

# **Contracts Management Series – International Series**

**TREASURY CONSULTING PTE LTD (A SINGAPOREAN MULTINATIONAL GROUP)**  
**\$ 10 MILLION CORPORATE VALUATION**

## Contract Management Series – International Series

**About Treasury Consulting Group:** Treasury Consulting Group is a Singaporean Multinational Group having headquartered in Singapore. As a Group we are having Business Interest in 8 Business Verticals, 44 Business Domains. Company is having Offices in both Singapore, India and serving 75+ Global Clients, 100+ Domestic Clients. We are an Intellectual Property Company whereby owned our IP –“ [www.fixedincome.global](http://www.fixedincome.global)“(World’s First Fixed Income Platform)

Sitting today we are having interest in Trainings, Publications, Digital Marketing, Financial Markets, Information Technology (IT), Accounting, Audits, Corporate Law, Compliance Desk, Valuation Desk, Chief Financial Officer (CFO) Desk, Treasury Consulting Chapters and respective. As a Group we are serving *United States (US), Canadian, Markets, Australia & New Zealand (ANZ), Asia Pacific Financial Markets (Singapore, Hong Kong, Philippines, Malaysia), OPEC Markets (Saudi, Iran, Dubai, Bahrain) and Indian Markets.*

Treasury Consulting Group is a Cash Rich Group Whereby Surplus Cash invested with 7 out of Top 10 Mutual Funds in India and Singaporean Entity investing Surplus Cash with G7 Banks. Group is investing Surplus Cash in all Fixed Income Instruments like Structured Products, Equity Mutual Funds, Debt Mutual Funds, Duration Mutual Funds, CD, CP and respective Products. As a Corporate we are Banking with G7 Banks like DBS Singapore and adding more foreign banks in our panel. Sitting today we are acting as a Cash Rich entity, 0% Debt, 0% Funding from VC/PE and we would continue to maintain this status till 2023.

In April'18 Treasury Consulting LLP (India) – Indian Subsidiary Awarded amongst Top 50 Internationally Growing Companies in India by IE20, London Partners.

Treasury Consulting Pte Ltd would be adding International Subsidiaries like Dubai (2019), Australia (2020), Mauritius (2021) and Luxembourg (2022)

### **Objective of the Course – Contracts Management Series (International Series)**

**Objective of the Course: Contract management** is the process of managing contract creation, execution and analysis to maximize operational and financial performance at an organization, all while reducing financial risk. Organizations encounter an ever-increasing amount of pressure to reduce costs and improve company performance

- Foreign Exchange (FX) & Derivatives Contracts
- Capital Markets Contracts
- ISDA Contracts
  - ISDA Master Service Agreements (MSA)
  - ISDA Annexures
  - ISDA Credit Support Annex (CSA)
  - ISDA Risk Disclosure Statement (RDS)
- Engineering Procurement Contracts (EPC)
- General Procurement Contracts
- Power Purchase Agreements (PPA)
- Cyber Security Contracts
- Procurement Contracts
- Banking Contracts
- Collateral Agreements
- Insolvency Contracts
- Liability & Indemnification

#### ¥ **Targetted Audience :**

- Chief Executive Officers (CEO)
- Chief Financial Officers (CFO)
- Corporate Treasurers
- Corporate Controllers
- Accounting Heads
- Treasury Teams
- Bankers
- Electricity Traders

**Treasury Consulting Group – A Singaporean Multinational Group (\$ 10 Million Valuation)**  
**An Asia Pacific Trainings, Consulting, Publication, Analytics, FI, Technology Implementation Group**  
[www.treasuryconsulting.in](http://www.treasuryconsulting.in), [www.fixedincome.global](http://www.fixedincome.global)

## **Contract Management Series – International Series**

### **Course Content – Contract Management Series (International Series)**

#### **¥ Module I: - Foreign Exchange (FX) & Derivatives Contracts**

*(Session would be covering about key concepts of Foreign Exchange Contracts taken by Corporates with Banks. While taking Foreign Exchange Positions Corporates sign FX Contracts. We would be covering all key aspects during the Sessions)*

- Process Covenants
  - Forward Contracts Contract
  - Options Contracts
  - Exchange Traded Derivatives Contracts
  - Swaps Contracts
  - Over the Counter (OTC) Contracts
- Financial Covenants
  - Forward Contracts Contract
  - Options Contracts
  - Exchange Traded Derivatives Contracts
  - Swaps Contracts
  - Over the Counter (OTC) Contracts

#### **¥ Module II: - Capital Markets Contracts**

*(Session would be covering about key concepts of Commercial Agreements covering Capital Markets Products. We would be covering Bond Agreements, Capital Markets Products, Credit Guarantees and respective)*

