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BTRM

The Certificate
of Bank Treasury
Risk Management



**BTRM ADVANCED TREASURY
MASTERCLASS SERIES**

FUNDS TRANSFER PRICING (FTP)

Start date: Tuesday 23rd June

4-week flexible global learning

The BTRM Advanced Treasury Masterclasses run over four weeks in a live online format offering a highly effective learning experience by balancing depth, flexibility, and Faculty engagement.

With a start time of 1pm UK time / 2pm CET / 5:30pm IST / 8:00am EST, enabling students to join live from many locations around the world. This structure allows participants to absorb complex concepts such as Funds Transfer Pricing (FTP) – internal pricing models, product behavioural assumptions, and regulatory implications at a manageable pace, reinforcing understanding between sessions through reflection and practice.

The live format encourages real-time interaction with the Faculty instructors and peers, fostering deeper discussions and immediate problem solving. Spacing the sessions weekly also accommodates the busy schedules of banking professionals, ensuring minimal disruption to daily responsibilities while maximising learning retention and practical application. The course ends with a structured assessment multiple-choice test & certificate. Students get to keep the course in their own personal BTRM educational portal for 6 months.

Course Overview

START DATE: Tuesday 23rd June

DELIVERY MODE:

Live Online (flexible learning over 4 weeks, 1 lecture per week)

GLOBAL START TIME:

Accessible for many participants worldwide.

STRUCTURED ASSESSMENT:

Multiple-Choice Test & Certificate

TOTAL LECTURE Hours: 18 hours

INSTRUCTOR: Dr. Beata Lubinska

EMPOWERING GLOBAL TALENT:

Emerging Markets Subsidy

BTRM ALUMNI AND CURRENT STUDENTS:

40% Discount (off the standard fee)

Global Start Times

London (BST, UTC+1) → 1pm
Johannesburg (SAST / UTC+2) → 14:00 (2pm)
India (IST, UTC+5:30) → 5:30pm
Singapore (SGT, UTC+8) → 8pm
São Paulo (BRT, UTC-3) → 9am
New York (EDT, UTC-4) → 8am

18 hours: Delivered over 4 weeks, live online, one lecture per week with 30 minute break, as follows:

Week 1: Tuesday 23rd June

1pm UK: 1pm – 5.30pm
5.30pm IST: 5.30pm – 10.00pm
8am EST: 8am – 12.30pm

Week 2: Tuesday 30th June

1pm UK: 1pm – 5.30pm
5.30pm IST: 5.30pm – 10.00pm
8am EST: 8am – 12.30pm

Week 3: Tuesday 7th July

1pm UK: 1pm – 5.30pm
5.30pm IST: 5.30pm – 10.00pm
8am EST: 8am – 12.30pm

Week 4: Tuesday 14th July

1pm UK: 1pm – 5.30pm
5.30pm IST: 5.30pm – 10.00pm
8am AM EST: 8am – 12.30pm

Course Overview

This intensive program provides a deep dive into Funds Transfer Pricing (FTP) frameworks, methodologies, and practical applications, with a focus on product pricing, liquidity management, and regulatory integration. Participants will learn to construct FTP curves, model behavioural assumptions, incorporate liquidity/capital costs, and align FTP with ALM and ALCO functions. The course includes case studies, practical exercises, and tailored content for emerging markets.

Learning Outcomes

By the end of the program, participants will:

Understand how FTP drives product pricing, liquidity management, and capital allocation

Gain hands-on skills to construct FTP curves, including risk-free and liquidity-adjusted curves

Model behavioural assumptions and integrate regulatory requirements (LCR/NSFR)

Develop an FTP governance framework aligning ALM, ALCO, and business units

Weekly Forum

Q&A weekly lecture forum. Students can submit question on the forum that will be answered live in weeks 2, 3, and 4.

Multiple-Choice Test & Certificate

The BTRM Advanced Treasury Masterclass Series ends with a Multiple-Choice Test. This test is available until Tuesday 11th November.

Learning Resource

Students get to keep the training for 6 months post course.

Course Schedule And Contents

Week 1: Tuesday 23rd June

Introduction, Stakeholder Alignment & FTP Methodologies

Introduction

- Definition, objectives, and purpose
- FTP objectives and implementation
- FTP's role in balance sheet optimisation and profitability measurement
- Key stakeholders: Business, Finance, Risk, Treasury, ALCO
- Transfer pricing mechanism design and whether to adopt a centralised system
- **Best practices for introducing a robust FTP model**
- **Case study: What is NIM in business units and ALM?**

Overview of FTP Methodologies

- Single-rate vs pooled methodology
- Matched maturity vs pooled funding
- Building blocks of FTP rates: commercial margins, ALM margins
- FTP in liquidity and interest rate risk management
- **Types of FTP:** base curve, term liquidity premium, FTP for soft vs hard currencies, maturity-matched marginal cost
- **Discussion:** Treasury as a profit or service centre?

