

# QUESTIONS FOR TREASURY ADVISORS INTERVIEWS

Welcome by Chair – Interview will last 1 hour including 10 minutes to make a presentation on the case study answer submitted. We may ask questions throughout.

## Generic Questions

1. Please tell us why you would like to work with Lewisham Council and what you can add to the process.
2. Please can you each of you give us one positive and one negative experience from a London Borough client [REDACTED]
3. Your Professional Indemnity seems quite low. Can you comment on what this does and doesn't cover?
4. Please outline how the current environment and rapidly changing developments have affected your processes.
5. How have you changed your services in light of the current market turbulence regarding counterparty risk?
6. Can you tell us how you might advise the Council should we loose our HRA stock in the near future?
7. Can you describe what you offer to the Council in terms of technical advice on matters such as HRA, Financial Instruments, accounting issues, CFR etc?
8. How can you make your advice bespoke?

## Specific Questions

[REDACTED]  
A. Your tender sets out that you are owned by [REDACTED] and says that this link means you are able to offer Lewisham a discount on brokerage. Can you be specific about exactly what discount this would entitle us to?

[REDACTED]  
B. Can you tell us if you have any commission sharing relationships with money brokers, investment counterparties or fund managers?  
FOLLOW-UP - Do you have any conflicts of interest?

[REDACTED]  
C. In your response to the CLG select committee you were the only advisor to say they specifically gave advice. Can you illustrate how you do this and can you comment on whether this leaves you open to legal challenge from either clients miss-informed or counterparties who feel your advice has unduly damaged their market share?

D. Please elaborate on your Prudential Investment Portfolio concept.