

ASIAN  
BANKING  
SCHOOL

# INVESTMENT BANKING


**PUBLIC PROGRAMMES**

In collaboration with:



**MALAYSIAN  
INVESTMENT BANKING  
ASSOCIATION**  
*Persatuan Perbankan Pelaburan Malaysia*

JULY - DECEMBER



TRAINER IS VERY  
KNOWLEDGEABLE,  
EXPERIENCED AND  
ENERGETIC. SLIDES ARE  
FANTASTIC, USEFUL,  
CONCISE AND EASY TO  
UNDERSTAND.

— *Participant*  
*An Overview of Listing Requirements*  
*Trainer: Chee Kai Mun*



# PUBLIC PROGRAMMES

ABS offers industry relevant public training programmes that cover a comprehensive list of banking areas and are designed and developed in-house by our Specialist Training Consultancy Team or in collaboration with strategic learning partners that includes some of the top business schools in the world.

This publication introduces a suite of programmes available under Investment Banking. The programmes offered have been designed in consultation with investment and capital market practitioners from the banking industry, and in conjunction with the Malaysian Investment Banking Association (MIBA).

Programmes offered are on a six-month interval, which enable us to review and update our course materials based on a more intuitive understanding of what banks need in this fast-changing dynamic financial services landscape.

While the programmes that you will see here in the following pages are offered for open enrolment, they can also be customized as in-house training to suit the needs of your organization. We also provide a broad spectrum of consultancy services to create tailor-made training programmes that are specifically aligned with your organization's strategic learning requirements.

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To find out more about the other programmes we offer, please email [training@asianbankingschool.com](mailto:training@asianbankingschool.com) to request copies of the brochure or visit [www.asianbankingschool.com/our-programmes/public-programmes](http://www.asianbankingschool.com/our-programmes/public-programmes)

## OUR PUBLIC PROGRAMMES ARE GROUPED INTO THE BANKING AREAS OF:



*Note: All Information in this publication is correct at the time of printing but may be subject to change.*

# PROGRAMME CALENDAR **SECOND HALF 2019**

CONTENTS / PROGRAMME TITLE	LEARNING LEVEL	PAGE	JUL	AUG	SEP	OCT	NOV	DEC
An Overview of the Listing Requirements	Foundation	<b>03</b>				30		
Listing Requirements Chapter 10 Series: Common Pitfalls in Transaction & RPT Rules (Linking Chapter 10 to Chapters 6, 8 & 9 of Listing Requirements)	Intermediate	<b>05</b>				4		
Financial Technology (Fintech), Artificial Intelligence (AI), Big Data and Internet of Things (IOTs): Impact on Capital Market	Intermediate	<b>07</b>			25			
World Market Outlook and Banking Sector Analysis	Intermediate	<b>09</b>	23					
Fundamentals of Financial Services: Investment Banking	Foundation	<b>11</b>			10			
Operational Risk Management	Foundation	<b>13</b>		14				
Mergers and Acquisitions – Understanding the Mechanics and Avoiding the Pitfalls	Intermediate	<b>15</b>				2 - 3		
Project Financing - Essentials	Intermediate	<b>17</b>					5 - 6	
Developing Structured Products with Derivatives	Intermediate	<b>19</b>				10		
Market Manipulation and Securities Fraud	Advanced	<b>21</b>					11	

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# AN OVERVIEW OF THE LISTING REQUIREMENTS

An overall understanding of the various provisions in the Listing Requirements is paramount to the day to day job of a corporate finance personnel in providing comprehensive advice to listed clients.

This programme will cover various key provisions in the Listing Requirements, spanning across various chapters of the Listing Requirements relating to corporate governance, continuous listing criteria of a listed company, corporate disclosure framework, transactions and related party transaction rules, dealings of listed securities by directors during and outside closed periods and the consequences of non-compliance of the Listing Requirements.