FTP for Balance Sheet Optimisation

- ALM optimisation – balancing risk and return
- The role of FTP in the optimisation exercise
- ALM target position
- FTP as a steering tool for business lines

Practical Example

- Case study on **optimising deposit & lending strategies** using FTP.

Week 2: Tuesday 30th June

Starts with Q&A session from week 1

FTP's Role in Product Pricing & Incentive Structures

Impact of FTP on Product Pricing

- FTP as a driver of strategic product decisions
- Product pricing for loans and deposits
- Strategic FTP and business unit profitability
- Incentives for deposit gathering and lending strategies

FTP Incentive Structures

- Techniques for **balance sheet shaping** through FTP
- Incentive premiums, behaviouralisation, and management overlays
- Aligning FTP principles with business incentives

Practical Examples:

- Calculation the profitability of the product and defining return on equity
- Designing incentive structures for different business units

Course Schedule And Contents

Week 3: Tuesday 7th July

Starts with Q&A session from week 2

Advanced FTP Techniques, Behavioural Modelling & Curve Construction

Advanced FTP Methodologies

- Theoretical underpinnings of advanced FTP
- Behavioural modelling of non-maturing deposits (NMDs) and optionalities
- Impact on FTP rates and maturity assumptions
- Inclusion of prepayment optionality into FTP

Constructing FTP Curves

- Building FTP term structures and risk-free proxies
- Construction of a blended FTP curve for a bank with access to the retail market only
- Construction of blended FTP curve for a bank with access both to retail and wholesale funding markets
- Constructing FTP curve based on forecasted funding costs

Practical Example

- Hands-on exercise constructing an FTP curve using market and bank data.

Week 4: Tuesday 14th July

Starts with Q&A session from week 3

FTP, Liquidity Management, Capital Allocation, and ALCO Governance

FTP and Liquidity Pricing

- Pricing liquidity and its impact on profitability
- Types of premiums: liquidity, contingent liquidity, term credit premium
- Quantifying Contingent Liquidity Costs (COL)

FTP and Capital Allocation

- How to FTP capital and allocate cost to business lines
- Avoiding regulatory arbitrage in capital transfer pricing

Regulatory Considerations

- FTP alignment with Basel III/IV
- Incorporation of **LCR/NSFR** and stress testing scenarios

Role of ALM & ALCO

- Structure and function of ALM in FTP frameworks
- ALCO's role in setting policies, adjusting FTP for market changes, and governance
- Creating a transparent governance structure

Practical Examples

- Pricing a loan portfolio incorporating FTP liquidity premiums
- FTP and assets pricing
- FTP and deposits pricing
- FTP and off -balance sheet

Concludes with Q&A session for week 4

Find our more on our website: btrm.org/masterclass/

Case Studies & Practical Examples List

FTP Objectives, Methodologies & Balance Sheet Optimisation

FTP Objectives and Implementation

- **Case Study:** Understanding FTP Objectives in a Bank
 - Explore how FTP aligns business strategy with ALM and profitability goals.
- **Case Study:** What is NIM in Business Units and ALM?
 - Compare NIM calculations under different FTP frameworks.

Types of FTP

- **Practical Example:** Constructing FTP Curves
 - Build a base curve and add a term liquidity premium.
- **Case Study:** FTP for Soft and Hard Currencies
 - Apply proxy curve construction techniques for a pegged or illiquid currency.
- **Discussion Workshop:** Treasury – Profit Centre or Service Centre?
 - Debate on the organisational approach to FTP.

FTP for Balance Sheet Optimisation

- **Case Study:** ALM Optimisation – Balancing Risk and Return
 - Use FTP to steer the balance sheet towards target positions.
- **Practical Example:** FTP Steering Tools in Action
 - Apply FTP levers to incentivise loan growth vs deposit gathering.

Liquidity Transfer Pricing & FTP Modelling

Liquidity Transfer Pricing

- **Case Study:** Liquidity Transfer Pricing Best Practices
 - Examine frameworks in banks operating under Basel III LCR.
- **Practical Example:** Quantifying Indirect Liquidity Costs
 - Calculate liquidity charges including contingent liquidity cost (COL).
- **Case Study:** Charging for Liquidity Under LCR
 - Align liquidity charges with regulatory liquidity requirements.

FTP Architecture and Modelling

- **Case Study:** Blended FTP Curve – Retail-Only Bank
 - Build a curve for a bank funded exclusively by retail deposits.
- **Case Study:** Blended FTP Curve – Mixed Retail & Wholesale
 - Construct a blended curve combining retail and wholesale sources.

- **Case Study:** Constructing an FTP Curve Based on Forecasted Funding Costs
 - Incorporate forward-looking scenarios into FTP term structures.

Balance Sheet Shaping through FTP

- **Practical Example:** FTP Steering Techniques
 - Apply FTP to influence asset/liability composition.
- **Case Study:** Curve Liquidity Premium & Dampening Techniques
 - Use smoothing approaches to manage curve volatility.

