Relationships between Stakeholders

- What improvement to aim for?
- How to build relationships and bridge
- Listening skills

#### Module 4: Building Trust and Relationship

- Understanding emotions and how it affects our decisions
- Developing social awareness
- Predicting behaviour
- Communicate with transactional analysis

## PROGRAMME DETAILS

### WHEN

13 – 14 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 2,600 (AICB Member)  
RM 2,900 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001358855

## PROGRAMME OUTLINE (CONT'D)

### DAY 2

#### Module 5: Stakeholder Communication

- Communication strategies
- Categorise them
- Develop communication strategy
- Develop a stakeholder value statement

#### Module 6: Stakeholder Analysis

- Influencing vs Authoritative
- Stakeholder support help
- Classifying the level of support
- Classifying level of stakeholder influence

#### Module 7: Communication Management Needs to be Addressed

- What information needs to flow in and out
- Who needs what information?
- When is the information needed?
- What is the format of the information
- Who will be responsible for transmitting and providing the information

## ABOUT THE TRAINER

### AZMAN SHAH DATO' AZIZ

Azman Shah is an experienced psychotherapist, international speaker, consultant, and coach who delivers and designs customised effective training programmes to accommodate the unique needs of organisations. He was a pioneer in advocating the concept of Emotional Intelligence at the workplace in Malaysia and Southeast Asia since 1995. Azman earned his B.S., M.A and M.S. in Counselling Psychology from West Virginia University, USA.

He has 13 years of valuable working experience in Washington DC in the United States, training, and consulting on human performance in many notable organisations such as the United States Department of Agriculture, US Department of Justice, the Internal Revenue Service, American Correction Association, Montgomery General Hospital, Sandy Springs Bank and the Department of Transportation. Among the local clients that he has served include Petronas, Malakoff, Pos Malaysia, Perodua, Tabung Haji, Northport, Safeguards, DRB HICOM, MRCB, FGV, and other GLC and banking clients.

He is also an Adjunct Professor at City University (Corporate Executive Development Unit). Extensive international training experience include Singapore, Indonesia, Vietnam, Philippines, Bangkok, Australia, Saudi Arabia, Kuwait, Bahrain, Dubai, USA, London and Sweden. Azman is the CEO of Performance Development Consultants (PDC) that has been established for 28 years. Aside from that, Azman is a consultant psychotherapist in the Mind Faculty premium Psychiatry and Psychology specialist centre.

### ZURAINA HARUN

Zuraina was the Head of the Centre of Excellence for Safeguards G4S focusing on human capital learning and development, company-wide performance management, talent management and monitoring G4S HR Core Standard implementation. She was also the Head of Training for Bank Muamalat and has delivered training for institutes such as Institut Bank-Bank Malaysia (now Asian Institute of Chartered Bankers) and the Southeast Asian Central Bank Research and Training Centre (SEACEN).

She graduated with a Master of Science from North Carolina A&T State University, USA and attended Strategic HR Transformation and Organisation Development, Talent, Competency, and Succession Management workshops organized by Pennsylvania State University and trained under the Zenger-Miller Managerial Development Programme during her years with the Malaysian Resources Corporation Berhad.

Zuriana has successfully designed and facilitate programmes in the areas of personal leadership and development, change management, positive work culture, creativity and problem solving, sales, customer service, interpersonal communication, and team development. She was a Master Trainer for the Telecentre Manager Certification Programme, an initiative between Prime Minister's Department and Open University Malaysia.

# INTRODUCTION TO ETHICS IN BANKING



## PROGRAMME DETAILS

### WHEN

29 February 2024 (Face-to-face)  
8 – 17 May 2024 (Online)  
9:00 am – 5:00 pm

### WHERE

Face-to-face: Asian Banking School  
Online: ABS LMS & Zoom

### FEES\*

RM 1,100

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001210282  
(Face-to-Face)

10001167163  
(Online)



The Asian Institute of Chartered Bankers (AICB) will award 8 CPD hours for those attending classroom training and 10 CPD hours for those who go through the online learning option

Since January 2017, all new graduates hired by the banking industry are required to complete the Introduction to Ethics in Banking programme. Designed, developed and delivered by the Asian Banking School (ABS), over twenty thousand bankers have gone through the training since its inception, which considering the importance of the subject matter, bodes well for the industry itself.

In our continuous efforts to deliver programmes that are innovative and current with the times, ABS has developed an online learning version of the Introduction to Ethics in Banking programme, alongside the existing classroom training option.

The classroom training is an 8-hour face-to-face session, while the online programme comprises of 8 hours self-paced e-learning that is followed by a 1½ hour webinar, both of which must be completed within 7 days upon registration. As the programme is at an introductory level, it will focus on ethical issues that are commonly encountered at the operational level, which includes integrity, conflict of interest, confidentiality and whistleblowing.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Define professionalism in banking
- Understand what is meant by ethics in the context of banking
- Understand types of ethical theories and its application in the workplace
- Analyse the psychological approach to ethics using Kohlberg's Theory
- Understand the context of unethical behaviour towards employees in terms of sexual harassment and workplace bullying

## TRAINING ASSESSMENT

- Participants are required to complete a self-assessment for both classroom & online training (MCQ format)
- If they fail, they need to re-register and take the whole programme again
- All participants are required to proceed for membership registration with AICB upon completion of the whole programme

## PARTICIPANT PROFILE

Graduate trainees or new hires at the banks with less than 2 years of working experience. This programme has also been extended to executives (non-managerial) of banks who would like to learn about ethical decision making.

## TRAINING METHODOLOGY

### ONLINE TRAINING

This programme will be delivered on an ABS learning platform that incorporates online learning and self-assessment, followed by a webinar at the end. It offers an interactive and case-based hybrid learning experience that provides participants with the framework and tools to make ethical decisions.

#### Part A : E-Learning

- The programme is self-paced and includes an e-learning section that consists of 6 modules followed by a self-assessment - both of which must be completed within 7 days

#### Part B : Webinar

- 1.5-hour live session with the trainer which builds on the e-learning session completed in Part A
- The webinar features Kahoot, polling, chat, case discussions and a Q & A session where participants can practice the application of ethical decision making tools
- Participants need to pass the online assessment to be eligible to register for the webinar
- A digital certificate will be issued upon completion of both parts A & B of the online learning programme, after which participants will be eligible to apply for Affiliate Membership with AICB

### CLASSROOM TRAINING

In classroom training, lessons are divided into 3 modules where participants will have an interactive learning experience with the trainer. Participants will have to pass an assessment at the end of the programme, after which a certificate of completion will be issued for participants to proceed with membership registration with AICB.

## PROGRAMME OUTLINE

### What is ethics and why is ethics important in banking?

- The nature of ethics, and its specific meaning in the context of business
- Fundamental ethical concepts: integrity, honesty, probity, transparency, fairness, objectivity, responsibility, accountability, judgement, scepticism
  - Discussion of case 1
- Duties of a banker, based on rules that must be followed and principles that govern behaviours
- Ethics based on consequences, but consequences to whom? Reconciling actions with the interests of stakeholders and the public interest
  - Discussion of case 2

### Professionalism:

- Defining 'professional' and why bankers have to try harder than lawyers, doctors and accountants
- Characteristics of a profession
- Professional codes of conduct
  - Discussion of case 3

### Ethical decision taking:

- Influences on our decisions, and their conflicting impact on what we do. These include rewards and threats, expectations of family, friends, colleagues and the law, perceptions of what is right and what is wrong.
- Decision taking frameworks
- Dealing with conflicts of interest
- Dealing with ethical dilemmas
  - Discussion of case 4

## ABOUT THE TRAINER

### **SYLPHY CHUI**

Sylphy Chui is a Training Consultant at the Asian Banking School and has more than 16 years of experience in the banking sector in credit sales and marketing, credit evaluation and credit approvals, consumer and commercial loans, and branch management.

She started her career as a Senior Sales and Marketing Executive at a Public Bank Berhad branch where she gained valuable knowledge in branch operations. She then went on to the regional office, where she supported more than 15 branches in the sales team and gained recognition as the Top Three Sales Achiever for 2003 and 2004. In 2005, after receiving the Regional Top Sales Achiever Award, Sylphy was promoted to Sales and Marketing Manager, leading the sales team in the Regional Office. She was promoted again in 2007 and became Business Manager at a branch in Kuala Lumpur, where she led the Credit Department. In 2012, she was promoted to Branch Manager. During this time, the branch she managed maintained themselves as an award-winning branch for five years consecutively from 2013 to 2017.

Sylphy holds a Bachelor's degree in Commerce, double majoring in Economics and Marketing, from Curtin University of Technology, Perth, Australia and is also a Certified Credit Professional (CCP) through the Institute of Bankers Malaysia (now known as the Asian Institute of Chartered Bankers). She is a Certified Training Professional through the Finance Accreditation Agency and a Certified HRDF Trainer.

### **MICHELLE LOO PHOY WAN**

Michelle Loo has more than 10 years of banking experience in secured and unsecured lending, wealth products, bancassurance, SME banking and branch management.

Michelle started her career in the banking industry with HSBC Bank as a Mortgage Executive. In 2008, she joined OCBC as a Business Development Manager in SME Banking and during which, the team she was in achieved Top 5 in the nationwide overall performance. Following that, she joined Maybank as a Mortgage Consultant. She was one of the pioneers in the Direct Sales Team and recognized as the Nationwide Top Team for 3 consecutive years. She then went on to join Alliance Bank and was promoted as Branch Manager. Subsequently, she joined Public Bank in Regional Sales and Support in SME Bancassurance, supporting 19 branches in the Klang Valley. Her main task was to maintain Regional top sales, which she achieved for 2 consecutive years.

At ABS, she is involved in developing e-Learning content, storyboarding and gamification, as well as having the role as a Trainer for the "Introduction to Ethics in Banking" programme. Michelle holds a Bachelor's Degree in Economics majoring in Finance from University Putra Malaysia.

# BUSINESS ETHICS FOR MANAGERS



Bowen McCoy, a senior manager at Morgan Stanley, and a group of mountaineers have been preparing over six years to climb the Himalayas. Thousands of dollars had been spent on this expedition. At an extremely challenging part of the climb, the group comes upon a holy man – a Sadhu, who was dying from hypothermia. The group, and thereby each individual within the group, were faced with an unfortunate dilemma – to continue the climb and achieve their goals or carry the Sadhu two days back to a town to save the life of a stranger.

This one-day programme explores the challenges of personal ethics when applied to a group – when personal moral values clash with group norms and how organisational culture can impact the ethical climate of an entity.

## PROGRAMME DETAILS

### WHEN

15 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,900 (AICB Member)  
RM 2,200 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001153696

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Appraise the levels of accountability in an organisation
- Assess the philosophical and psychological approaches to business ethics
- Reflect on cultural typologies and how they influence organisational behaviour
- Formulate a view on what constitutes ethical and professional behaviour in an organisation
- Evaluate practical decision making and moral judgement and finding the balance between the two

## TRAINING METHODOLOGY

Interactive group discussions, lectures, exercises, case studies and sharing of real-world experiences

## PARTICIPANT PROFILE

Managers, Heads of Department, Division Heads, Senior Executives and C-Suites in the capacity of managing sales force, operational planning, staff performance, strategic thinking and organisational culture

## PROGRAMME OUTLINE

### Levels of Accountability in an Organisation

This module examines Bank Negara Malaysia's (BNM) approaches to strengthening conduct and culture in the financial services industry. Corporate governance principles are examined and case studies done to demonstrate that a code of ethics alone does not deter inappropriate behaviour.

