Financial Training Institute

The Financial Training Institute (FTI) is set up by SMU to champion competency-based training for professionals in the financial services industry. Designed in collaboration with academia, practitioners and industry partners, FTI’s programmes aim to bridge the gap between knowledge and real-world applications.

FTI offers IBF-accredited certification programmes in corporate banking, financial markets, wealth management and private equity. We design learning pathways for progressive expertise-building that cut across functional boundaries and build deep knowledge in job specialisations, to develop individuals’ potentials and fulfill their career aspirations.

As a strategic knowledge partner, FTI works closely with financial institutions to deliver customised programmes that raise the bar of excellence, build pipeline for talent and drive effective change for businesses.

Since our inception in 2007, FTI has established a solid reputation for quality programmes and setting high certification standards. We have trained over 3000 participants and certified about 900 professionals, from more than 100 financial institutions.
What We Do

IBF Standards Accredited Programmes

The IBF Standards is a set of competency standards developed by the industry, for the industry. It provides a practice-oriented training and development roadmap for practitioners in the financial services sector to excel in their respective job roles. IBF Standards-Accredited Programmes guide industry practitioners to achieve professional certification across three levels: IBF Qualified (for new entrants); IBF Advanced (for senior practitioners and specialists); and IBF Fellows (for industry veterans).

FTI possesses deep knowledge of the IBF Standards framework and accreditation experience to develop and deliver quality IBF Standards-Accredited Programmes. We offer a structured learning roadmap for practitioners to attain the necessary competencies in Corporate Banking, Financial Markets, Private Equity and Wealth Management.

Specialist Workshops

FTI’s specialist workshops are designed to provide a range of technical deep-dives at both foundational and specialist levels. Topics include international trade financing, structured commodity trade financing, SME banking solutions and account management, treasury risk management, marketing treasury solutions and practical estate planning etc.
Custom Programmes

As a strategic knowledge partner, FTI possesses the expertise to design and develop certification programmes and workshops.

FTI’s value propositions

✓ Strong domain expertise across market segments
✓ Deep knowledge of IBF Standards framework
✓ Extensive accreditation experience
✓ Network of faculty, trainers and practitioners
✓ Excellent pre and post program support

Why Customise?

✓ Tailor curriculum to meet learning objectives
✓ Establish common platform to build capabilities and quality
✓ Build pipeline for talent and develop high performers
✓ Meet organisation’s need for professional certification

Our Custom Programmes

United Overseas Bank
✓ Advanced Diploma in Private Banking (IBF Level 2/3)
✓ Advanced Certificate in Wealth Management (IBF Level 2/3)
✓ Executive Certificate in Commercial Banking (IBF Level 1)
✓ UOB-SMU Banker’s Executive Certificate

DBS Bank
✓ Professional Certificate in Treasury & Markets (IBF Level 1)

Malayan Banking
✓ Executive Certificate in Commercial Banking (IBF Level 1)

Mitsui & Co (Asia Pacific)
✓ Fundamentals of Commodity Trading
Our Clients

**Banks**
- ABN AMRO Bank
- Agricultural Bank of China
- Arab Bank
- Australian and New Zealand Banking Group
- Bank of America
- Bank of China
- Bangkok Bank
- BNP Paribas
- Chinatrust Commercial Bank
- CIMB Bank
- Commerzbank
- Credit Suisse
- Credit Agricole
- DBS Bank
- Deutsche Bank
- First Gulf Bank
- HSBC Bank
- ICICI Bank
- ING Bank
- ICBC Singapore
- KBC Bank
- Maybank
- National Australia Bank
- OCBC Bank
- Raiffeisen Bank
- RBS
- Societe Generale
- Standard Chartered Bank
- State Bank of India
- Sumitomo Mitsui Banking Corporation
- UBS
- United Overseas Bank

**Financial Institutions**
- American Express International
- BGC Partners
- Billion Commodities
- Chandler Corporation
- Coface Singapore
- Eurofin Investments
- G K Goh Financial Services
- Hong Leong Finance
- iFAST Financial
- Investment Company of the People's Republic of China
- Intercontinental Exchange
- Phillip Securities
- Schroder Investment Management
- Singapore Exchange
- Six Capital
- State Street
- Swiss Re International
- UOB Kayhian
- Value Partners Asset Management
- Zurich Insurance

**Corporations/Institutions**
- Anglo American Marketing
- Building and Construction Authority
- Bunge Agribusiness
- Daimler South East Asia
- Gunvor Singapore
- Infocomm Development Authority of Singapore
- Integra Petrochemicals
- IE Singapore
- Mitsui & Co
- Noble Resources International
- Petrobras Singapore
- Petrolimex Singapore
- Recheer Resources
- Unicore Resources
- Volvo Treasury Asia

**Services Providers**
- AxiomSL
- Callatay & Wouters
- Cognizant Technologies Solutions
- Clearstream Banking S.A.
- NASDAQ OMX
- Prebon Technology Services
- S.W.I.F.T. Terminal Services
- Tullett Prebon Singapore