## PROGRAMME DETAILS

Date : 30 October 2019  
 Time : 9:00 am – 5:00 pm  
 Venue : Asian Banking School

## PROGRAMME FEES\*

**RM2,000** | **RM2,300**  
 AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

### Regulatory Framework

- Explain the powers and roles of various regulators in governing a listed company, namely CCM, SC and Bursa
- Describe the various rules in the Listing Requirements of Bursa

### Corporate Governance (CG) Framework

- Explain the various rules regarding composition and roles of the Board of Directors, Audit Committee and Nomination Committee
- Describe the relationship between the MCCG and the CG provisions in the Listing Requirements

### Key Continuous Listing Criteria

- Describe and advise the various criteria to be fulfilled to remain listed on Bursa and explain the rationale for such criteria

### Transaction & RPT Rules

- Explain the rules relating to transactions, related party transactions (RPTs) and recurrent related party transactions (RRPTs), as well as describe the various obligations thereof

### Corporate Disclosure Framework

- Explain the financial reporting framework and advise the implications of late / inaccurate submission of financial reports
- Describe the various thresholds (percentage ratios) for announcements of transactions
- Identify the various prescribed and non-prescribed announce-able events
- Explain the guiding principles in evaluating materiality of a non-prescribed event and advise the importance of timeliness in making material announcements
- Describe the implication of failure to ensure timely and thorough dissemination of material announcements, explain the reasons for trading halt imposed by Bursa and advise the importance and expectation of Bursa in replies to media and UMA queries

### Dealings in Listed Securities and Closed Period

- Identify affected persons
- Explain procedures for dealings during and outside closed periods

### Implications of Non-Compliance

- Describe and explain the recent trends in enforcement actions taken by Bursa

## TRAINING METHODOLOGY

Presentations and discussions with easy-to-understand illustrations using PowerPoint slides, together with selected real-life case studies to reinforce the understanding of the guiding principles behind the Listing Requirements. The trainer will also share his experiences from relevant cases that he has encountered in his capacity as a Bursa Officer and an advisor-in-practice.

## PARTICIPANT PROFILE

Corporate finance personnel of investment banks with some knowledge and hands-on experience in the subject matter

## PROGRAMME OUTLINE

### Regulatory Framework

- Companies Commission of Malaysia (CCM)
- Securities Commission (SC)
- Bursa Malaysia (Bursa)

### Corporate Governance Framework

- Board of Directors
- Audit Committee
- Nomination Committee
- Malaysian Code on Corporate Governance (MCCG)
- Listing Requirements

### Key Continuous Listing Criteria

- Public shareholding spread
- Financial condition
- Adequate level of operations
- Cash company

### Key Post Listing Obligations

- Transaction and RPT Rules
  - » Scope of transaction and RPT rules
  - » Non-related party transactions
  - » Related party transactions
  - » Recurrent related party transactions
  - » Percentage ratios and obligations

- Corporate Disclosure Framework
  - » Objectives of disclosure framework
  - » Financial reporting framework
  - » Transaction based disclosures
  - » Prescribed announce-able events
  - » Non-prescribed announce-able events
  - » Materiality assessment
  - » Timeliness of material disclosure
  - » Thorough dissemination, trading halt and request for suspension
  - » Media reports and unusual market activity (UMA) queries
  - » Internal corporate disclosure policy and procedures

### Dealings in Listed Securities and Closed Period

- Affected persons
- Procedures for dealings during Closed Period
- Procedures for dealings outside Closed Period

### Conclusion

- Implications of non-compliance with Listing Requirements

## ABOUT THE TRAINER

### CHEE KAI MUN

Chee Kai Mun is the Director cum Principal Trainer of CKM Advisory Sdn Bhd, a company that focuses on providing specialized training relating to Bursa Malaysia's Main and ACE Markets Listing Requirements (Listing Requirements).

Prior to the formation of CKM Advisory Sdn Bhd, he was the Vice President of Listing Advisory & Development at Bursa Malaysia. He was instrumental in setting up and subsequently spearheading the Listing Advisory division, which is a specialized team in Bursa Malaysia that provides guidance and advice to listed companies and their advisors (namely, investment banks, legal firms, audit firms and secretarial firms) in interpretation and application of the Listing Requirements.

Chee was also Director, Compliance & Advisory of Tricor Corporate Services Sdn Bhd, a corporate advisory firm in Kuala Lumpur. He was responsible for providing advisory services in compliance with Listing Requirements to their corporate secretarial and share registrar teams, as well as clients listed on the official list of Bursa Malaysia.