*Case Study: Carries Tolstedt*

*Case Study: Aman Shah*

### Philosophical and Psychological Approaches to Business Ethics

Prescriptive ethical theories developed by philosophers designed to help individual decide what they should do in response to ethical dilemmas are compared and contrasted with psychological theories that describe what individuals actually do due to mental and emotional processes that influence how people think and behave.

*Case Study: Ethical issues in Artificial Intelligence in banking and finance*

*Case Study: Katharine Gun*

### Cultural Typologies and Organisational Behaviour

This module examines the role of culture in organisational behaviour. Hofstede theory is discussed to understand how cultural dimensions differ in various cultures and its impact in ethical decision making.

*Case Study: CNN*

### Professional Behaviour in an Organisation

Here we consider what professionalism means in banking and the role of professional bodies. While professionalism may be seen to be demonstrating technical competencies, various behavioural attributes have been acknowledged as critical in creating the basis of a profession.

*Case Studies: A series of caselets using MCQs to test the ability of participants to make ethical decisions in various real life banking scenarios.*

### Practical Ethical Decision Making

In making real world ethical decisions, one has to take into consideration sustainability, political forces, eastern philosophies and long term consequences in arriving at pragmatic ethical decisions.

*Case Study: Ibn Rushd's influence in practical ethical decision making*

## ABOUT THE TRAINER

### DR VIJAYAN PARAMSOTHY

Dr Vijayan Paramsothy the Director of Graduate Training & FSTEP at the Asian Banking School. He started his career working in one of the big 8 Chartered Accountants and Management Consultancy firms in the UK. He has over 20 years of banking experience working in local and foreign banks up to a senior management level, ranging over a diverse range of disciplines.

He is currently involved in structuring bespoke technical and soft skill programmes for banks. In addition, he is involved in the curriculum working committee for professional qualification programmes such as the Chartered Banker and Bank Risk Management. He is also a designated Chartered Banker trainer, bringing a fresh approach to self-directed learning using mind-mapping techniques, case studies and problem-based learning. Dr Vijay has published banking and finance related text books and journal articles internationally, including, "Success Factors for the Implementation of Entrepreneurial Knowledge Management in Malaysian Banks" (Journal of Information & Knowledge Management, 2013).

Dr Vijay holds an Honours Degree in Accounting and Finance from Scotland, a Master of Science Degree in Multimedia Technology (Banking), a Doctor of Business Administration (Banking Strategy and Marketing) from Australia, and a Doctor of Philosophy (Knowledge Management in Banking) from Malaysia. He recently successfully completed his Chartered Banker MBA from the Bangor Business School. He is also a Certified Training Professional (ARTDO) and a Certified HRD Corp trainer.

# OPERATIONAL RISK MANAGEMENT

This one-day programme provides practical tools to increase understanding of managing Operational Risk Management and non-financial risks in financial institutions. Learning is achieved via theory and approach examples. Additionally, insight will be achieved through the use of real-world examples.

This programme incorporates Q&A sessions and participants are encouraged to ask questions and interact with the trainer and other delegates. By the end of it, attendees should have an understanding of the framework and knowledge required to use in practice the key techniques and tools of Operational Risk Management.

## PROGRAMME DETAILS

### WHEN

6 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,500 (AICB Member)  
RM 1,800 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001153901

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Identify the sources of operational risk and how these arise within the context of a financial institution's main business activities
- Understand the governance structures, systems, procedures and cultural aspects necessary for an organisation to successfully manage operational risk
- Build a knowledge of the main techniques for the measurement and quantification of operational risk and their relative merits and drawbacks
- Get to know some of the hot issues in Operational Risk

## TRAINING METHODOLOGY

Lecture including presentations, case studies and discussions

## PARTICIPANT PROFILE

Risk, compliance and audit personnel, business and operations staff and anyone who is interested to understand Operational Risk Management and non-financial risks and how to mitigate and manage non-financial risk in your organisation

## PROGRAMME OUTLINE

### Module 1

#### Risk Management Overview

- Overview of Risk Management
- Describe the essential elements of Risk Management
- What can go wrong in the markets and banks

#### Introduction to Operational Risk

- Definitions of Operational Risk
- Examples of significant Operational Risk events and losses
- Why Operational Risk Management (ORM) matters
- Case Study: Rogue trading

### Module 2

#### Definition of Risk Classes

- Potential forms of Operational Risk losses
- Categorising operational risk events and losses
- Top operational risk issues globally
- Case Study: Regulatory breaches and penalties

#### Operational Risk Governance

- Risk Management organisation
- “3 lines of defence” and leadership support
- Building a sound risk culture

#### Control Self Assessments

- Consider the use of qualified assessments of Operational Risk
- Review how risk and quality can be measured in a subjective fashion
- Discuss the benefits of CSA

### Module 3

#### Key Risk Indicators

- Examples of KRIs
- Monitoring and reporting
- Early warning system and taking actions to mitigate risks
- Case Study: ORM at a large Malaysian Bank

#### Managing Operational Risk

- The ORM roadmap
- Challenges of Operational Risk Management
- ORM in the era of Digital Banking

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking at the Asian Banking School. He has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

Wee Leong started his career at Citibank in 1993 before joining US management consultancy firm Accenture in 1997. At Accenture, he was involved in managing large bank merger-integration, process re-engineering and transformation projects. He has worked in projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia.

In 2003, Wee Leong joined CIMB as its Head of Operational Risk Management and led the implementation of the bank's operational risk management and Basel 2 - Operational Risk framework. Subsequently, he assumed various senior roles in Trade Finance, Regional Transaction Banking, Corporate Banking, Treasury and Markets division and Group CEO office at CIMB. His last role at CIMB was as Director, Group Strategy. He has been designing and developing courses and conducting training regularly (covering various topics) with the Asian Banking School since 2017.

Wee Leong holds a Bachelor of Business Administration from the USA and a Master of Business Administration (with distinction) from the Anglia Ruskin University, United Kingdom. He obtained training from Citibank Asia Pacific Banking Institute in Singapore in 1995. He is a certified Chartered Banker, Finance Accreditation Agency (FAA) Certified Training Professional and a holder of the “Certificate in Climate Risk” (awarded by the Chartered Body Alliance, UK) and PRINCE2 Foundation and Practitioner Certificate in Project Management. Wee Leong completed the “Leading the Sustainability in Transformation in Banking” programme with the Frankfurt School of Finance and Management (1 week course in Frankfurt, Germany) in October 2022.

# MANAGING WHOLESALE MARKET CONDUCT

On 31 December 2021, Bank Negara Malaysia (BNM) issued "The Wholesale Market Conduct Practices Guidance Document," a supervisory guidance document that provides practical support to market participants in managing policy, procedures and controls surrounding wholesale financial market conduct risk.

This one-day programme is designed to provide an appreciation of the "The Wholesale Market Conduct Practices Guidance" for those working in financial markets, as well as those working in compliance, risk management, internal audit and other related roles. It will also help raise awareness of participants on the importance of developing a strong ethical culture and internal control environment across the organisation.

The programme will cover good practices in key wholesale market conduct areas such as avoiding market abuse, implementing misconduct risk assessments and governance and oversight frameworks, trade and communication surveillance, internal control and culture aspects. It will also focus on understanding misconduct risks and how to develop and ensure good conduct culture to mitigate non-compliance of conduct rules.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Have a deeper understanding of BNM's "Wholesale Market Conduct Practices Guidance Document"
- Develop awareness of wholesale market conduct management
- Respond to the need to ensure strong conduct and control environment within the organisation

## TRAINING METHODOLOGY

Lectures, case studies, exercises and discussions

## PARTICIPANT PROFILE

Treasury, wholesale banking, compliance, risk management, audit personnel and anyone who needs to understand Wholesale Market Conduct and how it impacts his/her job

### PROGRAMME DETAILS

#### WHEN

29 February 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001252759

## PROGRAMME OUTLINE

What is “conduct risk”

- Background and development
- Key challenges and common failures
- Penalties and enforcement actions

*Case study: Market abuse and manipulation*

Responsibility to preserve an ethical and honest market place

- Treatment of reference or fixing rate
- Position parking
- Dealing at non-current rates
- Dealing for personal account
- Entertainment and gifts
- Anti-Money Laundering and Counter Financing of Terrorism

*Case study and exercise: What are the drivers of misconduct?*

Sharing of information

- Handling of confidential information
- Conflict of interest

*Case Study: Bank’s “conflict of interest policy” examples*

Traceability, auditing and record keeping

Robust and clear policies, procedures and organisational structure

- Segregation of duties and authorisation
- Confirmation of dealings
- Security in dealing area
- After-hours and off-premises dealing

Managing conduct risk

- Culture
- Corporate governance
- Conflicts of interest
- Incentives and drivers of behaviour

The Role of Culture in Promoting Good Conduct

- Remuneration and key performance indicators
- Consequence management
- Training

*Discussion: Actions to improve conduct and culture in financial institutions*

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking Training at the Asian Banking School and has more than 25 years of experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

Wee Leong started his career at Citibank in 1993 before joining US management consultancy firm Accenture in 1997. At Accenture, he was involved in managing large bank merger-integration, process re-engineering and transformation projects. He has worked in projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia. In 2003, Wee Leong joined CIMB as its Head of Operational Risk Management and led the implementation of the bank’s operational risk management and Basel 2 – Operational Risk framework. Subsequently, he assumed various senior roles in Trade Finance, Regional Transaction Banking, Corporate Banking, Treasury and Markets division and Group CEO office at CIMB. His last role at CIMB was as Director, Group Strategy.

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# NAVIGATING GEOPOLITICAL RISK IN THE 21ST CENTURY

Geopolitical risk has become a critical consideration for governments, businesses and individuals. This programme is designed to provide participants with a comprehensive understanding of the complex and fast evolving geopolitical landscape in the 21st century. It will explore the key factors, trends, and strategies for managing geopolitical risk in an era characterised by global interdependence. Key geopolitical trends and strategies will be examined for informed decision-making in a rapidly changing global environment. By the end of this one-day programme, participants will learn how to proactively manage geopolitical risks, protecting their organisations' interests and enhancing resilience in the face of dynamic and rising geopolitical challenges.

