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## INIRODUCTION

Our Risk Management provides high-value risk management solutions and assurance through the employment of best practices that enable our clients to optimally manage their risk universe. Our team of highly experienced local and international experts, with hands-on industry experience, ensures the delivery of fully customizable and costeffective risk solutions to our clients, across financial and non-financial sectors.

Our flexibility enables us to deliver excellence through virtual platforms, physical class delivery, as well as through self-paced E-Learning. We deliver our consulting risk projects on the site as well as off-site/virtually.

Our years of experience, our globally diversified expert of Risk specialists and our hands-on learning and Consulting methodology, all assure unique value at very affordable costs.





## RISK MANAGEMENT CONSULTING OFFERINGS

### RISK GOVERNANCE ADVISORY

- Board & Risk Governance Advisory
- Board Evaluation
- Risk-Based Internal Audit (RBIA)
- Risk Culture
   Transformation

### ERM FRAMEWORK OPTIMIZATION

- ERM Framework
   Maturity Assurance
- ERM Framework Upgrade
- Sub-frameworks
   Development: ESG,
   Cyber Risk, Strategic Risk,
   etc
- ERM PoliciesDevelopment

#### **RISK MODELS CONSULTING**

- Retail Credit Models Development
- SME Credit Models
- Model Validation & Model Risk Management
- Back-Testing

### RISK REGULATORY COMPLIANCE

- Basel || & |||
- Solvency II
- ISO 31000
- COSO ERM Framework





# RISK MANAGEMENT CONSULTING OFFERINGS

- POWER SECTOR
- BANKING SECTOR
- CAPITAL MARKET & INSURANCE SECTORS
- OIL & GAS SECTOR
- TELECOM & IT SECTORS
- GOVERNMENT SECTOR

- MANUFACTURING SECTOR
- INFRASTRUCTURE & SOCIAL SECTORS





### RISK LEARNING OFFERINGS

#### **RISK COURSES: BANKING**

- Bank Risk Analysis & Rating
   School
- Basel IV: Key Considerations
- Implementing Basel III: Challenges and Solutions
- Mastering Asset & Liability Management for Banks
- Credit Models Risk: New Lessons Learned & Mitigation Processes

#### **RISK COURSES: TREASURY**

- Treasury Risk Management
- Masterclass in Liquidity Risk Management

### **AML COURSE**

 Anti Money Laundering (E-Learning)

### RISK COURSES: INSURANCE & CAPITAL MARKETS

- Mastering Asset & Liability Management for Insurance Companies
- Advanced Insurance Risk Management
- Capital Markets Risk Masterclass

#### **RISK COURSE: ESG**

 Masterclass in Environmental, Social & Governance Risk Assessment

### **RISK COURSES: TECHNOLOGY**

- Advanced IT & Cyber Risk Management
- Al & Big Data in Risk Management





### RISK LEARNING OFFERINGS

#### **RISK COURSES: ERM**

- Risk School (Credit, Market, Operational and Other Risks)
- Operational Risk (E-Learning)
- Credit Analysis (E-Learning)

#### **AML**

 Anti Money Laundering (E-Learning)

#### **RISK COURSES: ENERGY**

- Energy Risk School
- Power Sector Risk Management
- Risk Management in Oil & Gas





# Risk Management

# Our Risks Experts

Risk Experts

Continents of risk experience North America, Europe, Middle
East, Asia

International Risk Experts with best practice exposure from across 6 Fortune 500 International institutions.

280 Years and more, in combined risk experience





An expert in Risk Management, Mr. Misra worked at JP Morgan Chase as a Vice President, Risk Management. He was also Project Manager for Basel II Implementation at two of the largest Banks in the Middle-East and in Thailand as well as numerous projects for banks across the globe.

He also worked with IBM [Global Business Service] as General Manager and Senior Managing Consultant, Strategy & Analytics.

His professional experience spans six different countries across Europe, Asia, Middle-East, and Africa in a career spanning over 28 years.



Mr Griffiths is a globally respected Risk and ESG professional. He is an Institute of Risk Management (IRM) Global Ambassador and a past Chair of IRM Turkey.

He has worked extensively with banks and financial institutions in developing global standard risk & regulatory capabilities and technology-led transformations notably addressing Basel-based regulatory change as well as financial and non-financial risk capabilities.

He worked with Greek banks through the postfinancial crisis where he supported their need for ALM and Liquidity management.

His energy industry risk expertise covers the UK, Ireland, EU and Australia as well as Turkey and middle east markets.

His over 25-year professional experience spans 20 different countries around the world.



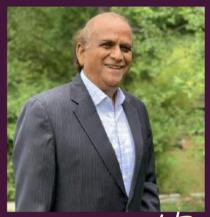
E. Chairpen

She is a risk management expert and a pioneer Regional Director of the Global Association of Risk Professionals (GARP).

She has led several Risk Management projects, including risk management frameworks for several institutions.

She is the Executive Vice Chairman/Founder of H. Pierson Associates Limited, and also has extensive expertise in Strategy and Board governance.