He has accumulated more than 20 years of extensive experience in corporate advisory work relating to Listing Requirements. Chee has hands-on experience in this field from 3 perspectives – as a regulator with Bursa Malaysia, an advisor-in-practice with Tricor and as a team member of the corporate finance division in a listed company. He has also conducted training in Listing Requirements for Directors, CEOs, CFOs and Company Secretaries of listed companies.

# LISTING REQUIREMENTS CHAPTER 10 SERIES: COMMON PITFALLS IN TRANSACTION & RPT RULES

The various chapters in the Listing Requirements are often intertwined. Provisions in Chapter 10 on Transactions, is no exception. A good understanding of how Chapter 10 is linked to the other chapters in the Listing Requirements is crucial to avoid the common pitfalls in ensuring compliance with the Listing Requirements.

## PROGRAMME DETAILS

Date : 4 October 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM2,000** | **RM2,300**  
AICB / MIBA Member | Non-Member

\*Subject to 6% Service Tax per pax

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Understand the common pitfalls in computation of percentage ratios, including the assumption of liability and aggregation rules
- Understand compliance with Chapter 10 for transactions between listed holding company and its listed subsidiary company (One-Tier Rule in FAQ 10.7 & 10.8)
- Apply the “One-Tier Rule” in various RPT Scenarios
- Understand the rationale behind “deemed acquisition” principle when subscribing in new shares of an investee company, and the application thereof
- Understand the rationale behind “deemed disposal” principle when an existing subsidiary company issues new shares to another person, and the application thereof
- Understanding the linkage between Chapter 10 and rules relating to:
  - *Provision of financial assistance*
  - *Subscription in debt securities*
  - *Shareholders prior approval when entering into option agreements*
  - *Material dilution of interest in a principal subsidiary*
  - *Material variations in terms of an agreement*
  - *Dealings in quoted securities*
  - *Other provisions relating to disclosure obligations*

## TRAINING METHODOLOGY

Presentations and discussions with easy-to-understand illustrations using PowerPoint slides, coupled with selected real-life case studies to reinforce the understanding of the guiding principles behind the Listing Requirements. The trainer will also share his experiences from relevant cases that he has encountered in his capacities as a Bursa Officer and an advisor-in-practice.

## PARTICIPANT PROFILE

Corporate finance personnel of investment banks with good knowledge and at least 2 years hands-on experience in the subject matter.

**Participants must have also attended the “Decoding Transaction & RPT Rules – Module 1” programme for maximum learning experience**

## PROGRAMME OUTLINE

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Transaction & RPT rules (recap)	Subscription of shares by listed issuer & deemed acquisition
Percentage ratios	Issue of shares by subsidiary & deemed disposal
Market capitalisation ratio <ul style="list-style-type: none"><li>» <i>Net profit ratio</i></li><li>» <i>Total asset ratio</i></li><li>» <i>Equity issued ratio</i></li><li>» <i>JV ratio</i></li><li>» <i>Original cost ratio</i></li><li>» <i>Definition of net profit &amp; net assets</i></li></ul>	Settlement of debt via contra of assets & deemed disposal
Assumption of liability – various scenarios	Material dilution in principal subsidiary (paragraph 8.21)
Aggregation Rules (re-cap with advanced applications) <ul style="list-style-type: none"><li>» <i>Same party rule</i></li><li>» <i>Same asset rule</i></li><li>» <i>Contiguous land rule</i></li><li>» <i>Application of aggregation rule</i></li><li>» <i>Two-way aggregation scenario</i></li></ul>	Material variations in proposals approved by shareholders (paragraph 8.22)
Option agreements & shareholders' prior approval	Provision of financial assistance and RPT
"One-Tier" Rule (FAQs 10.7 & 10.8) & RPT	Subscription of debt securities & provision of financial assistance (paragraph 2.2, Practice Note 11)
Transactions between two subsidiaries	Becoming or ceasing to be a subsidiary (paragraph 9.19(23) & (24))
	Acquisition/disposal of shares in other listed issuers (paragraph 9.19(25) & (26))
	Dealing in quoted securities (paragraph 9.20)

## ABOUT THE TRAINER

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### CHEE KAI MUN

Chee Kai Mun is the Director cum Principal Trainer of CKM Advisory Sdn Bhd, a company that focuses on providing specialized training relating to Bursa Malaysia's Main and ACE Markets Listing Requirements (Listing Requirements).