## PROGRAMME DETAILS

### WHEN

17 April 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001357265

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Analyse the major geopolitical trends and challenges of the 21st century
- Discuss geopolitical risks and its impact on business
- Develop strategies for identifying, assessing, and mitigating geopolitical risks
- Apply critical thinking and problem-solving skills in the context of geopolitical risks
- Enhance crisis management and decision-making skills in the context of geopolitical risks

## TRAINING METHODOLOGY

Lecture, case studies and discussions

## PARTICIPANT PROFILE

Leaders, executives, risk managers and individuals responsible for organisational strategy and security, and anyone seeking to enhance their understanding of and resilience to geopolitical risks in their personal lives and for their organisation

## PROGRAMME OUTLINE

### Introduction to Geopolitical Risk

- Understanding Geopolitical Risk
- Top Geopolitical Risks and their significance to business and financial institutions
- Predicting future geopolitical trends

### Key Geopolitical Trends

- Multipolarity vs. Unipolarity
- Regional hotspots and conflicts
- Climate change and environmental geopolitics
- Trade wars and geoeconomic Risks
- Technology, cybersecurity and digital risks

### Identifying and Assessing Geopolitical Risks

- Tools and methods for assessing Geopolitical Risk
- Analysing political, economic, social, and technological factors
- Geopolitical Risk indexes and indicators

### Mitigating Geopolitical Risk in Business and Finance

- Impact on global markets
- Supply chain resilience and risk diversification
- Investment strategies in risky environments
- Strategies for managing risk in business operations

### Managing Geopolitical Risk in the Digital Age

- Cybersecurity threats and responses
- Data privacy and sovereignty
- Social media and influence campaigns

### Scenario Analysis and Stress Testing

- Preparing for unpredictable events
- Developing contingency plans
- Risk scenarios for organisational resilience

### Implementing Geopolitical Risk Management

- Integrating Crisis and Geopolitical Risk Management into organisational culture
- Preparing for uncertainty and complexity
- Monitoring and continuous improvement

### Crisis Management in Geopolitical Risk

- Crisis identification and response
- Decision-making under stress
- Media and public relations in crisis situations

*Case Studies: Examining real-world examples of organisations successfully managing geopolitical risk and those facing challenges*

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking at the Asian Banking School. He has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

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Learning Level | Intermediate

# WHOLESALE MARKET CONDUCT – RISK ASSESSMENT, SURVEILLANCE AND COMPLIANCE

This one-day programme focuses on the risk management and compliance aspects of “The Wholesale Market Conduct Practices Guidance Document” issued by Bank Negara Malaysia (BNM) on 31 December 2021. It will cover topics related to risk identification and surveillance, internal governance and controls and strengthening governance framework to mitigate risks related to misconduct. The roles of surveillance analysts to monitor and detect wholesale market abuse and misconduct (eg. setting-up an effective surveillance system) in their organisation will be analysed and discussed.

## PROGRAMME DETAILS

### WHEN

29 April 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001254302

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Identify actions to be taken to perform market conduct risk assessment
- Develop, manage and operate robust surveillance programmes
- Establish strong internal control environment and risk aware culture to manage conduct risks

## TRAINING METHODOLOGY

Lectures, case studies, exercises and discussions

## PARTICIPANT PROFILE

Compliance, risk management, audit personnel, staff who are part of the “2nd line of defence” and anyone who would like to understand Wholesale Market Conduct and how it impacts his/her job

## PROGRAMME OUTLINE

### Risk Identification and Surveillance

- Financial institutions should have mechanisms in place to detect and deter market misconduct. An effective surveillance programme is necessary to detect misconduct, while a strong internal control environment serves to deter or prevent misconduct.

### Market Conduct Risk Assessment

#### Monitoring For and Investigating Misconduct

- Misconduct to avoid:
  - » Wash Trading
  - » Position Parking
  - » Front Running
  - » Off-Market Rates
  - » Insider Dealing
- Surveillance of dealers' activities is the core pillar supporting an institution's ability to detect market misconduct by its dealers.

*Case studies: regulatory actions on misconduct at financial institutions*

### Surveillance

- Trade Surveillance
- Communications Surveillance

*Case study: How do financial institutions improve trade and communications surveillance?*

### Internal Governance and Controls

- Risk management
- Compliance
- Internal audit
- Reporting of non-compliance and audit findings
- Non-compliance by Dealers and Brokers

### Control Environment in Managing Conduct Risks

- Governance and reporting
- Front-Middle-Back Office controls
- Segregation of duties
- Handling of inside information
- Conflicts of interest
- The role of Compliance and Internal Audit in managing wholesale conduct risk
- The role of culture in promoting good conduct

### Key cultural drivers of misconduct

- The role of cultural drivers of misconduct
- Interplay between cultural drivers of misconduct and governance frameworks
- Lessons learned and good practices

### Strengthening Governance Frameworks to Mitigate Misconduct Risk

- Mitigating cultural drivers of misconduct
- Strengthening individual responsibility and accountability
- Addressing the "rolling bad apples" phenomenon

*Case studies and discussions*

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking at the Asian Banking School. He has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

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Wee Leong holds a Bachelor of Business Administration from the USA and a Master of Business Administration (with distinction) from the Anglia Ruskin University, United Kingdom. He obtained training from Citibank Asia Pacific Banking Institute in Singapore in 1995. He is a certified Chartered Banker, Finance Accreditation Agency (FAA) Certified Training Professional and a holder of the "Certificate in Climate Risk" (awarded by the Chartered Body Alliance, UK) and PRINCE2 Foundation and Practitioner Certificate in Project Management. Wee Leong completed the "Leading the Sustainability in Transformation in Banking" programme with the Frankfurt School of Finance and Management (1 week course in Frankfurt, Germany) in October 2022.

# UNDERSTANDING SDGS & CLIMATE RISK AWARENESS FOR BANKS

This one-day programme will provide an overview of the SDG and Paris Agreement, with a focus on how these initiatives are driving change across the globe. The programme aims to create awareness and explore how these global commitments are translated into our national and Bank Negara Malaysia (BNM) commitment, and the role that financial institutions can play in achieving these goals.

Participants will learn basic science-based knowledge on climate change and how to differentiate climate change mitigation and adaption according to the BNM Climate Change and Principle-based Taxonomy (CCPT).

By end of this programme, participants will have a solid understanding of how to relate their to your bank's SDGs and climate agenda with global, national and central bank commitment, and what their role is in achieving these commitments.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Explain how the SDG and Paris Agreement are driving change across the globe
- Interpret the role of financial institutions in achieving the SDG and Paris Agreement
- Identify their role in supporting their organisation's SDG and Climate commitment

## TRAINING METHODOLOGY

Lecture, games, videos, quizzes, discussions throughout the modules, participants will be provided with references, publications, and relevant databases to dive deeper into specific discussed topics

## PROGRAMME OUTLINE

### SDG & Paris Agreement Commitment

- UN SDGs & Paris Agreement, Nationally Determined Contributions (NDCs)
- Broad concept of Sustainable Finance
- Understand our national and central bank commitment
- Activity: Identify your bank's sustainability commitment and strategies

## PROGRAMME DETAILS

### WHEN

26 June 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,500 (AICB Member)  
RM 1,800 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001305747

## PARTICIPANT PROFILE

Staff of financial institutions interested in the topic of sustainability & climate risk

### Overview of Sustainable Risk

- Financial impact to banks & financing customers
- E,S,G Risks & Opportunities
- Climate Risk: Physical Risk & Transition Risk & Stranded Assets
- Activity: case study

### Understanding Climate Change

- The science of climate change
- Climate mitigation & adaptation
- Decarbonisation & Renewable Energy
- Activity: calculate your carbon footprint

## ABOUT THE TRAINER

### SHARON LIEW SIU WEI

Sharon Liew has more than 17 years of banking and training experience. She started her career as a Senior Associate at BDO; leading audits of the government-linked group of companies under the Prime Minister's Office from 2005-2007.

Following that, she joined Bank Negara Malaysia (BNM) as Financial Supervisor where her responsibilities included on-site and off-site surveillance of financial institutions in Malaysia. Her surveillance portfolio covered risk management control functions across Consumer Banking, SME Banking, Corporate Banking, and Investment Banking. She also led and conducted several thematic reviews that included AML/CFT, credit risk-SA review, operational risk, FRS139, stress testing, corporate governance, Shariah compliance and internal controls. In 2012, Sharon represented BNM as part of the knowledge sharing team at the Monetary Authority of Singapore's Banking Supervisory training. Pursuing her passion for teaching, Sharon then went on to teach banking and finance at the Tunku Abdul Rahman University College from 2014 to 2021.

At the Asian Banking School, she develops and delivers customised Sustainable Finance programmes for clients including designing Sustainable Finance Structured Learning Pathways. She also conducts Sustainability Awareness training sessions for diverse age groups and participants from various sectors utilising multiple languages during her training sessions. Currently, Sharon is working on expanding partnerships with government agencies to enhance the scope of training offerings to the banking and non-banking industry. She is also involved in conducting Qualification-related training.

Sharon was a judge for the 2022 I-CEE Case Competition organised by the International Business School of Beijing Foreign Studies University (BFSU) evaluating sustainability issues. She was also a guest speaker at the "International Forum on Regional Cooperation of China, Japan, and Korea, and the 20th Northeast Asia Management and Economics Joint Conference 2023" hosted by BFSU.

Sharon conducts training in English, Bahasa Malaysia, Mandarin and Cantonese and has a teaching permit registered under the Ministry of Higher Education Malaysia. She is a qualified Chartered Accountant registered under the Malaysian Institute of Accountants and is a Certified HRDF Accredited Trainer. Sharon has a Bachelor of Accounting from the University Putra Malaysia and a Postgraduate Diploma in Teaching from the Open University Malaysia. She also holds a Professional Certificate in Islamic Finance from INCEIF, Diploma in Teaching English to Speakers of Other Languages (TESOL) from the London Teacher Training College and is a Certified Teacher in Teaching Chinese as a Foreign Language (CTCSOL) from Hanban. She is a Certified Expert in Sustainable Finance awarded by the Frankfurt School of Finance & Management, Germany and is a Certified HRDF Trainer.

### MICHELLE LOO PHOY WAN

Michelle Loo has more than 10 years of banking experience in secured and unsecured lending, wealth products, bancassurance, SME banking and branch management.

Michelle started her career in the banking industry with HSBC Bank as a Mortgage Executive. In 2008, she joined OCBC as a Business Development Manager in SME Banking and during which, the team she was in achieved Top 5 in the nationwide overall performance. Following that, she joined Maybank as a Mortgage Consultant. She was one of the pioneers in the Direct Sales Team and recognized as the Nationwide Top Team for 3 consecutive years. She then went on to join Alliance Bank and was promoted as Branch Manager. Subsequently, she joined Public Bank in Regional Sales and Support in SME Bancassurance, supporting 19 branches in the Klang Valley. Her main task was to maintain Regional top sales, which she achieved for 2 consecutive years.

At ABS, she is involved in developing e-Learning content, storyboarding and gamification, as well as having the role as a Trainer for the "Introduction to Ethics in Banking" programme. Michelle holds a Bachelor's Degree in Economics majoring in Finance from University Putra Malaysia.

# CLIMATE CHANGE AND PRINCIPLE-BASED TAXONOMY (CCPT)

Financial institutions have a critical role to play in supporting orderly transitions while managing their exposures to climate risk from lending, investment and underwriting activities. Assessing exposures to climate-related risks in a consistent and effective way, both within a financial institution and across the industry, is therefore essential.

On 30 April 2021, Bank Negara Malaysia (BNM) published Malaysia's national climate focused sustainability taxonomy for the financial sector, the Climate Change and Principle based Taxonomy (CCPT). The CCPT sets out five Guiding Principles (GPs) intended to help financial institutions to assess and categorise economic activities according to the extent to which they meet climate objectives and promote transition to a low-carbon economy.