- Bond Agreements
- Agreements of Capital Markets Products
- Indenture
- Credit Guarantee Agreements

#### **¥ Module III: - ISDA Contracts – Master Service Agreements (MSA)**

*(Session would be covering about key concepts of ISDA Master Service Agreements 2002 whereby we would be covering key aspects of Master Service Agreements signed between Corporates & Banks. Session would also be touching upon Interbank ISDA MSA which is between Banks)*

- Events of Defaults
- Breach of Agreement
- Repudiation of Agreement
- Credit Support Default
- Cross Default
- Bankruptcy
- Credit Event Upon Merger
- Gross Out Netting
- Net Out Netting

#### **¥ Module IV: ISDA Contracts – Schedule to Annexure (STA)**

*(Session would be covering about key document of ISDA Master Service Agreements 2002 which is Schedule to Annexure (STA). Please be note that every ISDA MSA 2002 is supported by Schedule which is amendable in nature on time to time basis depends upon various events between a Corporate and Bank)*

- Cross Default Clause
- Credit Event Upon Merger
- Financial Intelligence Centre (FIC) 2001 Compliance
- ISDA STA – Equity Swap Agreements

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### ¥ **Module V: ISDA Contracts – Credit Support Annex (CSA)**

*(Session would be covering about key document of ISDA Master Service Agreements 2002 which is Credit Support Annex (CSA). We would be covering all key issues covering CSA signed between Corporate and Bank)*

- Threshold
- Eligible Collateral
- Valuation Date
- Single Currency Collateral
- Multi-Currency Collateral
- Ratings Triggers

### ¥ **Module VI: - ISDA Contracts – Risk Disclosures Statement (RDS)**

*(Session would be covering about key document of ISDA Master Service Agreements 2002 which is Risk Disclosure Statement (RDS). We would be covering all key issues covering RDS signed between Corporate and Bank. Session would also be covering about InterBank RDS signed between two Banks while doing InterBank Transactions)*

- Importance of Risk Disclosures
- Swaps Structure & Cash Flow Risk
- Secured Overnight Financing Rate (SOFR) OIS Curves
- Types of Risk Covered in RDS
  - Currency Risk
  - Exchange Risk
  - Interest Rate Risk
  - Commodities Risk
  - Pricing Risk

### ¥ **Module VII: - Banking Contracts**

*(Session would be covering about key Banking documents which are used when Corporates take funding from Banks like Letter of Credit, Standby Letter of Credit (SBLC), Direct Pay Letter of Credit (DPLC), Subordinated SBLC, Buyers Credit, Supplier Credit, Pre-Ship Credit, Post Shipment Credit & Tender Guarantees)*

- Letter of Credit (L/C)
  - Financial Clauses
  - Performances Clauses
- Standby Letter of Credit (SBLC)
  - Financial Clauses
  - Performances Clauses
- Direct Pay Letter of Credit (DPLC)
  - Financial Clauses
  - Performances Clauses
- Subordinated – Standby Letter of Credit (SBLC)
  - Financial Clauses
  - Performances Clauses
- Buyer Credit
- Supplier Credit
- Pre-shipment Credit
- Post-shipment Credit
- Tender Guarantee

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### ¥ **Module VIII: - Financial Collateral Arrangements**

*(Session would be covering about Collateral Arrangements signed between Corporates & Banks. We cover Margin Requirements, Clearing Requirements, Haircuts, EU Directive on Financial Collateral Agreements, Capital Requirements Regulation (CRR), Negative Controls)*

- EU Directive on Financial Collateral Agreements
- Collateral Claims
  - Cash Claims
  - Securities Claims
  - Equities Claims
- Capital Requirements Regulation (CRR)
- Collateral Negative Controls
- Key Collateral Arrangements between Corporates & Banks

### ¥ **Module IX: - Engineering Procurement Contracts (EPC)**

*(Session would be covering about key features of Engineering Procurement Controls (EPC) – 4 Phases of EPC, Engineering Phase, Project Controls, Procurement Controls, Construction Controls & respective parts of EPC agreements)*

- Key features of Engineering Procurement Contracts (EPC)
- EPC Phases
  - Engineering Phase
  - Project Phase
  - Procurement Phase
  - Construction Phase
- EPC Engineering Sequence
- Engineer, Procurement, Construction
- Commissioning & Start-Up
- Construction Management & Phases

### ¥ **Module X: - Power Purchase Agreements (PPA)**

*(Session would be covering about key features of Power Purchase Agreements (PPA) signed between Power Producers and Power Suppliers. Session would also be covering about key issues to consider while signing PPA Agreements between Buyers & Suppliers)*