Prior to the formation of CKM Advisory Sdn Bhd, he was the Vice President of Listing Advisory & Development at Bursa Malaysia. He was instrumental in setting up and subsequently spearheading the Listing Advisory division, which is a specialized team in Bursa Malaysia that provides guidance and advice to listed companies and their advisors (namely, investment banks, legal firms, audit firms and secretarial firms) in interpretation and application of the Listing Requirements.

Chee was also Director, Compliance & Advisory of Tricor Corporate Services Sdn Bhd, a corporate advisory firm in Kuala Lumpur. He was responsible for providing advisory services in compliance with Listing Requirements to their corporate secretarial and share registrar teams, as well as clients listed on the official list of Bursa Malaysia.

He has accumulated more than 20 years of extensive experience in corporate advisory work relating to Listing Requirements. Chee has hands-on experience in this field from 3 perspectives – as a regulator with Bursa Malaysia, an advisor-in-practice with Tricor and as a team member of the corporate finance division in a listed company. He has also conducted training in Listing Requirements for Directors, CEOs, CFOs and Company Secretaries of listed companies.



# FINANCIAL TECHNOLOGY (FINTECH), ARTIFICIAL INTELLIGENCE (AI), BIG DATA AND INTERNET OF THINGS (IOTS): IMPACT ON CAPITAL MARKET

This programme will provide participants with a better understanding of the meaning of digital economy (such as Financial Technology (FinTech), Big Data, Artificial Intelligence (AI) and Internet of Things (IoT) and how it impacts on current job functions / activities as well as areas of awareness that participants need to pay more attention to

## PROGRAMME DETAILS

Date : 25 September 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM 1,400** | **RM 1,600**  
AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Explain what the Digital Economy is
- Define what is FinTech, Big Data, AI and IoT
- Describe the application and impact of FinTech, Big Data, AI and IoT on various industries
- State the areas where financial services professional need to pay more attention and increase awareness
- Analyse the impact of digital economy on the activities of financial services professional and get ready for the changes

## TRAINING METHODOLOGY

Lectures and workshop-styled discussions and presentations

## PARTICIPANT PROFILE

CMSRL / ERP License Holders, Investment Advisers, Dealer Representatives, Fund Managers, Registered & Licensed Financial Planners, Investment Bank management and staff, Commercial Bank Management and Staff, Islamic Bank Management and Staff, Unit Trust Agent, Insurance Agents and Retail Investors

## PROGRAMME OUTLINE

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### Digital Economy

- Definition
- Impact on the economy – E-Commerce / M-Commerce
- Cashless society
- Areas to pay more attention to and increase awareness of
- Case study – Tencent and Alibaba's success story

### Financial Technology (FinTech)

- Blockchain technology
- BNM ruling on digital currency
- Robo advisor
- Challenges faced by financial services professionals
- Case study: Ali Pay and WeChat Pay
- Case study: application of Blockchain technology in the logistics industry

### Big Data

- Definition
- Applications and impact on banking industry, government, manufacturing, healthcare, education, media, sports and etc
- Case study: Big Data, KYC and money laundering
- Case Study: Big Data and Industry 4.0 – impact on the Malaysian manufacturing industry

### Artificial Intelligence (AI)

- Knowledge representation
- Approaches and tools
- Application and impact on finance, healthcare, automotive and other industries
- Case study – application of face recognition, voice recognition and sensors in the furniture industry

### Internet of Things (IoT)

- Definition
- Smart City
- Application and impact on environment monitoring, infrastructure management, agriculture, energy management, medical and healthcare, building and home automation, transportation and consumer application
- Case Study: the impact of IoTs on the automotive industry

### Discussion

- Impact of the Digital Economy on the activities of financial services professionals and getting ready for the changes

### Impact of FinTech, Big Data, AI and IoTs on the Malaysian capital markets

- Digital Economy issues in Budget 2019 and Transformasi Nasional 2050
- The new government's direction in Digital Economy
- Opportunities and challenges of the Malaysian industry in the Digital Economy
- Discussion: Are Malaysian companies ready for the changes?