The CCPT provides a framework to facilitate robust and consistent assessments of economic activities and their associated impacts on climate mitigation, adaptation, and the transition to low carbon and more sustainable practices. This one-day programme aims to provide participants with an understanding of the key elements, features and requirements outlined under the CCPT. The CCPT and how to apply and implement it within financial institutions will also be examined and discussed.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Explain the "Climate Change and Principle-based Taxonomy" (CCPT)
- Identify climate change impact and opportunities for financial institutions
- Interpret the CCPT and attempt to classify borrowers under the CCPT guidelines

## TRAINING METHODOLOGY

Lecture, case studies and discussions

## PARTICIPANT PROFILE

Sustainability champions, executives and officers from business units, credit, risk, compliance, audit and anyone whose role requires a good understanding of climate change and principles-based taxonomy

### PROGRAMME DETAILS

#### WHEN

4 March 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001292229

## PROGRAMME OUTLINE

### Introduction

- Overview of climate change and its impacts
- Importance of principles-based taxonomy in addressing climate change

### Understanding Climate Change

- Definition and causes of climate change
- Greenhouse gas emissions and their impact on the climate
- Impacts of climate change on different sectors and regions

### Principles-based Taxonomy

- Definition of principles-based taxonomy
- Key principles of principles-based taxonomy
- Guiding principles for the assessment of economic activities

### Application of Principles Based Taxonomy to Climate Change

- Encouraging low-carbon and sustainable activities
- Assessment of economic activities
- Classification of economic activities
- Disclosing and reporting on climate impact of investments

### Case Studies

- Examples of companies in different sectors implementing principles-based taxonomy
- Evaluation of the impact of principles-based taxonomy on climate change

### Preparing for CCPT implementation

- Challenges and opportunities
- Discussion on data collection issues, data verification, classification challenges etc.

Case studies and discussions

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking at the Asian Banking School. He has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

Wee Leong started his career at Citibank in 1993 before joining US management consultancy firm Accenture in 1997. At Accenture, he was involved in managing large bank merger-integration, process re-engineering and transformation projects. He has worked in projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia.

In 2003, Wee Leong joined CIMB as its Head of Operational Risk Management and led the implementation of the bank's operational risk management and Basel 2 - Operational Risk framework. Subsequently, he assumed various senior roles in Trade Finance, Regional Transaction Banking, Corporate Banking, Treasury and Markets division and Group CEO office at CIMB. His last role at CIMB was as Director, Group Strategy. He has been designing and developing courses and conducting training regularly (covering various topics) with the Asian Banking School since 2017.

Wee Leong holds a Bachelor of Business Administration from the USA and a Master of Business Administration (with distinction) from the Anglia Ruskin University, United Kingdom. He obtained training from Citibank Asia Pacific Banking Institute in Singapore in 1995. He is a certified Chartered Banker, Finance Accreditation Agency (FAA) Certified Training Professional and a holder of the "Certificate in Climate Risk" (awarded by the Chartered Body Alliance, UK) and PRINCE2 Foundation and Practitioner Certificate in Project Management. Wee Leong completed the "Leading the Sustainability in Transformation in Banking" programme with the Frankfurt School of Finance and Management (1 week course in Frankfurt, Germany) in October 2022.

# ELECTRICAL AND THERMAL EFFICIENCY PROJECT FINANCING IN MALAYSIA

In line with Malaysia's commitment to reducing carbon emissions intensity by 45% before 2030, this one-day programme will cover the evolution of national energy policies and emphasise the latest Energy Efficiency and Conservation Act (EECA), specifically highlighting its impact on industrial clients with energy consumption above specified levels.

While energy efficiency can assist these industries in reducing their energy consumption, the technology related to energy efficiency varies, focusing more on monetary savings rather than profitability. This programme aims to provide the bank's relationship managers and credit risk officers with a fundamental understanding of the challenges and opportunities associated with energy efficiency, particularly in electrical and thermal technologies. This knowledge will enable them to identify financing gaps and opportunities, effectively manage associated risks, and structure innovative sustainable financing proposals. These proposals will support the clients' sustainability roadmaps and facilitate a seamless transition toward a green and low-carbon economy.

This programme will also serve as a refresher, enhancing BNM CCPT practices for the bank's Relationship Managers and Credit Risk Officers.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Recognise the government's initiatives and incentives for promoting energy efficiency for electrical and thermal in Malaysia
- Explain the types of green technology (energy efficiency electrical and thermal) projects and the financing options available to support investment in energy efficiency
- Apply basic technical knowledge, along with green financing principles and BNM CCPT, to engage potential customers confidently and manage risks effectively

## TRAINING METHODOLOGY

Lectures, video, quizzes and case study discussions. Throughout the modules, participants will be provided with references, publications, and relevant databases to dive deeper into specific discussed topics.

## PARTICIPANT PROFILE

Banking professionals who are interested in gaining basic knowledge and skills related to application of green financing in green thematic (Solar PV, Energy Efficiency, Green Building)

### PROGRAMME DETAILS

#### WHEN

30 May 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001360674

## PROGRAMME OUTLINE

### Module 1: Refresh and Update

- Refresh and enhance BNM CCPT practices (due diligence)
- Principles of Green Finance

### Module 2: Thematic (Energy Efficiency)

- Introduction to Energy Efficiency (EE)
- Energy Efficiency (EE) Regulation, Policies, Roadmap
- Energy Efficiency (EE) vs Renewable Energy (RE)
- Electrical vs Thermal (supply and demand)
- Energy Management and Monitoring and its impact on energy saving
- Type of EE-Electrical projects (Lightning, ACMV, Compressor/Pump, Other Tools and Equipment)
- Type of EE-Thermal projects (Boiler, Steam Network, Chiller, Furnace, Other Tools and Equipment)
- EE practices based on Sector (Commercial vs Industry)
- EE in Green Buildings
- Case study of EE projects
- Investment in EE and mode of business
  - » Reference- BNM VBIAF Sectorial Guide RE

## ABOUT THE TRAINER

### SHARON LIEW SIU WEI

Sharon Liew has more than 17 years of banking and training experience. She started her career as a Senior Associate at BDO; leading audits of the government-linked group of companies under the Prime Minister's Office from 2005-2007.

Following that, she joined Bank Negara Malaysia (BNM) as Financial Supervisor where her responsibilities included on-site and off-site surveillance of financial institutions in Malaysia. Her surveillance portfolio covered risk management control functions across Consumer Banking, SME Banking, Corporate Banking, and Investment Banking. She also led and conducted several thematic reviews that included AML/CFT, credit risk-SA review, operational risk, FRS139, stress testing, corporate governance, Shariah compliance and internal controls. In 2012, Sharon represented BNM as part of the knowledge sharing team at the Monetary Authority of Singapore's Banking Supervisory training. Pursuing her passion for teaching, Sharon then went on to teach banking and finance at the Tunku Abdul Rahman University College from 2014 to 2021.

At the Asian Banking School, she develops and delivers customised Sustainable Finance programmes for clients including designing Sustainable Finance Structured Learning Pathways. She also conducts Sustainability Awareness training sessions for diverse age groups and participants from various sectors utilising multiple languages during her training sessions. Currently, Sharon is working on expanding partnerships with government agencies to enhance the scope of training offerings to the banking and non-banking industry. She is also involved in conducting Qualification-related training.

Sharon was a judge for the 2022 I-CEE Case Competition organised by the International Business School of Beijing Foreign Studies University (BFSU) evaluating sustainability issues. She was also a guest speaker at the "International Forum on Regional Cooperation of China, Japan, and Korea, and the 20th Northeast Asia Management and Economics Joint Conference 2023" hosted by BFSU.

Sharon conducts training in English, Bahasa Malaysia, Mandarin and Cantonese and has a teaching permit registered under the Ministry of Higher Education Malaysia. She is a qualified Chartered Accountant registered under the Malaysian Institute of Accountants and is a Certified HRDF Accredited Trainer. Sharon has a Bachelor of Accounting from the University Putra Malaysia and a Postgraduate Diploma in Teaching from the Open University Malaysia. She also holds a Professional Certificate in Islamic Finance from INCEIF, Diploma in Teaching English to Speakers of Other Languages (TESOL) from the London Teacher Training College and is a Certified Teacher in Teaching Chinese as a Foreign Language (CTCSOL) from Hanban. She is a Certified Expert in Sustainable Finance awarded by the Frankfurt School of Finance & Management, Germany and is a Certified HRDF Trainer.

## ABOUT THE TRAINER (CONT'D)

### **DR. HO WAI SHIN**

*(Solar PV Expert)*

Assoc. Prof. Ts. Dr. Ho Wai Shin has more than 12 years experience in renewable energy and green technology. He pursued his Ph.D. in 2011 where he had started doing research on renewable energy system optimisation. Upon graduation, he joined Universiti Teknologi Malaysia as a Senior Lecturer and now, Associate Professor. He has taught numerous engineering subjects including Renewable Energy, Energy Conversion, Thermal Energy Management, Control Process and Instrumentation, Pollution Control, and many more. He is also a certified trainer under HRD Corp and has conducted courses on Green Technology Financing for financial institutions under MGTC.

Dr. Ho obtain his Ph.D. in 2014 from UTM and he was awarded the prestigious Commonwealth Scholarship to attend Imperial College London during his Ph.D. Dr. Ho's invention and research work gained him numerous recognitions where he was awarded the global Best Young Chemical Engineer in research by IChemE in 2015. He was also awarded the Young Scientist Research Award by UTM in 2020 and in the same year was awarded the National Young Scientist (Saintis Muda Negara) by the Ministry of Science, Technology, and Innovation. He is a Certified Energy Manager under the ASEAN Centre of Energy and Registered Electrical Energy Manager by the Energy Commission, Malaysia.

Learning Level | Intermediate

# ESG AND CLIMATE RISK MANAGEMENT



An ESG (Environmental, Social, and Governance) risk management programme allows companies to develop a business model that is tailored to identify, assess, and manage various environmental, social, and governance risks. ESG risk management training is crucial to help employees understand the importance of ESG risks and the role they play in mitigating these risks.

This one-day programme will provide participants with the knowledge they need to identify, assess, and mitigate ESG risks and to contribute to the company's overall ESG risk management efforts. Participants will also learn to identify strategies to deal with emerging climate risks and regulations.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Examine the impact of climate-related trends on a business in the context of climate scenarios
- Explain the role financial institutions can play in the transition to a lower carbon Economy through ESG risk management
- Identify strategies for navigating emerging climate change risks and regulations

## TRAINING METHODOLOGY

Lecture including presentations, case studies and discussions

## PARTICIPANT PROFILE

Sustainability champions, executives and officers from Risk Management, Compliance, Audit, Credit, Business Units and anyone requiring a good understanding of climate risk management

### PROGRAMME DETAILS

#### WHEN

18 March 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001355848

## PROGRAMME OUTLINE

### Introduction

- ESG risks and their significance
- Overview of the ESG risk management process
- Explanation of the role of employees in ESG risk management

### Understanding ESG Risks

- Environmental risks and their impact on organisations and the world
- Social risks and their impact on company's reputation, supply chain and stakeholder relationships
- Governance risks and their impact on company's operations and financial performance

### Understanding Climate Risks

- Overview of the various types of climate risks (e.g. physical, transitional, liability, reputational)
- Different sources and causes of climate risks
- Impact of climate change on various sectors and industries

### Identifying ESG Risks

- Overview of the ESG risk identification process
- How to identify internal and external ESG risks
- How to prioritise ESG risks based on impact and likelihood

### Assessment of Climate Risks

- Overview of the risk assessment process
- Explanation of how to identify and prioritise climate risks
- Tools and methodologies for conducting a comprehensive climate risk assessment

### Assessing ESG Risks

- The ESG risk assessment process
- Overview of financial, reputation, and legal risks associated with ESG risks
- How to determine the likelihood and timeline of ESG risks materialising

### Mitigating ESG Risks

- The ESG risk mitigation process
- Overview of risk mitigation strategies ie. reducing greenhouse gas emissions improving labour practices, enhancing corporate governance etc.
- How to monitor and regularly review the effectiveness of risk mitigation efforts.