- Term of Agreement
- Supply of Power
- Non-Natural Force Majeure Event
- Force Majeure Event
- Insurances
- Payment Mechanism
- Events of Default & Termination
- Liability & Indemnification
- Credit Insurances
- Electricity Derivatives

### ¥ **Module XI: - Liability & Indemnification**

*(Session would be covering about one of the key features of Power Purchase Agreements (PPA) which is Liability Indemnification signed between Power Producers and Power Suppliers)*

- Liability
- Monetary Limitation of Liability
- Procedure for claiming liability
- Indemnifiable Losses

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- Infringement of Intellectual Property Rights (IPR)
- Limitation on Liability

### ¥ **Module XII: - Cyber Security Contracts**

*(As we understand that Cyber Security is getting important henceforth all the Banks, Corporates, Financial Institutions, Hedge Funds should have appropriate Cyber Security Policy in nature. Session would be covering about as key issues you need to consider while signing Cyber Security Contracts)*

- Vendors Originating Threats
- Vendor as Threat Vectors
- Diligence – Request for Proposal (RFP)
- Diligence – Live Work Progress
  - Identification
  - Protect
  - Detect
  - Respond
  - Recover
- Cyber Security Indemnification Clauses
- Cyber Security Insurances

### ¥ **Module XIII: - Electricity Projects – Key Provisions**

*(Session would be covering about key features of Power Purchase Agreements (PPA) signed between Power Producers and Power Suppliers. Session would also be covering about key issues to consider while signing PPA Agreements between Buyers & Suppliers)*

- Minimum Equity Holding
- Equity Lock In
- Contingent Provisions in Equities
- Pledging of Equity in PPA Contracts

### ¥ **Module XIV: Power Purchase Agreements (PPA) Pricing**

*(Session would be covering about key features of Power Purchase Agreements (PPA) signed between Power Producers and Power Suppliers. Session would also be covering about key issues to consider while signing PPA Agreements between Buyers & Suppliers)*

- Completion Risk -  $\Delta 1$
- Cost Overrun Risk -  $\Delta 2$
- Design Risk -  $\Delta 3$
- Contraction Risk -  $\Delta 4$
- Foreign Exchange (FX) Risk -  $\Delta 5$
- Interest Rate Risk -  $\Delta 6$
- Operating Risk -  $\Delta 7$
- Regulatory Risk -  $\Delta 8$

**Live Pricing:** We would be using live pricing whereby we would be using aforesaid risks and compute price of Power Purchase Agreement (PPA). PPA Pricing session would be of 3 Hours where we would be covering Pricing of a Power Contracts.

PPA Pricing =  $\Delta 1 + \Delta 2 + \Delta 3 + \Delta 4 + \Delta 5 + \Delta 6 + \Delta 7 + \Delta 8$



## Contract Management Series – International Series

- ❑ **Course Content:** Course would be covered using live Thomson Reuters, Bloomberg, Advanced Order Management Systems (OMS) like – Meta Trader 4 (MT4), Meta Trader 5 (MT5), Excel Financial Models. Course also includes.
  - ❑ Research Reports from G7 Banks
  - ❑ Case Studies
  - ❑ Excel Solvers
  - ❑ \*\* We cover Financial Statements of G7 Banks
- ❑ **Duration:** Course Duration is 90 Hours
- ❑ **Pricing:** Pricing is SGD 5300. 5% Discount if 2 Participants join, 8% if 3 Participants and 10% if more than 3 Participants joined from same Corporate, Bank, Financial Institution.

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### Trainers Profile

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#### **Corporate Profile- Group Chief Executive Officer (CEO)/Ex Group Corporate Treasurer:**

- ❑ Currently acting as a **Group Chief Executive Officer (CEO)** of **Treasury Consulting Pte Ltd**. A Singaporean Multinational Group having interest in 8 Business Verticals, 44 Business Domains. Treasury Consulting Pte Ltd owned Intellectual Property (IP) – [www.fixedincome.global](http://www.fixedincome.global) (World's first Fixed Income Platform). Treasury Consulting Pte Ltd to add International Subsidiaries like Dubai (2019), Australia (2020), Luxembourg (2021) and Mauritius (2022)
- ❑ Treasury Consulting Pte Ltd serving 75+ Global Clients, 100+ Domestic Clients. Covering Markets like *United States, Canadian Financial Markets, European Union, Australia & New Zealand (ANZ), Asia Pacific Financial Markets, Japanese, OPEC, African & Indian Markets*. Treasury Consulting awarded amongst Top 50 Internationally Growing Companies in India by IE 20, London Partners during April 2018.
- ❑ **Ex Group Corporate Treasurer** of United States, India based Information Technology Enabled Services (ITES) and Information Technology (IT) Companies like EXL Service Holdings, Inc. (*United States*), HCL Technologies Limited (*4<sup>th</sup> Largest IT Exporter*) at Group Level. Handled Front Office, Middle Office, CFO Office and Risk Office at Group level covering 35+ Group entities at EXL, 75+ Group entities in HCL Technologies Limited respectively.
- ❑ Holding more than decade experience as a Group Corporate Treasurer. Awarded amongst Top 20 Corporate Treasurers in 2014 by CFO India Institute. Won several CFO Awards during Corporate Career in EXL, HCL.

