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ALTA PERFECTO

Training & Consulting for Wholesale Banking

List of Alta Perfecto's Training by Subject & Level in 2024

Termasuk beberapa
topic training baru!

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List of Alta Perfecto's Training by Subject & Level**Wholesale Transaction Banking****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Mastering the Wholesale Transaction Banking Concept & Strategies : 6 Pillars of WTB (Cash Management, Guarantee, Trade Services, Trade Finance, Supply Chain Finance & Digital Banking)	2 days	4 - 5 Maret (Jakarta) 2 - 3 Mei (Jakarta)	Rp.12 mio / pax	Taufik Ardi and/or team
2	Intermediate Growing & Winning Wholesale Transaction Banking Business (Roleplay, Simulation & Studies of Various Business Case)	2 days	7 - 8 Maret (Jakarta) 7 - 8 Mei (Jakarta)	Rp.12 mio / pax	Taufik Ardi and/or team

List of Alta Perfecto's Training by Subject & Level**Sustainable Financing**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
NEW! 1	Fundamentals of Sustainable Financing : Mastering Sustainability Financing Concept, Framework & It's Application in Growing Greener Business	1 day	19 Februari (Jakarta) 2 April (Jakarta)	Rp.6 mio / pax	SVP of corporate banking & ESG Champion in a Global Bank
NEW! 2	How to Implement Sustainable Trade Finance Based on International & Local Standards	1 day	20 Februari (Jakarta) 3 April (Jakarta)		

List of Alta Perfecto's Training by Subject & Level**Sharia Financing****Basic & Intermediate Level**

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Fundamentals of Sharia Financing : Concept, Mechanism & Akad for Musyarakah, Murabahah, MMQ & IMBT	2 days	29 Februari - 1 Maret (Jakarta) 3 - 4 Juni (Jakarta)	Rp.9 mio / pax	Vice President of Sharia Banking for corporate banking segment in one of the biggest bank in Indonesia
2.	Intermediate Off-Balance Sheet Sharia Financing for Non-Retail & Non-Trade : Using Akad Ijarah Muntahiah Bittamlik (IMBT) for Alternative Financing	2 days	4 - 5 Maret (Jakarta) 6 - 7 Juni (Jakarta)		

List of Alta Perfecto's Training by Subject & Level**Cash Management**

Basic to Intermediate & Advance Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Introduction to Cash Management : Understanding Solutions & Their Roles for Banks & Clients	1 day	19 - 20 Feb (Jakarta) 7 - 8 Mei (Jakarta)	Rp.6 mio / pax	
2	Intermediate Mastering Cash Management Product And Consultative Selling Technique	2 days	22 -23 April (Jakarta) 3 - 4 Juni (Jakarta)	Rp.10 mio / pax	Aldi Sikar & Team
3	Advanced Cash Management Solutioning with Real Case Simulation & Roleplay	2 days	10 -11 June (Jakarta)	Rp.15 mio / pax	

NEW!

List of Alta Perfecto's Training by Subject & Level**Treasury****Basic to Intermediate Level**

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
NEW! 1	Fundamentals of Treasury for Operations : Concept, Mechanism, Risk and Control	2 day	22 - 23 Feb (Jakarta) 16 - 17 Apr (Jakarta)	Rp.9 mio / pax	Elly Berel and/or team
NEW! 2	All About Forex Solutions : Tod, Tom, Spot, Swap, Forward & DNDF	2 day	06 - 07 Feb (Jakarta) 20 - 21 Mei (Jakarta)	Rp.9 mio / pax	Elly Berel and/or team
NEW! 3	Mastering the Fundamentals & Various Treasury & FX Solutions	2 day	12 - 13 Feb (Jakarta) 20 -21 June (Jakarta)	Rp.9 mio / pax	Vice President Treasury Sales Head and/or team

List of Alta Perfecto's Training by Subject & Level**Treasury****Basic to Intermediate Level**