Strategic Implications, Performance Management & Product Pricing

Strategic Implications of FTP

- **Case Study:** Risk-Adjusted Parameters and ROE
 - Model how FTP influences return on equity for business units.

Importance of FTP on Performance Management

- **Practical Example:** Utilising FTP to Measure Business Performance
 - Show how FTP drives accountability and performance reporting.
- **Case Study:** Enhancing Decision-Making with FTP
 - Demonstrate how strategic decisions improve with FTP insights.
- **Case Study:** Calculating Product Profitability & ROE
 - Hands-on profitability calculation using FTP-adjusted margins.

FTP and Product Pricing

- **Practical Example:** FTP and Asset Pricing
 - Apply FTP rates to loan products with different maturities.
- **Case Study:** FTP and Deposit Pricing
 - Price deposits considering FTP, liquidity value, and behaviouralisation.
- **Practical Example:** FTP for Off-Balance Sheet Products
 - Assign FTP charges to contingent commitments and guarantees.
- **Examples:** Product Pricing Under Different FTP Scenarios
 - Compare pricing strategies under alternative FTP models.

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Pricing Structure

STANDARD FEE: £2195.00 + UK VAT

BTRM 40% ALUMNI & STUDENTS: £1317.00 + UK VAT

– Please submit an enquiry

SUPER EARLY BIRD 20%: £1756.00 + UK VAT

EMERGING MARKETS DISCOUNT: Please submit an enquiry

GROUP DISCOUNT: If 2 or more people from your institution wish to join the masterclass please contact us.

VAT EXEMPTION: If you are a non-UK or EU resident, you are exempt from UK VAT

Discount structure

**20% Super early
bird discount**

Until 24th April 2026

10% Early bird discount

Until 22nd May 2026

40% BTRM Alumni and current student discount

The BTRM is pleased to offer a 40% special discount for both alumni and current students on our new Advanced Treasury Masterclasses, covering FTP, IRRBB, and Advanced Liquidity Risk Management. Whether you've previously completed our flagship programme or are currently enrolled, you'll benefit from an exclusive rate designed to reward your ongoing commitment to professional development.

This preferential pricing reflects our appreciation for your dedication to continuous learning and ensures that our expert-level training remains accessible to those building upon their BTRM foundation. Don't miss this chance to expand your treasury and risk management expertise at a reduced rate, just our way of saying "welcome back" or "keep growing."

Please submit an [enquiry](#).

Empowering Global Talent: Emerging Markets Subsidy

Finance is global. So is talent. That's why the BTRM also offers an Emerging Markets Subsidy to support applicants from developing and underrepresented regions. We believe that potential shouldn't be limited by geography—and this initiative ensures broader access to high-quality financial education.

If you're based in an emerging market and passionate about entering or advancing in the quant finance space, this tailored subsidy is designed for you.

Please submit an [enquiry](#).

Course Instructor



Dr Beata Lubinska is a financial engineer and seasoned banker with over 20 years of international experience across Milan and London, working with prominent institutions such as GE Capital, Deloitte, Standard Chartered Bank, and MeDirect Group. Currently, she is Head of Treasury at Allica Bank and a faculty member at the BTRM Diploma in Treasury & Risk Management.

She holds a PhD in Finance from Wroclaw University of Economics and brings expertise in Asset Liability Management (ALM), Funds Transfer Pricing (FTP), liquidity and interest rate risk (IRRBB), behavioural modelling, and regulatory capital frameworks (Basel III/CRD V).

A prolific author, she has written three practitioner guides:

Asset Liability Management Optimisation: A Practitioner's Guide to Balance Sheet Management and Remodelling (2020, Wiley) — provides advanced modelling techniques, including FTP, IRRBB, NMD behavioural models, capital optimisation, and scenario analysis.

Interest Rate Risk in the Banking Book: A Best Practice Guide to Management and Hedging (2021, Wiley) — offers practical IRRBB strategies, ALCO reporting frameworks, maturity gap analysis, hedging approaches, and detailed case studies

Bank Treasury Management: A Practitioner's Guide to Hedging and Funding Strategy (2025, De Gruyter, Moorad Choudhry series) — presents a comprehensive overview of core treasury responsibilities, including hedging, liquidity management, capital planning, FTP, stress testing, and compliance

Beata regularly trains treasury and risk professionals across Europe and the US, and her hands-on approach, practical insights, and are well regarded in the industry.

Funds Transfer Pricing (FTP) Masterclass – Registration Form

Start Date: Tuesday 23rd June

Regular Course Fee

Full Course Fee: £2195.00 + UK VAT

20% VAT IS ONLY CHARGEABLE FOR RESIDENTS
IN THE UK AND EU

Early Bird Discount

20% Discount until 24th April 2026

10% Discount until 22nd May 2026

Discount code

VOLUME DISCOUNT: If 2 or more people from your institution wish to take the masterclass please contact us.

To register, please scan and email the completed booking form to enquiries@btrm.org

DELEGATE DETAILS

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