## ABOUT THE TRAINER

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### DR. CH'NG HUCK KHOON

Dr. Ch'ng Huck Khoon pursued his PhD studies in Finance at Universiti Sains Malaysia (USM), holds a MBA (Finance) from the University of Stirling (UK) and is an Associate Member of the Centre for Business and Management (CBM) Universiti Tunku Abdul Rahman (UTAR). He is also an Honorary Lecturer at USM.

He is the Founder and CEO of CHK Consultancy Sdn Bhd and conducts seminars for regulators and local and foreign banks on current economic issues, corporate strategies, Sun Tsu Art of War for traders and investors, wealth management, AMLA and the digital economy. He is a HRDF Certified Trainer and on the Academic Council and Examination Board of SDH Institute (Singapore). He is an Independent Non-Executive Director of CNI Holdings Berhad, YGL Convergence Berhad and AT Systematization Berhad, all of which are listed on Bursa Malaysia Securities Berhad.

He is a columnist in CARI internet on stock market matters and is regularly interviewed on financial related topics by the local media. One of his research papers entitled 'How Many Securities Make A Diversified Portfolio: KLSE Stocks?', was selected as the winner of the Security Commission Capital Market Award 2000. His main research interests are in investment and behavioural finance and his research papers have been published in Malaysia, India and Australia. Dr Ch'ng He is the author of "How to Select a Winning Stock".

# WORLD MARKET OUTLOOK AND BANKING SECTOR ANALYSIS

To understand the latest global market trend and apply the fundamental analysis for better investment decisions.

## PROGRAMME DETAILS

Date : 23 July 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM 1,400** | **RM 1,600**  
AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Discuss the latest economic outlook for the global markets
- Interpret the economic terms in Bank Negara Malaysia's publications
- Apply the fundamental analysis approach on asset selection
- Describe the business model for the banking industry
- Identify what the important factors are that influence share prices for the banking industry

## TRAINING METHODOLOGY

Instructor lead lectures and discussions

## PARTICIPANT PROFILE

CMSRL/ ERP license holders, public listed company directors, investment advisers, dealer representatives, fund managers, investment bank management and staff, commercial bank management and staff, Islamic bank management and staff, public and industry related professionals, the management of stock broking firms, business reporters, Unit Trust agents and retail investors.

## PROGRAMME OUTLINE

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### World Market Outlook

- » US/ China trade war
- » Donald Trump's US policies
- » China's Belt and Road initiative
- » European Union economic crisis
- » Japan and Asia country economic development

### Sector Analysis on Banking Construction Sector

- » Industry's life-cycle
- » Important factors that influence share prices for the banking industry

### Malaysia's Economic Outlook

- » The Government's direction and challenges
- » 2019 Budget, TN2050, Digital Free Trade Zone
- » Latest BNM annual report
- » GDP, inflation, unemployment rate
- » Monetary policy and Ringgit outlook

### Investment Opportunities and Challenges

- » Possible risks and challenges ahead
- » Portfolio strategies / active portfolio management

## ABOUT THE TRAINER

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### DR. CH'NG HUCK KHOON

Dr. Ch'ng Huck Khoon pursued his PhD studies in Finance at Universiti Sains Malaysia (USM), holds a MBA (Finance) from the University of Stirling (UK) and is an Associate Member of the Centre for Business and Management (CBM) Universiti Tunku Abdul Rahman (UTAR). He is also an Honorary Lecturer at USM.

He is the Founder and CEO of CHK Consultancy Sdn Bhd and conducts seminars for regulators and local and foreign banks on current economic issues, corporate strategies, Sun Tsu Art of War for traders and investors, wealth management, AMLA and the digital economy. He is a HRDF Certified Trainer and on the Academic Council and Examination Board of SDH Institute (Singapore). He is an Independent Non-Executive Director of CNI Holdings Berhad, YGL Convergence Berhad and AT Systematization Berhad, all of which are listed on Bursa Malaysia Securities Berhad.