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
4	Fundamentals of Treasury from Audit Perspective	2 day	In-house training only	tbd	Elly Berel and/or team

List of Alta Perfecto's Training by Subject & Level**Credit & Lending / Corporate Banking**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Fundamentals of Corporate Banking : Credit, Risk & Analysis		15 - 16 Feb (Jakarta) 02 - 03 Mei (Jakarta)	Rp.9 mio / pax	Team Head of Corporate Banking segment & Team
2	Banking with Engineering, Procurement & Construction (EPC) Companies	2 days			
3	Banking with Telco, Media & Technology Companies		In-house training only	tbd	
4	Banking with Oil & Gas and Mining Companies				

List of Alta Perfecto's Training by Subject & Level**Credit & Lending / Corporate Banking**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
5	Penetapan & Mitigasi Resiko dari Fasilitas Kredit Modal Kerja & Kredit Investasi	2 days	In-house training only	tbd	Senior Credit Reviewer Corporate & Commercial
NEW!	The Essentials of Syndicated Loan : Advantages, Risk, Opportunities & Structuring Syndicated Loans	2 days	In-house training only	tbd	Seasoned Corporate Banker in Syndicated Loan & Corporate Finance
NEW!	The Fundamentals of Corporate Finance : Project Finance, Structured Finance, LBO & M&A	2 days	26 - 27 Feb (Jakarta) 12 - 13 Jun (Jakarta)	Rp.10 mio / pax	Seasoned Corporate Banker in Syndicated Loan & Corporate Finance

List of Alta Perfecto's Training by Subject & Level**Credit & Lending / Corporate Banking**

Basic to Intermediate Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
NEW! 8	Banking with Multinational Companies : Business Model, Various Solution, Risk & Mitigation	2 days	28 - 29 Feb (Jakarta) 10 - 11 Juni (Jakarta)	Rp.10 mio / pax	Seasoned Corporate Banker in MNC segment

List of Alta Perfecto's Training by Subject & Level

Trade Finance, SCF & Guarantee

Basic Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Fundamentals of Trade Services, Trade Finance, Supply Chain Finance & Guarantees	2 days	25 - 26 Mar (Jakarta) 07 - 08 Mei (Jakarta)	Rp.10 mio / pax	Taufik Ardi and/or team

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee**

Basic Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
2	Mastering Bank Garansi : Fundamentals, Mechanics & Structuring Facility	2 days	28 - 29 Feb (Jakarta) 02 - 03 Mei (Jakarta)		
3	Mastering Demand Guarantee : Fundamentals, Mechanics & Structuring Facility	2 days	04 - 05 Mar (Jakarta) 18 - 19 Apr (Jakarta)	Rp.9 mio / pax	Taufik Ardi and/or team
4	Mastering Standby LC : Fundamentals, Mechanics & Structuring Facility	2 days	19 - 20 Mar (Jakarta) 20 - 21 Jun (Jakarta)		

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee**

Basic Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (on-line)	Trainer
NEW! 5	Penguasaan Metode Pembayaran & Pembiayaan untuk Perdagangan Ekspor, Impor & Domestik pada Perusahaan Korporasi & SME After office hour or on weekend	2 days	15 - 16 January 27 - 28 June (Online via Zoom)	Rp.5 mio / pax	Endro Siswanto & Team
NEW! 6	Cara Melakukan Efisiensi & Alternatif Pembiayaan Modal Kerja & Financial Supply Chain dari Perusahaan (For Finance Team, Finance Manager & CFO)	2 days	In-house training only	tbd	SVP Transaction Banking and/or Team

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee****Audit, Compliance & Financial Crime**

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
7	Fundamentals of Trade Finance from Audit Perspective	2 days	In-house training only	tbd	Taufik Ardi and/or team
NEW! 8	Fundamental of Trade Finance from Compliance and Financial Crime Risk Perspective	2 days	29 January (Jakarta) 19 June (Jakarta)	Rp.6 mio / pax	Nuraini Lubis an/or team

