

2.5: Structure Case Study

1. You have now been introduced to IB&M.
2. But as you know, each Division also comprises various teams.
3. Let us take a moment to explore these teams.
4. This chart is a summary of the areas within each IB&M Division.
Take a moment to locate your role.
5. This may be how our business unit is structured, but from a client perspective, we operate as an interconnected unit.
6. Let's use a case study as an example.
7. Company B, originating in China, has won a contract to build a Natural gas project in Australia.
8. The client requires project finance assistance, plus assistance with building a new railway line.
9. When the project begins, the client requires assistance with the payment of workers in Australia and suppliers overseas.
10. When the gas is ready for export, they need help with the gap between extraction and customer purchase.

Comment [PS1]: V1 – Original
V2 – “...each division also comprises of various teams”

11. The gas extracted in Australia, is traded in US dollars, while customers purchase the gas in local currency.
12. Through the lifespan of the project, the client receives analytics on their operation.
13. This case study is a good example of how many areas, within IB&M work together to service an individual client.
14. You will work with many parts of IB&M in order to offer our clients a seamless service.