He is a columnist in CARI internet on stock market matters and is regularly interviewed on financial related topics by the local media. One of his research papers entitled 'How Many Securities Make A Diversified Portfolio: KLSE Stocks?', was selected as the winner of the Security Commission Capital Market Award 2000. His main research interests are in investment and behavioural finance and his research papers have been published in Malaysia, India and Australia. Dr Ch'ng He is the author of "How to Select a Winning Stock".



# FUNDAMENTALS OF FINANCIAL SERVICES: INVESTMENT BANKING

This programme will provide participants with an understanding of the roles and responsibilities of licensed intermediaries and other representatives, and the regulations governing the business activities and market practices in the Malaysian capital markets. It will also provide an overview of the common forms of financing services.

## PROGRAMME DETAILS

Date : 10 September 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM 1,400** | **RM 1,600**  
AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Identify the overall financial systems and regulatory framework that affects the local capital markets
- Explain the capital and money markets and how they can be used by Investment Bankers to help their clients
- Propose relevant financial or capital market instruments to clients

## TRAINING METHODOLOGY

Lecture session with discussions and use of case studies for group exercises

## PARTICIPANT PROFILE

Analysts, market strategists, financial consultants, relationship managers, sales and corporate planning personnel, risk managers and investment bankers

## PROGRAMME OUTLINE

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### Overall Financial Systems

- Regulatory developments and supervisory assessments
- Developments in risk management and regulatory requirements

### Capital and Money Markets

- Understand financial markets including the exchange traded market, over-the-counter market, money market, bond market and equity market
- Growth of capital market products and services to promote economic growth

### Investment Decisions in the Financial System

- Sources of financing decision, trends in rising capital, capital structure, classification of bond market MGS and corporate bond
- Debt financing services, bond valuations, convertible bonds and credit rating

### Recent Evolution in Investment Banking

- Digitalisation and technology trends impacting the capital markets
- New products and solutions

## ABOUT THE TRAINER

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### CHEAH WEE LEONG

*Director of Investment Banking Training, Asian Banking School*

Cheah Wee Leong has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, he brings with him broad experience as a former banker and management consultant. Wee Leong started his career at Citibank in 1993 before joining the US management consultancy firm Accenture in 1997. There, he was involved in managing large bank merger integration, process re-engineering and transformation projects. He has worked on projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia.

In 2003, Wee Leong joined CIMB as its Head of Operational Risk Management and led the implementation of the bank's operational risk management and Basel 2 – Operational Risk framework. Subsequently, he assumed various senior roles in Trade Finance, Regional Transaction Banking, Corporate Banking, Treasury and Markets division and the Group CEO's office. He was instrumental in helping CIMB win numerous awards in Transaction Banking in Malaysia, Indonesia and Thailand as Head of Regional Marketing, Regional Transaction Banking from 2011-2014. His last role at CIMB was as Director, Group Strategy.

Wee Leong holds a Bachelor's Degree in Business Administration from the US and a Master of Business Administration (with Distinction) from the Anglia Ruskin University, United Kingdom. He is a certified Chartered Banker, Finance Accreditation Agency (FAA) Certified Training Professional and has completed the Kirkpatrick Four Levels® Evaluation Certification – Bronze Level certification.

# OPERATIONAL RISK MANAGEMENT

This one-day programme provides insight and practical tools to increase participants' understanding of managing Operational Risk in capital market institutions. It will discuss the framework and knowledge required to use key techniques and tools of Operational Risk Management in the Capital Markets; with learning achieved through theory and approach scenarios, as well as real-life examples.

## PROGRAMME DETAILS

Date : 14 August 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM 1,400** | **RM 1,600**  
AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Recognise emerging issues and trends related to operational risk in the capital market industry
- Identify the sources of operational risk and how these arise within the context of capital market institutions' main business activities
- Identify the governance structures, systems, procedures and cultural aspects necessary for capital market institutions to successfully manage operational risk
- Identify risk management practices in capital market institutions
- Recognise the desired behaviours in developing a risk management culture in capital market institutions

## TRAINING METHODOLOGY

Lectures and workshop-styled discussions and presentations

## PARTICIPANT PROFILE

Operational Risk managers and officers, operations staff, IT staff, Risk Managers, Compliance Officers, Regulators, auditors, supervisors, ERM managers, middle management and individuals requiring an understanding of Operational Risk

## PROGRAMME OUTLINE

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### Risk Management Overview

- Overview of Risk Management in the capital markets
- Describe the essential elements of Risk Management
- Describe what “normally goes wrong” in a capital market institution
- Describe how risk can be aggregated and mitigated

### Introduction to Operational Risk

- Definitions of Operational Risk
- Examples of significant Operational Risk losses
- Current industry drivers of increasing Operational Risk in capital market financial institutions: complexity, innovation, litigation etc.