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Mastering LC Based Financing : Trust Receipt, Pre-Export Financing, Export-Import Forfaiting (Indirect UPAS), UPAS/UPAU & Negotiation/Discounting of LC	2 days	26 - 27 February 25 - 26 April (Jakarta)		
2	Mastering Non-LC based Financing : Financing Against Advance Payment, Open Account & Documentary Collection	2 days	22 - 23 February 22 - 23 April (Jakarta)	Rp.9 mio / pax (Jakarta) Rp.12 mio / pax (Bali)	Taufik Ardi and/or team
3	Intermediate Supply Chain Finance (Financing for Suppliers & Distributors of Corporates) & Without Recourse Receivables Financing (Factoring)	2 days	21 - 22 Maret 27- 28 June (Jakarta)		

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee****Intermediate Level**

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
4	Trade Finance & Risk Management : Mitigating Credit, Operational & Fraud Risk under Trade Finance Transaction	2 days	In-house training only	tbd	Taufik Ardi and/or team
5	Membangun Trade Ecosystem untuk Pengembangan Bisnis Bank yang Aman & Berkesinambungan	2 days			

List of Alta Perfecto's Training by Subject & Level**Trade Finance, SCF & Guarantee**

Intermediate to Advance Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Intermediate Trade Finance : Calculating & Structuring Trade Finance, Supply Chain Financing & Guarantee Facilities	2 days	27 - 28 Maret 25 - 26 June (Jakarta)	Rp.12 mio / pax	
2	FI Trade Loan, Trade Risk Participation & Distribution	2 days	In-house training only	Tbd	Taufik Ardi and/or team
3	Needs Based & Consultative Selling Skills for Trade & Financial Supply Chain Solution	2 days			

Best Seller

List of Alta Perfecto's Training by Subject & Level

Trade Finance, SCF & Guarantee

Intermediate to Advance Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
NEW! 5	Masterclass of Commodity Structured Trade Finance : Understanding Concept, Mechanism & Structuring Facility	2 days	25 - 26 January 20 - 21 Mei (Jakarta)		Ridwan Susanto and/or team

List of Alta Perfecto's Training by Subject & Level**Working Capital / Corporate Debt Structuring**

Intermediate Level

No.	Judul Training	Duration	Schedule for 2024	Investment Fee (off-line)	Trainer
1	Mastering Working Capital Advisory	2 days	In-house training only	N/A	Armandi Oesman & Team
2	Fundamentals of Leverage & Acquisition Financing		In-house training only		

Profile of Lead Trainer

For syllabus of the training please call/WA/email to 081398882230 (Vita) | training@altaperfecto.com | www.altaperfecto.com



Taufik Ardi is the founder, lead trainer & consultant of Alta Perfecto Training & Consulting. He has extensive 15+ years of hands-on experience from various type of banks (local, state owned and also foreign) all of them are in the business of trade finance. He gained technical, strategic and leadership capabilities as a Trade Product & Business Development Manager. Within the last 8+ years of his career he worked with HSBC in different market regions including South-East Asia (Indonesia) & Middle East (Qatar).

He is very well versed in trade finance, supply chain finance & receivables financing (structured trade solution), commodity trade finance, standby LC & guarantees, export & import forfaiting, FI trade loan, trade risk participation and distribution topics. He has a vast range of experience which includes revamping & launching new products, establishing cooperation with insurance companies, reengineering business & operational processes, leading new initiatives & projects with the purpose of growing the banks business in a safe and sustainable way. With such experience it is expected that Alta Perfecto participants will be enriched with applicable/practical and comprehensive knowledge.

Taufik is currently preparing Alta Perfecto for international growth, establishing an association of Banker & Treasurer in Indonesia & planning for another start-up which focus on python for ML, AI & automation to grow business, reduce cost & increase efficiency in banking industry.