### Reporting and Communicating ESG Risks

- The importance of reporting and communicating ESG risks to stakeholders
- The reporting and communication process
- How to effectively communicate ESG risks and progress to stakeholders, including investors, customers, and regulators

Case studies and discussions

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking at the Asian Banking School. He has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

Wee Leong started his career at Citibank in 1993 before joining US management consultancy firm Accenture in 1997. At Accenture, he was involved in managing large bank merger-integration, process re-engineering and transformation projects. He has worked in projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia.

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Learning Level | Intermediate

# ESG AND SUSTAINABILITY FOR CAPITAL MARKETS AND INVESTMENT BANKING

This one-day programme aims to equip professionals in capital market and investment banking in Malaysia with the knowledge and skills needed to integrate ESG principles into their services, solutions and operating model and contribute to sustainable and responsible investment practices. The programme will also cover related regulatory frameworks, sustainability reporting and sustainable finance initiatives in the Malaysian market.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Explain ESG and its relevance in capital markets and investment banking
- Apply ESG concepts and principles in capital markets and investment banking
- Understand various ESG trends and strategies in the capital markets

## TRAINING METHODOLOGY

Lecture, exercises, case studies and discussions

## PARTICIPANT PROFILE

Investment bankers, analysts, portfolio managers, fund managers, traders, risk and compliance officers and anyone seeking to understand how to incorporate ESG principles in the capital markets and how to integrate ESG into business practices and decision making in investment banking and management

### PROGRAMME DETAILS

#### WHEN

10 June 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001356874

## PROGRAMME OUTLINE

### Understanding ESG Fundamentals

- Significance of ESG in the Malaysian capital markets
- Global ESG trends and their relevance to investment banking
- Regulatory framework and guidelines related to ESG

### ESG Integration in Investment Banking

- The business case for ESG integration in investment banking
- Benefits and risks associated with ESG integration
- Role of investment banks in promoting ESG and sustainability

### ESG Advisory, Products and Solutions

- ESG advisory services for clients
- Designing ESG products and investment solutions
- Marketing and promoting ESG-related financial solutions

### Sustainable Finance and Investment Products

- Exploring sustainable finance instruments such as green bonds, social bonds, and sustainability-linked loans
- Analysing the growth and impact of sustainable investment in the Malaysian capital markets
- Evaluating the role of investment banking in structuring and facilitating sustainability-related transactions

### ESG and Fixed Income Markets

- Integrating ESG factors in bond and debt investments
- Green bonds, sustainability-linked bonds, and other ESG-related debt instruments
- Evaluating credit risk through an ESG lens

### ESG and Equity Markets

- ESG considerations in equity investments
- Analysing companies through an ESG lens
- ESG rating agencies and methodologies

### Regulatory Landscape and Compliance

- Reviewing the Malaysian regulatory framework for ESG and sustainable finance in the capital markets
- Understanding compliance requirements and reporting obligations for ESG initiatives
- The role of regulators and industry bodies in promoting ESG adoption

Case studies and discussions

## ABOUT THE TRAINER

### CHEAH WEE LEONG

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Learning Level | Intermediate

# ESG AND SUSTAINABLE FINANCE: LATEST TRENDS, CLIENT ENGAGEMENT AND SUPPORTING CLIENTS' SUSTAINABILITY JOURNEY

As providers of finance and services to companies and other entities that are responsible for reducing GHG emissions, banks have the ability to boost the transition to a net-zero economy. Banks play a key role in promoting green and sustainable practices, given its roles as lender and advisor. Banks' client-facing staff are a vital link between finance and business action. Relationship managers and client-facing officers can facilitate two-way partnerships with companies to encourage net zero transitions and provide the necessary financial support.

This one-day programme is designed to equip sales and relationship managers with the knowledge and skills necessary to effectively engage with clients on Environmental, Social, and Governance (ESG) and sustainable finance topics. Participants will be provided with the latest ESG and Sustainable Finance developments and market insights in Malaysia, learn about the latest trends and opportunities and how to engage with clients to transition to a lower carbon business practice. This programme will also help relationship managers understand the importance of ESG risk profiling and harnessing financing opportunities that accelerate action.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Discuss the latest ESG guidelines and trends affecting business and financial institutions in Malaysia
- Assist clients to raise their level of awareness of ESG and sustainability in their daily lives, organisation and business
- Participate in meaningful conversations with clients about their sustainability plans and associated financing needs

## TRAINING METHODOLOGY

Lecture including presentations, case studies and discussions

## PARTICIPANT PROFILE

Relationship managers, client account officers, sales personnel, risk and compliance officers and anyone interested to learn how to engage with business clients on ESG and Sustainable Finance

### PROGRAMME DETAILS

#### WHEN

1 April 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001358146

## PROGRAMME OUTLINE

### Introduction to Sustainable Finance

- Overview of sustainable finance concepts
- Global sustainability goals and frameworks
- The role of financial professionals in sustainable finance

### Sustainable Finance Trends and Market Developments

- Latest trends in sustainable and green finance including guidelines and policies on climate taxonomy, national energy transition etc.
- Sustainable products and services
- Case studies of latest sustainable and green finance

### Updates and Market Insights on ESG Developments

- Latest trends in the market
- Activities and sectors requiring green financing
- Sustainable financing opportunities in Malaysia

### Client Engagement in Sustainable Finance

- Effective communication strategies for discussing sustainability with clients
- Identifying clients' sustainability values and preferences
- Navigating ESG topics with Corporate and Commercial customers

### Roles of Sales personnel and Relationship Managers

- Why, What and How to start?
- Type of impactful questions to ask customers

### How can you best prepare as a Relationship Manager?

- Developing robust processes for client engagement

*Case studies and discussions: studies of companies in specific industries that has environmental and social impacts.*

Discussion:

- What are the main challenges Relationship Managers face engaging clients and steering them towards low-carbon and green transition?
- What are the specific environmental, social and governance risks for the company and industry selected for study?
- How to engage in conversations with businesses and ask relevant questions and to obtain the necessary data required by your bank?

## ABOUT THE TRAINER

### CHEAH WEE LEONG

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# ESG CREDIT UNDERWRITING

This one-day programme provides the bank's credit underwriters with a comprehensive understanding of ESG (Environmental, Social, and Governance) credit underwriting assessments. It will also give insights into the ESG risk assessment framework, the integration of ESG factors into the credit underwriting process, ESG rating and assessment techniques, and case studies highlighting ESG risk in credit underwriting.

Participants will learn how to identify E, S, G risks from different sectors, specifically environmental and social-related risks, which can translate into credit risk. Additionally, they will gain an overview of risk mitigation recommendations. This programme will further enhance the application of the BNM CCPT classification to effectively assess climate and environmental risks.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Integrate ESG factors into the credit underwriting process by assessing their impact on creditworthiness
- Identify E, S, G risks associated in various industries, and analyze how these risks can translate into credit risk
- Explore various ESG's methodologies and tools used to assess corporate credit assessment

## TRAINING METHODOLOGY

Lecture, video, quizzes, case study discussion. Throughout the modules, participants will be provided with references, publications, and relevant databases to dive deeper into specific discussed topics.

## PARTICIPANT PROFILE

Bank credit underwriters involved in corporate credit assessment and ESG products

### PROGRAMME DETAILS

#### WHEN

27 June 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001356563

## PROGRAMME OUTLINE

### Recap ESG Risk & Climate Risk

- Overview of the connection of ESG Risk in credit assessment

### Integration of E, S, G Risk Factors into Credit Underwriting

- Incorporate ESG factors into credit underwriting processes
- ESG Risk Assessment Methodology & Tools
- Recap on BNM CCPT Classification
- Integration of CCPT classification into ESG Risk Rating
- ESG risk assessment tools and its limitation

### Case Study

- Identify the E, S, G risk for different industries.
- Analyse how these risks translate into credit risks (potential impacts and losses)
- Enhance practice on BNM CCPT classification
- ESG Risk Management process (risk identification, risk assessment using different tools, risk monitoring and mitigation)

## ABOUT THE TRAINER

### SHARON LIEW SIU WEI

Sharon Liew has more than 17 years of banking and training experience. She started her career as a Senior Associate at BDO; leading audits of the government-linked group of companies under the Prime Minister's Office from 2005-2007.

Following that, she joined Bank Negara Malaysia (BNM) as Financial Supervisor where her responsibilities included on-site and off-site surveillance of financial institutions in Malaysia. Her surveillance portfolio covered risk management control functions across Consumer Banking, SME Banking, Corporate Banking, and Investment Banking. She also led and conducted several thematic reviews that included AML/CFT, credit risk-SA review, operational risk, FRS139, stress testing, corporate governance, Shariah compliance and internal controls. In 2012, Sharon represented BNM as part of the knowledge sharing team at the Monetary Authority of Singapore's Banking Supervisory training. Pursuing her passion for teaching, Sharon then went on to teach banking and finance at the Tunku Abdul Rahman University College from 2014 to 2021.

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Learning Level | Intermediate

# ESG IN ASSET AND WEALTH MANAGEMENT

This one-day programme is designed to provide asset and wealth management professionals with a comprehensive understanding of ESG principles, strategies, and implementation techniques. Participants will learn to integrate ESG considerations into their investment strategies, assess the risks and opportunities associated with ESG factors, and align investments with sustainability goals. It equips participants with the knowledge and tools needed to incorporate ESG considerations into investment practices, thereby contributing to sustainable and responsible asset and wealth management.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Explain ESG and its relevance in asset and wealth management
- Apply ESG concepts and principles in asset and wealth management
- Understand various ESG investment strategies and perform risk assessment

## TRAINING METHODOLOGY

Lecture, exercises, case studies and discussions

## PARTICIPANT PROFILE

Asset and wealth managers, fund's managers, risk managers and anyone who would like to have a good understanding of ESG for asset management in Malaysia

### PROGRAMME DETAILS

#### WHEN

24 June 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001357055

## PROGRAMME OUTLINE

### Understanding ESG Principles

- Definition and importance of ESG (Environmental, Social, Governance)
- Global trends in ESG investing
- Regulatory landscape and guidelines in Malaysia

### Integrating ESG into Investment Decision-Making

- ESG integration in fundamental analysis
- ESG screening and exclusion criteria
- ESG engagement and shareholder activism

### ESG Data and Metrics

- Sources of ESG data
- ESG rating agencies and their methodologies
- Analysing ESG metrics and scores

### ESG Investment Strategies

- Screening and exclusion strategies
- Positive ESG integration

### ESG Risk Assessment

- Identifying and assessing ESG risks
- Sector-specific ESG challenges and opportunities
- Building resilient portfolios through risk mitigation

### ESG Reporting and Communication

- Reporting standards (e.g., GRI, SASB, TCFD)
- Case studies on effective reporting

### ESG Regulations and Disclosure

- Regulatory developments in ESG and Sustainable Finance
- ESG disclosure requirements and frameworks
- Stakeholder engagement and communication

Case studies and discussions

## ABOUT THE TRAINER

### CHEAH WEE LEONG

Cheah Wee Leong is the Director of Investment Banking at the Asian Banking School. He has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, Wee Leong brings with him broad experience as a former banker and management consultant.