### Definition of Risk Classes

- Illustrate the potential forms of Operational Risk losses
- Describe the Basel risk categories for loss data capture and how they are relevant to financial and capital market Institutions

### Operational Risk Governance

- Risk management process
- Roles and responsibilities of the board, senior management and support functions
- Defining risk appetite for operational risk
- Evaluate corporate governance standards
- Three lines of defence
- Operational Risk framework
- Operational Risk cycle – identification, assessment, measurement, mitigation and management
- The role of culture in enterprise-wide management of operational risk in capital market institutions

### Management of Operational Risk

- Operational Risk policy
- Control risk self-assessment
- Key risk indicators
- Scenario analysis
- Operational Risk incident reporting
- Improving risk processes

## ABOUT THE TRAINER

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### CHEAH WEE LEONG

*Director of Investment Banking Training, Asian Banking School*

Cheah Wee Leong has more than 25 years' experience working in the banking industry with local and foreign banks in various roles and capacities. A seasoned professional, he brings with him broad experience as a former banker and management consultant. Wee Leong started his career at Citibank in 1993 before joining the US management consultancy firm Accenture in 1997. There, he was involved in managing large bank merger integration, process re-engineering and transformation projects. He has worked on projects in various countries including Hong Kong, China, Singapore, Indonesia, Thailand, Mauritius and Saudi Arabia.

In 2003, Wee Leong joined CIMB as its Head of Operational Risk Management and led the implementation of the bank's operational risk management and Basel 2 – Operational Risk framework. Subsequently, he assumed various senior roles in Trade Finance, Regional Transaction Banking, Corporate Banking, Treasury and Markets division and the Group CEO's office. He was instrumental in helping CIMB win numerous awards in Transaction Banking in Malaysia, Indonesia and Thailand as Head of Regional Marketing, Regional Transaction Banking from 2011-2014. His last role at CIMB was as Director, Group Strategy.

Wee Leong holds a Bachelor's Degree in Business Administration from the US and a Master of Business Administration (with Distinction) from the Anglia Ruskin University, United Kingdom. He is a certified Chartered Banker, Finance Accreditation Agency (FAA) Certified Training Professional and has completed the Kirkpatrick Four Levels® Evaluation Certification – Bronze Level certification.



# MERGERS AND ACQUISITIONS — UNDERSTANDING THE MECHANICS AND AVOIDING THE PITFALLS

In this two-day programme, participants will be exposed to the mechanics of mergers and acquisitions (M&A) deals and the potential issues arising from such deals.

## PROGRAMME DETAILS

Date : 2 - 3 October 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM2,200** | **RM2,500**  
AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Describe the reasons for companies to undertake M&A transactions
- Explain the rules and regulations that governs M&A activities
- Summarise the potential risks, uncertainties and challenges involved in a M&A deal
- Identify the appropriate valuation methods for businesses involved in a M&A transaction
- Select the appropriate financing strategies for a M&A deal

## TRAINING METHODOLOGY

Interactive presentations, question-and-answer (Q&A) sessions and short case studies discussion

## PARTICIPANT PROFILE

Holders of Capital Market Services Representative Licence and employees of registered persons as well as those who are interested to broaden their knowledge in mergers and acquisitions

## PROGRAMME OUTLINE

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### Day 1

#### Overview of M&A

- » Types of transactions and terminologies of M&A with case studies
- » Reasons for companies to undertake M&A exercises
- » Other deal structures – spin-offs, split-offs, carve-outs, divestitures, LBO etc
- » A typical process of an M&A transaction
- » The key players and their respective roles

#### What Drives Value in M&A?

- » Current trend driving the M&A activities
- » What drives value creation in a M&A deal
- » Guiding principle of value creation
- » Attractiveness of target companies