Syahrialdi Sikar (Aldi) has impressive of 13+ years of hands-on experience from HSBC and Standard Chartered Indonesia where his spent most of his career in transaction banking. His past roles includes handling high value clients, where he deliver cash management, supply chain and trade finance solutions for state owned enterprises, multinationals companies, medium enterprises and insurance companies.

He has led multiple cash management Request for Proposal (RFP) processes and provided extensive consultation services for client in transforming their cash management and supply chain finance structure. Aldi was also the team leader for three relationship management segments which gave him the ability to integrate cash management solution to relationship managers' revenue and liabilities target across different industries and areas.

Having taken the role as business planning manager, Aldi worked directly with the CEO in developing strategy and driving country agenda while overseeing process efficiency initiatives and cross function collaboration. This unique experience has allowed Aldi to understand the driving factor for management's goals and how solutions can be aligned to help achieve these targets. He believes that a consultative approach to solutioning leads to sustainable growth and stronger relationship between client and bank.

Aldi is currently building Mentor Inc., a mentoring platform that accelerate knowledge sharing for individuals and institutions.

Profile of Lead Trainer

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Armandi Oesman was a frontline banker with 15+ years solid experience. His extensive credit and lending skills obtained from his working experiences throughout Asia (Indonesia & Thailand), Europe (UK) and Middle East (Oman). His career started as management trainee in HSBC Indonesia and since then he worked his way in corporate banking world.

He is highly passionate in helping clients achieve their objectives, where he always believed in the importance of being a trusted advisor who provides world-class advice for them. His ability to nurture relationship with clients & stakeholder combined with his strong technical skills around corporate finance, debt structuring and advisory, enable him to tailor-make solutions for different customer needs and grow the business on all his roles in different countries.

Together with Aldi, Arman is currently building Mentor Inc., a mentoring platform that accelerate knowledge sharing for individuals and institutions.



Senior RM Corporate Banking is a seasoned banker with 15+ years of hands-on experiences in banking industry. He has works with multiple regional & global bank in Indonesia and currently he manage a team of relationship manager in corporate banking department for state-owned enterprises & large local corporate segments.

He has strong & diverse skills in corporate finance, company valuation, financial analysis, financial modeling, and capital market. He is experienced in loan syndication, project finance, acquisition financing, DCM/ECM, trade finance & cash management He also has deep understanding on multiple sectors such as infrastructure & utilities, telecommunication, media & technology, oil & gas, mining and others.



Wiwiet Yusdiman pernah menjabat sebagai Corporate Financing Risk – Senior Analyst pada bank syariah plat merah terbesar, yaitu Bank Syariah Indonesia. Sebelumnya beliau pernah bekerja di BRI Syariah sebagai Financing Review Section Head dan di Bank Mega sebagai Team Leader untuk Commercial Department.

Pengalaman beliau pernah langsung bekerja di business unit, credit analyst & reviewer, menangani berbagai macam sector usaha dan lini bisnis dapat memberikan insight, best practice, hands-on experiences maupun theoretical knowledge kepada peserta training.

Profile of Lead Trainer

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Endro Siswanto is a subject matter expert in international banking, trade finance, remittance & treasury operations and general lending. His has more than 30+ years hands-on experiences through out his tenure in PT Bank Duta Tbk as International Banking Division Head and PT Bank Mega Tbk as Trade Finance Department Head.

His past in-depth and vast experiences includes in establishing foreign exchange license for a local bank, overseeing a team of trade finance product manager & trade specialist, overseeing various type of plain vanilla and complex trade transaction for large local corporates, whether for cross border or domestic trade transaction.



Antonius Wimawan berpengalaman pada industri perbankan selama lebih dari 20 tahun pada berbagai macam fungsi seperti commercial business banking,, commercial credit loan workout, branch operation, trade operation dan trade product specialist.