Wee Leong started his career at Citibank in 1993 before joining US management consultancy firm Accenture in 1997. At Accenture, he was involved in managing large bank merger-integration, process re-engineering and transformation projects. He has worked in projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia.

In 2003, Wee Leong joined CIMB as its Head of Operational Risk Management and led the implementation of the bank's operational risk management and Basel 2 - Operational Risk framework. Subsequently, he assumed various senior roles in Trade Finance, Regional Transaction Banking, Corporate Banking, Treasury and Markets division and Group CEO office at CIMB. His last role at CIMB was as Director, Group Strategy. He has been designing and developing courses and conducting training regularly (covering various topics) with the Asian Banking School since 2017.

Wee Leong holds a Bachelor of Business Administration from the USA and a Master of Business Administration (with distinction) from the Anglia Ruskin University, United Kingdom. He obtained training from Citibank Asia Pacific Banking Institute in Singapore in 1995. He is a certified Chartered Banker, Finance Accreditation Agency (FAA) Certified Training Professional and a holder of the "Certificate in Climate Risk" (awarded by the Chartered Body Alliance, UK) and PRINCE2 Foundation and Practitioner Certificate in Project Management. Wee Leong completed the "Leading the Sustainability in Transformation in Banking" programme with the Frankfurt School of Finance and Management (1 week course in Frankfurt, Germany) in October 2022.

Learning Level | Intermediate

# RENEWABLE ENERGY FINANCING IN MALAYSIA

Considering recent policies and the roadmap designed to enhance the implementation of renewable energy in Malaysia, the MyREr, NETR, and Hydrogen Economy Roadmaps have been published. This development has ushered in more investment opportunities and projects with a focus on the implementation of renewable energy.

However, given the inherent differences in all forms of renewable energy, it is crucial for the bank's business and risk officers to possess a fundamental understanding of the current landscape concerning technology, policies, and financial mechanisms to effectively evaluate these projects.

The knowledge gain from this one-day programme will empower participants to identify financing gaps and opportunities, manage associated risks effectively, and craft innovative sustainable financing proposals that can underpin clients' sustainability roadmaps, facilitating a seamless transition toward a green and low-carbon economy. It is also designed to elevate BNM CCPT due diligence practices for the bank's Relationship Managers and Credit Risk Officers.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Recognise the government's initiatives and incentives for promoting renewable energy in Malaysia
- Explain the types of green technology (renewable energy) projects and the financing options available to support investment in renewable solar PV system
- Apply basic technical knowledge, along with green financing principles and BNM CCPT, to engage potential customers confidently and manage risks effectively

## TRAINING METHODOLOGY

Lectures, video, quizzes, case study discussion. Throughout the modules, participants will be provided with references, publications, and relevant databases to dive deeper into specific discussed topics.

## PARTICIPANT PROFILE

Banking professionals who are interested in gaining basic knowledge and skills related to application of green financing in green thematic (Solar PV, Energy Efficiency, Green Building)

### PROGRAMME DETAILS

#### WHEN

29 May 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
1001360919

## PROGRAMME OUTLINE

### Module 1: Refresh and Update

- Refresh and enhance BNM CCPT practices (due diligence)
- Principles of Green Finance

### Module 2: Thematic (Renewable Energy)

- Introduction to Renewable Energy
- Renewable Energy Regulation, Policies, Roadmap
- Biomass, Biogas, Waste to Energy
- Mini and Large Hydro
- Hydrogen
- Case study of RE projects
- RE Risk and Mitigation
- GITA, GITE, GTFS
- Solar PV vs Solar Thermal
- Solar Irradiance in Malaysia and estimation of power output
- Financial Mechanism available for Solar Power Renewable Energy
- Case study of Solar PV Projects
- Renewable Energy contract and mode of business
- RE Solar Risk and Mitigation
  - » Reference- BNM VBIAF Sectorial Guide RE

## ABOUT THE TRAINER

### SHARON LIEW SIU WEI

Sharon Liew has more than 17 years of banking and training experience. She started her career as a Senior Associate at BDO; leading audits of the government-linked group of companies under the Prime Minister's Office from 2005-2007.

Following that, she joined Bank Negara Malaysia (BNM) as Financial Supervisor where her responsibilities included on-site and off-site surveillance of financial institutions in Malaysia. Her surveillance portfolio covered risk management control functions across Consumer Banking, SME Banking, Corporate Banking, and Investment Banking. She also led and conducted several thematic reviews that included AML/CFT, credit risk-SA review, operational risk, FRS139, stress testing, corporate governance, Shariah compliance and internal controls. In 2012, Sharon represented BNM as part of the knowledge sharing team at the Monetary Authority of Singapore's Banking Supervisory training. Pursuing her passion for teaching, Sharon then went on to teach banking and finance at the Tunku Abdul Rahman University College from 2014 to 2021.

At the Asian Banking School, she develops and delivers customised Sustainable Finance programmes for clients including designing Sustainable Finance Structured Learning Pathways. She also conducts Sustainability Awareness training sessions for diverse age groups and participants from various sectors utilising multiple languages during her training sessions. Currently, Sharon is working on expanding partnerships with government agencies to enhance the scope of training offerings to the banking and non-banking industry. She is also involved in conducting Qualification-related training.

Sharon was a judge for the 2022 I-CEE Case Competition organised by the International Business School of Beijing Foreign Studies University (BFSU) evaluating sustainability issues. She was also a guest speaker at the "International Forum on Regional Cooperation of China, Japan, and Korea, and the 20th Northeast Asia Management and Economics Joint Conference 2023" hosted by BFSU.

Sharon conducts training in English, Bahasa Malaysia, Mandarin and Cantonese and has a teaching permit registered under the Ministry of Higher Education Malaysia. She is a qualified Chartered Accountant registered under the Malaysian Institute of Accountants and is a Certified HRDF Accredited Trainer. Sharon has a Bachelor of Accounting from the University Putra Malaysia and a Postgraduate Diploma in Teaching from the Open University Malaysia. She also holds a Professional Certificate in Islamic Finance from INCEIF, Diploma in Teaching English to Speakers of Other Languages (TESOL) from the London Teacher Training College and is a Certified Teacher in Teaching Chinese as a Foreign Language (CTCSOL) from Hanban. She is a Certified Expert in Sustainable Finance awarded by the Frankfurt School of Finance & Management, Germany and is a Certified HRDF Trainer.

## ABOUT THE TRAINER (CONT'D)

### **DR. HO WAI SHIN**

*(Solar PV Expert)*

Assoc. Prof. Ts. Dr. Ho Wai Shin has more than 12 years experience in renewable energy and green technology. He pursued his Ph.D. in 2011 where he had started doing research on renewable energy system optimisation. Upon graduation, he joined Universiti Teknologi Malaysia as a Senior Lecturer and now, Associate Professor. He has taught numerous engineering subjects including Renewable Energy, Energy Conversion, Thermal Energy Management, Control Process and Instrumentation, Pollution Control, and many more. He is also a certified trainer under HRD Corp and has conducted courses on Green Technology Financing for financial institutions under MGTC.

Dr. Ho obtain his Ph.D. in 2014 from UTM and he was awarded the prestigious Commonwealth Scholarship to attend Imperial College London during his Ph.D. Dr. Ho's invention and research work gained him numerous recognitions where he was awarded the global Best Young Chemical Engineer in research by ICHEME in 2015. He was also awarded the Young Scientist Research Award by UTM in 2020 and in the same year was awarded the National Young Scientist (Saintis Muda Negara) by the Ministry of Science, Technology, and Innovation. He is a Certified Energy Manager under the ASEAN Centre of Energy and Registered Electrical Energy Manager by the Energy Commission, Malaysia.

Learning Level | Intermediate

# SUSTAINABLE FINANCE FOR RELATIONSHIP MANAGERS

This two-day programme aims to equip Relationship Managers in Corporate, Commercial and SME Banking with the relevant basic sustainable finance knowledge and skills required to function effectively in alignment with their bank's Sustainability Commitment and be confident in customer engagement.

Relationship Managers will learn and apply basic science-based knowledge on climate change and be competent to adopt the Bank Negara Malaysia (BNM) Climate Change Principle-based Taxonomy or customer's climate risk assessment and profiling.

The programme will provide an overview of the current transitioning financial products and solutions in the market. This can further enhance the Relationship Manager's confidence to structure innovative sustainable financing proposals to help clients in transitioning towards a low carbon economy.

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Discuss how climate risk impacts the bank and clients and how it relates their role as Relationship Managers
- Identify key factors that underpin the science of climate change
- Understand and apply the BNM CCPT principles for evaluating the client's economic activities
- Communicate confidently and propose relevant financing needs to their clients

## TRAINING METHODOLOGY

Lectures and combination of activities including games, videos, quizzes, case study discussion, pre & post assessment and personal reflection.

Throughout the modules, participants will be provided with references, publications, and relevant databases to dive deeper into specific discussed topics.

## PARTICIPANT PROFILE

Corporate, Commercial and SME Relationship Managers (Front Line)

### PROGRAMME DETAILS

#### WHEN

3 – 4 July 2024  
9:00 am – 5:00 pm

#### WHERE

Asian Banking School

#### FEES\*

RM 2,600 (AICB Member)  
RM 2,900 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001304121

## PROGRAMME OUTLINE

### Module 1: Awareness of Sustainable Finance

- UN SDGs & Paris Agreement, Nationally Determined Contributions (NDCs)
- Broad concept of Sustainable Finance
- Activity: Identify your bank's sustainability commitment and strategies

### Module 2: Overview of Sustainable Risk

- Financial impact to banks & financing customers
- Introduction of climate-related risks
- Risks & Opportunities
- Case study

### Module 3: Understanding Climate Change

- The science of climate change
- Climate mitigation & adaptation
- Activity: Carbon footprint

### Module 4: Customer Engagement & Profiling- Climate risk

- BNM CCPT & other relevant BNM requirements
- Walkthrough use cases
- Client engagement – challenges and opportunities

### Module 5: Green Finance and Sustainable Finance Products

- BNM Low Carbon Transition Financing (LCTF), Sustainability Linked Loans, Green Financing
- Examples & case study

### Module 6: Latest Development

- Emerging regulation and expectation: BNM in the pipeline
- Summarise roles of Relationship Managers and personal action plan

## ABOUT THE TRAINER

### SHARON LIEW SIU WEI

Sharon Liew has more than 17 years of banking and training experience. She started her career as a Senior Associate at BDO; leading audits of the government-linked group of companies under the Prime Minister's Office from 2005-2007.

Following that, she joined Bank Negara Malaysia (BNM) as Financial Supervisor where her responsibilities included on-site and off-site surveillance of financial institutions in Malaysia. Her surveillance portfolio covered risk management control functions across Consumer Banking, SME Banking, Corporate Banking, and Investment Banking. She also led and conducted several thematic reviews that included AML/CFT, credit risk-SA review, operational risk, FRS139, stress testing, corporate governance, Shariah compliance and internal controls. In 2012, Sharon represented BNM as part of the knowledge sharing team at the Monetary Authority of Singapore's Banking Supervisory training. Pursuing her passion for teaching, Sharon then went on to teach banking and finance at the Tunku Abdul Rahman University College from 2014 to 2021.