She has an MBA in finance and investments from the George Washington University, and has attended numerous international trainings such as at the Harvard Business School amongst others.



Dr.M.Mehta

Dr Mehta is a Treasury and Market Risk expert with over 30 years' experience, largely with Citibank. While at Citibank, he led Market risk transformation in over 40 locations.

His expertise in risk management includes Treasury Risk Management and Asset & Liability Management.

He has a strong background in Artificial Intelligence and Big data deployment in several risk management projects.

He has taught at the esteemed London Business School and served as visiting faculty at Swiss Federal Institute of Technology, Zurich, Switzerland.



### Our Alliance Partner



G-STAT is a leading risk analytics and risk modeling and consulting firm that extensively drives digital transformation in risk management through the deployment of Artificial

Intelligence and Big Data.

Over the years G-STAT has conducted hundreds of successful predictive analytics projects for its customers, developing some of the most extensive business practices and technical know-how in the market

The firm provides risk consulting and software solutions for financial institutions, including on Credit Scoring, Fraud mitigation and Basel II and III compliance software.

### a- Stat. I small

GSTAT State-of-the-Art Statistic-Econometric Models cover:

- The development of advanced statistical models (IRB) for the calculation/estimation of the credit risk components promoted by Basel II: PD, LGD, EAD, EL, and UEL.
- The development of dozens of credit risk rating models for Retail customers (Application, Behavior and Collection Scoring models).
- The development of credit scoring models for SME and Corporate customers, based on their financial statements, as well as Expert Questionnaire based models.

- Models for differential pricing of credit products based on customer's credit risk.
- Models for identifying potential customers for increased credit activity.
- Development of AMA statistical models of operational risk.
- Credit risk estimation for securitization purposes.





### OUR UNIQUE SELLING POINT

#### **OUR GLOBAL EXPERTS**

A unique blend of international & local experts with strong competence in Risk Management practices and standards. Demonstrated and proven expertise in implementing Risk frameworks and Basel accords in developed countries around the Globe.



### OUR YEARS OF RISK MANAGEMENT EXPERIENCE

#### **STRONG COMPETENCIES**

Best Practice competencies in:

- Risk Management frameworks
- Risk Modeling
- Risk Governance
- Basel Accords (Basel II, III, & IV)
- Insurance Risk
- Energy Risk



CPD, UK





### SAMPLE FOOTPRINT: G-STAT

#### **Commercial Banks**

- Hapoalim Bank
- Leumi Bank
- Kenya Commercial Bank
- Discount Bank
- Mizrahi Bank
- FIBI
- Igud Bank
- Otzar-hayal Bank
- Masad Bank

#### Mortgage Banks/Division

- Mishkan (Hapoalim)
- Leumi Mortgage Bank
- Tefahot Bank
- Discount Mortgage Bank
- Jerusalem Bank

### **Credit Card companies**

- Isradcard
- Visa CAL
- Leumi Card

#### **Insurance companies**

- CLAL Finance
- Harel
- Mimun Yashir





SAMPLE FOOTPRINT: G-STAT

Name Of Site

KCB - Kenya Commercial Bank Group

Mizrahi Tefahot Bank

Leumi Bank, Israel

Project Type

Basel II Gap Analysis, Implementation of Basel II platform, Credit Risk Rating Models Development for Corporate, consulting and training of local consultants in Retail Credit Risk Rating Models.

IRB Project Management, Credit Risk Rating Models Development for Retail, Mortgages, SME, stress tests model Development, Development Data Mart for CS Models

Credit Risk Rating Models Development for Retail, Mortgages, SME





SAMPLE FOOTPRINT: G-STAT

Name Of Site

Project Type

Discount Bank, Israel

Credit Risk Rating Models
Development for Retail, SME,
Development Data Mart for CS
Models

Jerusalem Bank, Israel

Consulting Services and Project Management, Credit Risk Rating Models Development for Corporate, Basel II Gap Analysis





### SAMPLE FOOTPRINT: H.PIERSON























### SAMPLE FOOTPRINT: H.PIERSON





























# Risk Management

### Our Delivery Methodology

### CONSULTING METHODOLOGY

- Best Practice Assessment Model
- Risk Policy Gap Tool.
- Data Architecture Gap Analysis.
- Framework Global Benchmarking.
- Risk Clinics & Workshops.
- Risk Framework Maturity Assessment.

### LEARNING METHODOLOGY

- Pre-course assignments
- Video-based Learning
- Case-based learning
- Group practical sessions and presentations
- Short Critical thinking games
- Take-home assignments and work submissions
- Very high engagement levels





### BRIEF COMPANY PROFILE

H. Pierson Associates
Limited is a boutique
Consulting & Talent
Development firm with over
31 years of providing unique
solutions to our esteemed
clients.

Our offerings are in the areas of:

- Risk Consulting
- Strategy Consulting
- HR Consulting
- Learning Solutions

The firm is set on the vision of an African Consulting firm providing industry-transforming solutions to its selected clients.

We have since grown to become a world-class institution with impressive reference sites across various sectors.

- Power
- Oil and Gas
- Governments