Dengan pengalaman yang beragam beliau memiliki kemampaun teknis dan manajerial industri perbankan mulai manajemen produk & operasional, inisiasi kredit sampai dengan secara langsung melakukan penanganan penyelamatan dan penyelesaian kredit yang bermasalah.



VP Sharia Banking is a seasoned banker with 15+ years of hands-on experiences in banking industry. He has works with multiple banks from local to regional. His past experiences prior to sharia banking include as RM of corporate banking segment handling various industries such as oil & gas, mining, telecommunication, property, retail & services.

Currently he working as Sharia product partner for one of the biggest regional bank in South-East Asia. Where he collaborate with Corporate Banking segment to identify business opportunity, identify risk & sharia compliance aspect of the structure and provide solution and risk mitigation.

Profile of Lead Trainer

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Ridwan Susanto is a subject matter expert in commodity financing, trade finance, corporate banking, credit & lending with more than 30 years of hands-on experiences and has held various leadership positions.

His past role in banking industry including as the Country Head of Commodity & Structured Trade Finance for HSBC Indonesia, Head of Commodity Support Group and Special Assets Management for Rabobank Indonesia, Corporate Banking Division Head for Bank Mega and other various leadership position.

He has strong and diverse knowledge, insight and technical skill in identifying business, risk, structring & providing solution for corporate banking segment.



Elly Berel has 29 years hands on experiences in various position in the banking industry. Her last position was as a Client Support Division Head (Assistant Vice President) at Custody Operation with CIMB Niaga.

Prior to her role as a custody operation division head she also served the bank as Corporate & Private Banking Operation Head, Client Support & Reporting Operation head and Treasury Operation head with the bank. Before her employment with CIMB Niaga, she works with LippoBank in various operation banking position for several years. In total she has more than 6 years hands-on experience in the treasury operation subject, where she started as a supervisor and ended as treasury operation head in CIMB Niaga.

She also has extensive skill, knowledge & experiences in delivering training for various topics. Elly is a certified professional for public speaking & training.



A seasoned banker with 14+ years of hands-on experiences in banking industry. His experiences include serving corporate client/segment to cover syndication, club deals, structured finance, corporate finance and project finance in both on-shore and off-shore transactions in various industrial sectors.

His past experienced covering structured finance, project finance, corporate finance and syndicated loans with portfolio within various sectors such as infrastructure (toll-roads, airports, electricity, telecommunication, railways), plantation, poultry, multi finance, mining/oil & gas, aviation, construction, and property.

Profile of Lead Trainer

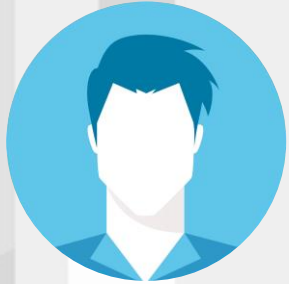
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Nuraini Lubis is a long time banking industry veteran in wholesale & transaction banking especially in corporate banking, trade finance, receivables finance, guarantee, supply chain finance & structured trade finance space

Currently she work as a managing director of Global Transaction Banking Specialist (GTBS). Prior to this assignment she managed a team of 120 people (sales, business management, product, implementation and operation) as the Country Head of Global Trade & Receivables Finance and other various leadership position in HSBC Indonesia for the past 14 years.

Prior to HSBC she had worked with BNP Paribas, Indover Bank, Bank Ekspor Indonesia and she started her banking career as a Management Trainee in Bank Negara Indonesia.



Vice President Treasury Sales Head is an experienced treasury professional who has 10+ years of experience in the financial markets and banking industry. His key capabilities including but not limited to global market, treasury (FX, rates & liquidity), asset & liability management and hedging management.

His past employment are with one of the biggest state-owned bank in Indonesia (as FX trader and chief dealer) where he responsible for devising strategy of foreign exchange & interest rate trading and to monitor and evaluate market events & policy change and its impact on economics & business.

Currently he work with one of the biggest regional international bank as VP treasury sales head.