At the Asian Banking School, she develops and delivers customised Sustainable Finance programmes for clients including designing Sustainable Finance Structured Learning Pathways. She also conducts Sustainability Awareness training sessions for diverse age groups and participants from various sectors utilising multiple languages during her training sessions. Currently, Sharon is working on expanding partnerships with government agencies to enhance the scope of training offerings to the banking and non-banking industry. She is also involved in conducting Qualification-related training.

Sharon was a judge for the 2022 I-CEE Case Competition organised by the International Business School of Beijing Foreign Studies University (BFSU) evaluating sustainability issues. She was also a guest speaker at the "International Forum on Regional Cooperation of China, Japan, and Korea, and the 20th Northeast Asia Management and Economics Joint Conference 2023" hosted by BFSU.

Sharon conducts training in English, Bahasa Malaysia, Mandarin and Cantonese and has a teaching permit registered under the Ministry of Higher Education Malaysia. She is a qualified Chartered Accountant registered under the Malaysian Institute of Accountants and is a Certified HRDF Accredited Trainer. Sharon has a Bachelor of Accounting from the University Putra Malaysia and a Postgraduate Diploma in Teaching from the Open University Malaysia. She also holds a Professional Certificate in Islamic Finance from INCEIF, Diploma in Teaching English to Speakers of Other Languages (TESOL) from the London Teacher Training College and is a Certified Teacher in Teaching Chinese as a Foreign Language (CTCSOL) from Hanban. She is a Certified Expert in Sustainable Finance awarded by the Frankfurt School of Finance & Management, Germany and is a Certified HRDF Trainer.

Learning Level | Intermediate to Advanced

## CERTIFIED EXPERT IN SUSTAINABLE FINANCE

The global economy has grown rapidly in the last 200 years but this achievement has come at the cost of climate change and environmental damage. With increased environmental awareness among nations and people, a global strive towards sustainable development is now growing. You may ask yourself what does this have to do with finance? Making the necessary change, transformation of our economies and societies require commitments, innovations and, last but not least, finance and investments.

Sustainable Finance can help steer the global economy towards sustainability and accelerate the necessary change. The financial sector has an important role in deciding where capital flows and by implication where it does not flow to. In this programme, you will learn about creating impact, managing sustainability risks, and benefiting from sustainable business opportunities. It will familiarise participants with the business, regulatory and technical perspectives of sustainable finance and will acquaint them to take an active part in the discussion around the topic. The programme aims to enable financial professionals to integrate Sustainable Finance related aspects into their work through new knowledge and tools for advising their clients and business partners.

The programme provides a comprehensive introduction to the world of sustainability, no prior knowledge of Sustainable Finance or Finance is required.

### TRAINING METHODOLOGY

- An interactive e-learning programme including video lectures, PDF scripts, examples, practical exercises, online tests and case studies.
- A discussion forum for course related issues as well as for exchange of opinions and experiences with tutors, peers or the FSDF e-Campus team.
- Personalised support from the Frankfurt School e-Campus team.
- The possibility to achieve an internationally recognised Frankfurt School certificate after passing the 2-hour online final exam or a confirmation of course completion after completing the course.
- This online course can be complemented with a classroom component. It can be held at the Asian Banking School but only if there are sufficient numbers and with additional programme fees. This is voluntary and not a requirement to get certified by the Frankfurt School.

### PROGRAMME DETAILS

Next Intake – Mar 2024 to Aug 2024  
Final exam will be in Sep 2024

Training Platform : Online  
(Frankfurt School e-Campus)

*This programme has two intakes per year –  
March & September*

#### FEES

Malaysian Participants

**RM 7,500**

*Early Bird Fee!  
Before 15 Jan 2024*

**RM 8,500**

*After 15 Jan 2024*

International Participants

**EUR 1,485**

*Early Bird Fee!  
Before 15 Jan 2024*

**EUR 1,700**

*After 15 Jan 2024*

(Fee shown is per participant and subject to 8% Service Tax. An additional final exam fee will be charged for the second and third final exam attempt)



1 CPD hour for each hour of study time, up to a maximum of 20 CPD hours per course



HRDC Prog No:  
10001230425

## PARTICIPANT PROFILE

Finance experts and professionals, including retail bankers, financial advisors, asset managers, risk managers etc. and all other financial industry professionals interested in the topic of sustainable finance.

## PROGRAMME OUTLINE

The programme takes approximately 6 months assuming 5-8 hours of self-study per week. It consists of 10 mandatory units, which build upon each other.

### UNIT 1 : The World of Sustainability

This first unit sets the scene and introduces participants to the world of sustainability by explaining the key factors that underpin the science of climate change and global warming, including climate diplomacy. It also provides an overview of the different rationales for why integrating sustainability considerations into the financial market is important and discusses the role of the financial system in the transformation to a low-carbon and more sustainable economy.

### UNIT 2 : Towards a Sustainable Financial System

The institutional setup is important for mainstreaming sustainability in the financial system. In Unit 2, participants are introduced to the role of the financial system, involved stakeholders, and their interplay, especially in the context of driving the transition towards a sustainable financial system. The specific roles of the different financial actors are explained, accompanied by practical exercises in an interactive learning environment.

### UNIT 3 : The Role of Regulation and Policy

Unit 3 demonstrates and explains through detailed examples of the role and rationale of regulation and policy in sustainable finance. There is also a “deep dive”, a closer look, at the EU sustainable finance regulatory and policy landscape provided in this unit.

### UNIT 4 : Sustainable Finance in the Financial Institution’s Strategy

The unit introduces the strategic implications of mainstreaming sustainable finance within institutions, continuing the structure introduced in previous units of looking at risk and impact management as well as the resulting opportunities from a strategic point of view.

### UNIT 5 : Sustainability Risks and Impact Through Financing

Unit 5 discusses how to implement and manage sustainability risks and create impact through financing for financial actors. It will deepen the participants’ knowledge of the risk and impact perspectives. An overview of (main) sustainable finance risks that financial actors are facing will be provided, together with steps to be taken to identify, measure and mitigate them. Moreover, the importance of impact measurement and its methodological concepts are introduced in the unit.

### UNIT 6 : Sustainable Finance Opportunities (Products)

Unit 6 provides an overview of sustainable finance related opportunities. It focuses on debt and equity-related sustainable products, especially green bonds, and is complemented by a section on additional services.

### UNIT 7 : Banking

This unit provides an overview of the market environment, potential, development, and criticism for wholesale and investment, retail, and corporate banking products and services.

### UNIT 8 : Institutional Investors

Unit 8 provides an overview of the institutional investors, their mandates as well as implementation methods. Furthermore, the unit discusses the role and construction of benchmarks.

### UNIT 9 : Insurance

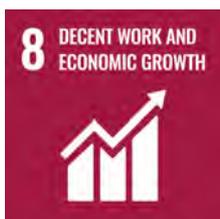
The role of insurance in mitigation of sustainability is discussed in unit 9. Participants will learn what role insurance plays within the wider financial system and build an understanding on how climate-related financial risks are impacting the finance sector.

### UNIT 10 : Recap and Outlook

The course concludes with a re-cap of the learning materials from unit 1 to unit 9, while also making an outlook of ongoing and upcoming developments in the sustainable finance sector.

## UN SUSTAINABLE DEVELOPMENT GOALS

This programme equips you with the knowledge to advance the following SDGs:



## ABOUT THE TRAINERS



### KARSTEN LÖFFLER

Karsten Löffler heads the FS-UNEP Collaborating Centre for Climate & Sustainable Energy Finance. He used to represent the GSFCG in the EU Commission's Technical Expert Group (TEG) on Sustainable Finance, where he actively shaped the EU Taxonomy applying his extensive experience in renewable energy finance. In October 2020 he became a member of the Commission's newly established Platform on Sustainable Finance. Furthermore, Karsten had the honour to chair the Sustainable Finance Committee of the Federal Government. One of the tasks was to develop recommendations for a Sustainable Finance strategy for Germany.



### PROF. DR. ULF MOSLENER

Prof. Dr. Ulf Moslener is professor for Sustainable Energy Finance at the faculty of Frankfurt School. As Head of Research at the Centre, his current fields of research are the economics of climate change, financing sustainable energy systems and climate finance. He is a board member of the newly founded Green and Sustainable Finance Cluster Germany, which support the process of transformation to a green and sustainable economy through innovative and scalable support from the financial industry. Dr. Moslener holds a Diploma in Physics and a PhD in Economics from the University of Heidelberg. After working at the Centre for European Economic Research (ZEW) in Mannheim, he joined KfW Development Bank in Frankfurt.



### SEBASTIAN RINK

Sebastian Rink is a green and sustainable finance expert and researcher at the Frankfurt School – UNEP Collaborating Centre. He is, among other topics, analysing the question how banks can facilitate the transformation of SMEs' business models. Additionally, Sebastian is an associate in the Net Zero Banking Alliance Germany by the Green and Sustainable Finance Cluster Germany. His prior work includes co-developing the EU Taxonomy, policy advisory, advisory in the private financial sector, transaction management, and provision of training and education.

## FURTHER COURSE TRAINERS & EXPERTS

- » Dr. Christine Grüning, Senior Project Manager, FS-UNEP Centre
- » Dr. Alexander Lehmann, Head of the Sustainable World Academy at Frankfurt School.
- » Malin Emmerich, Project Manager, FS-UNEP Centre
- » Menglu Neupert-Zhuang, Sustainable Finance Expert & Project Manager
- » Christina Anselm, Project Coordinator, FS-UNEP Centre
- » Youri Matheis, FS-UNEP Centre
- » Dr. Anne Michaels, Luiza Linton, and Urata Biqkaj-Müller, Magnolia Consulting GmbH

Learning Level | Intermediate to Advanced

# CERTIFIED EXPERT IN ESG & IMPACT INVESTING

Environment Social and Governance (ESG) and Impact Investing are approaches to finance that are related to each other, although they may occupy different ends of the spectrum in terms of methodological intensity or operational mind-set. They have gained a lot of traction in recent years and will continue to do so in the (post-) Corona world. Calls for a green and socially equitable re-start are very prominent. The EU's Green New Deal ("Green Deal") and the UN's Sustainable Development Goals (SDGs) are good examples of how ESG criteria and ideas of Impact Investing are being incorporated into policy objectives.

## PROGRAMME DETAILS

Next Intake – Mar 2024 to Aug 2024

Training Platform : Online  
(Frankfurt School e-Campus)

*This programme has two intakes per year –  
March & September*

### FEES

Malaysian Participants

**RM 7,500**

*Early Bird Fee!  
Before 15 Jan 2024*

**RM 8,500**

*After 15 Jan 2024*

International Participants

**EUR 1,485**

*Early Bird Fee!  
Before 15 Jan 2024*

**EUR 1,700**

*After 15 Jan 2024*

(Fee shown is per participant and subject to 8% Service Tax. An additional final exam fee will be charged for the second and third final exam attempt)



1 CPD hour for each hour of study time, up to a maximum of 20 CPD hours per course



HRDC Prog No:  
10001266709

## TRAINING METHODOLOGY

An interactive e-learning programme including video lectures, PDF scripts, examples, practical exercises, online tests, assignments and case studies. A discussion forum for course related issues as well as for exchange of opinions and experiences with trainers, peers or the FSDP e-Campus team. Personalised support from the Frankfurt School e-Campus team. The possibility to achieve an internationally recognised Frankfurt School certificate after passing the 2-hour online final exam or for those not wanting to take the final exam, a confirmation of course participation after completing the course.