#### **Treasury Consulting Pte Ltd – Intellectual Property (IP):**

- ❑ Treasury Consulting Pte Ltd owned **Intellectual Property (IP)** – [www.fixedincome.global](http://www.fixedincome.global) (World's first Fixed Income Platform). Sitting today Fixed Income Platform have 27 Desks covering Foreign Exchange (FX), Fixed Income (FI), Credit Risk, PPP Desk, Structured Derivatives, Bonds Desks. By Sep'18 we would be having 40 Desks, By Sep'19 having 75 Desks, By Sep'20 having 100 Desks and keep counting.
- ❑ Treasury Consulting Pte Ltd founded Brand – “**Foreign Exchange Maverick Thinkers (FEMT)**” serving millions of professionals across Globe using IVELEAGUE Platforms like LinkedIn, LinkedIn Clubs, You Tube Channel, Daily Motion, Metacafe, Google Groups, Treasury Consulting Club – “The Mavericks” and respective Platforms.

#### **Trainer Profile:**

- ❑ Acting as a Trainer at Global level covering entire Asia Pacific Markets. Rahul doing Trainings for Educational Institutions, Corporates, Banks, Financial Institutions (FI), Non-Banking Financial Corporations (NBFC), Governments, Ministries, Income Tax Authorities, Revenue Officers and respective forums. Treasury Consulting Pte Ltd do offers more than 150 Trainings Programs which we would increase to 200 by Dec'18 and 350 by Dec'19

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- ❑ Rahul regularly imparts Trainings in Singapore, Philippines, Hong Kong, Thailand, Indonesia, Dubai, Saudi Arabia, African and India respectively. Treasury Consulting Pte Ltd do holds physical class room as well as Online facilities (linked with requisite Software's) in Singapore, India respectively.

### Money Manager:

- ❑ Rahul is also a well approved Money Manager covering all Assets Classes like Foreign Exchange (FX), Fixed Income (FI), Structured Derivatives, Interest Rate Derivatives (IRS), Energy Derivatives, Weather Derivatives. His Fixed Income Portfolio is listed on [www.kristal.AI](http://www.kristal.AI) and would soon available at [www.fixedincome.global](http://www.fixedincome.global)
- ❑ Rahul's Portfolios are available for both International, national investors covering Plain Vanilla, Structured, Exotic Portfolios. Treasury Consulting Pte Ltd would continue to add more **Assets Classes** in Portfolios.
- ❑ Treasury Consulting Pte Ltd do managed \$ 480 Billion **Assets Under Management (AUM)** under Private Placement Programs (PPP) Desk covering all Assets Classes like Letter of Credit (L/C), Bank Guarantees (BG), SBG, SBLC, DPLC and respective. Envisaged to have \$ 1 Trillion Desk by Dec'19

### Writer, Author, Speaker:

- ❑ Rahul wrote his maiden book – “**Options for Risk Free Portfolios**” published by Maclaren Palgrave in June'13 in NY. His 2<sup>nd</sup> Book – “**Techniques to Hedge Interest Rate Exposures**” to publish in Sep'18 in Singapore, United States.
- ❑ He also acts as a Speaker covering Conferences, Seminars, Workshops for various forums across the Globe. Won more than 80+ Mementos, Awards covering respective events.

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Trainers Profile  
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## **Contract Management Series – International Series**

By: Rahul Magan

Group Chief Executive Officer (CEO) - **Treasury Consulting Pte Ltd**  
Ex Group Corporate Treasurer – **EXL Service Holdings, Inc. (United States)**  
Ex Corporate Treasurer – **HCL Technologies Limited**  
Private Placement Platform (PPP) Trader – **Treasury Consulting PPP Desk (Singapore)**  
Editor in Chief – **“The Maverick Treasurer ”, “The Fraudster”**  
Writer, Author, Trainer, Technical Speaker, Motivational Speaker, Angel

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