## PARTICIPANT PROFILE

Finance experts and professionals, including retail bankers, financial advisors, asset managers, risk managers etc. and all other financial industry professionals interested in the topic of sustainable finance. Also designed for those working in international DFIs, multilateral donor organisations, institutional investors, pension funds, insurance companies, asset and fund managers who want their investments to achieve positive impact.

## PROGRAMME OUTLINE

The course takes approximately 6 months assuming 4-6 hours of self-study per week. It consists of 7 mandatory units, which build upon each other.

### **UNIT 1 : Introduction and Overview: What are ESG Criteria and Impact Investing**

This introductory unit provides you with an understanding of how ESG criteria and Impact Investing relate to traditional mainstream finance. It familiarises you with major stakeholders, initiatives, and approaches for integrating non-financial issues into the day-to-day activities of investing. Key concepts and themes are introduced, which establish foundations for a learning journey that will be expanded upon over the subsequent units.

### **UNIT 2 : Historical and Theoretical Context**

ESG and Impact Investing are orientated within different operational contexts: from asset management, through direct investment, to advisory services, etc. This unit helps you understand what is relevant for your context, whilst also making you aware of other requirements you may encounter in adjacent parts of the industry. It contextualises the historical evolution and theoretical development of ESG and Impact Investing to show how they complement each other, and to demystify why some narratives about managing non-financial factors appear to be fragmented and conflicting. Conceptual structures are presented that help you apply theory to praxis via a unified framework.

### **UNIT 3 : Strategies for Measuring and Managing ESG Criteria and Impact**

There are different strategic pathways available to managing ESG and impact factors. Each pathway represents a different level of methodological intensity. You will be introduced to the techniques and tools that are relevant for each, and learn how to choose the pathway that is most suitable for your needs or circumstances. This unit also clarifies how these strategic pathways align with operational mind-sets such as compliance, risk management, as well as proactively managing performance against non-financial goals.

### **UNIT 4 : Integrating ESG and Impact Management in the Investment Process**

Each of the strategic pathways for managing ESG and impact can be integrated at every stage of the investment process: from deal sourcing and due diligence, through ongoing investment management, to final exit or contract maturity. These all follow the same high-level process that aligns with the Deming quality management cycle. This is applied with different levels of intensity and granularity depending on the strategic pathway being followed. You will learn how this process can be deployed across all asset classes, across publicly traded securities and private over-the-counter transactions, and by retail investors as well as institutional investors.

### **UNIT 5 : Specialised Financial Instruments and Legal Contracts that Integrate ESG and Impact**

This unit starts with an introduction of traditional asset classes and financial instruments (a refresher for anyone familiar with both investing and philanthropy). You will learn how ESG and impact features are incorporated into financial instruments. This can be achieved either by enhancing traditional instruments with additional requirements and obligations, such as with Green Bonds; or by developing innovative instruments and hybrid models that introduce new contractual and financial arrangements, such as Social Impact Incentives.

### **UNIT 6 : Ratings, Indicators, Non-Financial Reporting and Data**

There are currently no universally accepted standards for reporting non-financial information, although there are several voluntary frameworks and norms established by industry initiatives. You will learn about the key regulations and legal requirements that are currently in various stages of development, notably by the European Commission. The unit also covers key trends, selected best practice, and challenges to help you navigate the various ratings, labels, certifications, and evaluation methods that are available. The challenges and opportunities in data collection are outlined, which explains why information from different providers of data and ratings is often weakly correlated.

### **UNIT 7 : Elective Module**

Participants choose one module from the following options. The unit will conclude with an assignment that is tailored to the option you choose.

- 7a Marketing, Fundraising and Sales – this option allows you to delve deeper into designing and presenting a product, fund, or other business idea for ESG and impact investing. It covers fund design, investor targeting, and how to present to investors.
- 7b Due Diligence – this option allows you to delve deeper into assessing investment opportunities. It covers the different tools available and how to take into account the market context, governance, legal form and business models, as well as planning a non-site visit.

## UN SUSTAINABLE DEVELOPMENT GOALS

This programme equips you with knowledge to advance all the SDGs



## ABOUT THE TRAINERS



**Prof. Dr. Zacharias Sautner** is Professor of Finance at Frankfurt School of Finance & Management. He was previously Associate Professor of Finance at the University of Amsterdam and Research Fellow in Finance at the Saïd Business School of the University of Oxford. Zacharias Sautner works in the area of empirical corporate finance and focuses on ESG, climate finance, and corporate governance. His research was published in leading international journals such as the *Journal of Finance*, *Review of Financial Studies*, *Management Science* or *Review of Finance* and he has presented at conferences such as the AFA, WFA, and EFA. He was ranked #2 in Germany in Business Administration (#1 in Finance) based on A+ publications (age of 40 or below) by *Forschungsmonitoring.org* (February 2019). He teaches corporate finance, valuation, and corporate governance and has won different research and teaching awards.



**Lucie Charrier** is a Senior Financial Inclusion Expert with 15 years of experience in Latin America and the Caribbean, Africa, the Middle-East, Europe and Central Asia. Lucie Charrier is currently Senior Business Development Expert for the implementation of the Technical Assistance Programme of the European Investment Bank (EIB) to the Financial Sector that is being implemented by Frankfurt School of Finance and Management since May 2018 in the Caribbean region. Lucie is a Qualified Social Performance Auditor by CERISE since December 2015. Lucie was previously Country Manager Peru for Oikocredit and Senior Analyst at Planet Rating. Lucie has conducted more than 100 institutional, financial and social performance ratings, due diligence and evaluations, social audits, Smart Campaign's client protection principles certifications as well as technical assistance projects in Latin America and the Caribbean, Africa, the Middle-East, Europe and Central Asia.



**Karl Richter** is the co-founder of EngagedX, which is a consultancy specialising in impact investing, thought leadership, data and tech development, advocacy and policy work. Karl works internationally across private, public, and social sectors. He lectures at the Frankfurt School of Finance and Management, and has guest lectured at the Universities of Oxford and Cambridge. Karl's previous experiences include a 12 month assignment as Head of Research and Knowledge for the UNDP SDG Impact Finance initiative (UNSIF), where he led research to improve the analytical framework for social impact investing; membership of Groupe d'Experts de la Commission sur l'Entrepreneuriat Social (GECES) of the European Commission to advise on its Social Business Initiative; part of the OECD expert group on social impact investing. Karl is currently Senior Fellow of the Finance Innovation Lab; and adviser to several organisations, including the China Alliance for Social Value Investment. Alliance for Social Value Investment.



**Dina Lorenz** studied economic law focusing on finance and started her career as a consultant and investment banker specialised in the acquisition and respective valuation of financial institutions. She now works as a Business Development Manager, Regulatory. Dina specialises in Impact Investing topics having worked for a Swiss Impact Investment Fund the last several years in Lima, Peru. Underlying her dedicated work within Impact Investing, she is a member of the Board of SA Oikocredit North Germany, a support association of Oikocredit International, a Netherland's based worldwide cooperative and social investor, providing funding to the microfinance sector, fair trade organisations, cooperatives and small to medium enterprises in Africa, South-East Asia, India and Latin America. In addition, she is a consultant to the Green Sustainable Finance Cluster Germany as well as founding member on the establishment of the Federal Initiative Impact Investing in Germany.

Learning Level | Intermediate

# BONDS AND DEBT SECURITIES – MECHANICS OF PRIMARY ISSUANCE AND SECONDARY TRADING

This one-day programme provides participants with an understanding of debt securities issuance and trading process. They will also acquire a working knowledge of new debt issues, identify trends and preferences of investors and issuers, provide recommendations to clients on a reasonable basis and understand the enforcement process for market misconduct by the relevant authorities.

## PROGRAMME DETAILS

### WHEN

2 May 2024  
9:00 am – 5:00 pm

### WHERE

Asian Banking School

### FEES\*

RM 1,700 (AICB Member)  
RM 2,000 (Non-member)

*\*Subject to 8% Service Tax per pax*



HRDC Prog No:  
10001291971

## LEARNING OBJECTIVES

By the end of the programme, participants will be able to:

- Explain how the bond and debt securities market works and the role of key players
- Identify main applications of debt securities products
- Determine key factors driving interest rates and monetary policies
- Perform fundamental risk assessment in debt securities

## TRAINING METHODOLOGY

Lecture, discussion and case studies

## PARTICIPANT PROFILE

Suitable for anyone wanting to learn about the process of bond issuance and trading including treasury personal, dealers, bankers, financial advisors, wealth managers, accountants, risk managers, compliance officers, auditors and credit analysts

## PROGRAMME OUTLINE

Overview of the debt securities market

- Basics of bond and money markets
- The primary market: The new issue & syndication process
- Roles of Malaysian regulators & intermediaries
- Case study: Issuing bonds in Malaysia

Issuer and investor perspectives of debt securities

- What drives/moves the bond markets?
- Mechanics of setting interest rates
- Role of Credit Rating Agencies and Bond Pricing Agency
- Case study: Impact of interest rate changes on bond market

Essential bond market maths

- Pricing a bond
- Yield to Maturity (YTM)/Gross Redemption Yield (GRY)
- Exercise: Calculate the price of a bond

Types of bonds

- Plain-vanilla bonds
- Floaters and zeros
- Puttable and callables
- Convertibles, Perpetual, Asset Backed Securities (ABS), etc
- Case study: Analysis bond features

## ABOUT THE TRAINER

### WONG LOKE LIM

Loke Lim has almost thirty years of banking and finance-related experience. Currently, he is the principal of i-Biz Concept Sdn Bhd, a financial training and management resources provider. He is also a director of a Bursa Malaysia-listed company and sits on the Board of Governors of the Financial Planning Association of Malaysia, where he was the Deputy President from 2011-2013. Previously, he was the Chief Executive/Licensed Representative of a fund management company, a general manager at KAF Investment Bank Berhad and the Group Chief Internal Auditor of a KLSE (now Bursa Malaysia)-listed company. He speaks regularly on topics relating to capital markets, treasury, accounting and wealth management, and conducted training programmes for capital market professionals, private bankers and wealth managers in various financial centres in the Asia-Pacific region. He is a chartered accountant, a fellow of the Association of Chartered Certified Accountants and a Certified Financial Planner.

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ABS also works closely with the Asian Institute of Chartered Bankers in raising competency standards for the industry through the delivery of training workshops related to professional qualifications developed and awarded by the professional body; and is the exclusive training partner in ASEAN for the Chartered Banker Institute in the UK. It plays a significant role in enriching the talent pipeline for the financial services sector through the industry recognised Financial Sector Talent Enrichment Programme (FSTEP) and Graduate Training programmes; and is also responsible for designing, developing and delivering the industry-wide Ethics and AML/CFT programmes.

For enquiries, please contact:  
Asian Banking School (201201039737)  
Level 3, Bangunan AICB  
10, Jalan Dato Onn  
50480 Kuala Lumpur, Malaysia  
Tel : +603-2742 7822  
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