#### Valuation in M&A

- » Role of valuations in M&A
- » Conventional valuation approaches for M&A exercises
  - Asset approach
  - Income approach
  - Market approach

#### Group Exercise – Using DCF approach

#### Consideration for Valuation Under Specific Situations

- » Distressed assets
- » Start-ups
- » LBO

#### Case study: Valuation under specific corporate situation

### Day 2

#### Rules and Regulations Governing M&A

- » Difference between private and public M&A
- » Complying to the relevant regulations, codes, standards and guidelines
- » The Malaysian Code on takeover, mergers and compulsory acquisitions
- » Bursa Malaysia listing rules
- » Companies Act
- » Other relevant rules and regulations

#### Basics of Financing a M&A Deal

- » Review of typical deal structures and associated financial structures
- » Financing solutions
  - Equity issuance
  - Leveraged acquisitions and leveraged buyouts
  - Bridge financing
  - Deferred considerations

#### Post-deal Integration

- » M&A strategy for successful integration
- » Managing post-merger integration with focus on stakeholder value
- » Best practices in post-merger that impact the new organisation's strategy, structure, and culture

#### Minimising Potential Risks in M&A

- » What are the main risks to be identified
- » Risks of an unsuccessful integration process
- » Dealing with risks

#### Discussion: M&A success stories and lesson learned

## ABOUT THE TRAINER

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### CHAN HUAN WEI, THOMAS

Thomas is a training consultant with i-Biz Concept Sdn Bhd and has been conducting training for more than fifteen years, specialising in a broad range of financial areas. His background is in investment management, financial planning, corporate finance and relationship management. He is a speaker for various capital market courses including the Securities Commission's licensing examination preparatory courses and continuous professional education (CPE) courses as well as the Certified Financial Planner (CFP) certification programmes. He has spent more than a decade in the financial services industry working within major financial institutions, fund management companies and insurance companies. He is a Certified Financial Planner and previously, held a Capital Market Services Representative Licence for fund management. He studied for his Master's degree in Finance and Bachelor's degree in Marketing at the University of Strathclyde, United Kingdom.

# ESSENTIALS OF PROJECT FINANCING

The aim of this programme is to equip participants with a comprehensive overview of project financing by taking them through all the stages of a project finance transaction.

## PROGRAMME DETAILS

Date : 5 - 6 November 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM2,200** | **RM2,500**  
AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Identify the risks in project financing
- Establish the structure of contracts for various types of project financing
- Analyse assignment contracts and term sheets
- Develop project financing methodology for various sectors

## TRAINING METHODOLOGY

Interactive presentations, Question-and-Answer sessions and short case studies discussion

## PARTICIPANT PROFILE

Banking and capital market professionals including holders of Capital Market Services representative licence and Employees of Registered Person as well as those who are interested to broaden their knowledge in project financing

## PROGRAMME OUTLINE

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### Day 1

#### Project Finance - Introduction

- » Difference between "Project Finance" and financing of a project
- » Limited-recourse and non-recourse finance
- » Who uses project finance and why?
- » What is the downside?

#### Risk Analysis by the Lender and Sponsors

- » What are the risk/reward objectives of sponsors and lenders?
- » Exploring the different types of debt – senior/subordinated/mezzanine
- » Factors influencing the structure and pricing – country/political risk, sales/offtake, environment/regulatory, quantitative analysis etc
- » Key ratios – annual debt service, loan life and project life covers
- » Balancing equity and debt

#### The Process of Project Finance

- » Understanding the players and their interests
- » Ownership structures
- » Key project contracts
- » Role of advisers – financial, technical and legal
- » The financial feasibility study/debt structuring
- » The information memorandum
- » Debt underwriting/syndication
- » Financial close
- » Post-close monitoring

#### Other Sources of Debt Finance / Risk Mitigation

- » The bond markets
- » Credit enhancement through guarantees
- » Islamic finance
- » Private political risk insurance market
- » Export credit agencies
- » Multilateral agencies/development banks
- » Sponsor co-financing Project

### Day 2

#### Preparing documentation for project financing

- » The term-sheet – purpose, legal status, binding/non-binding aspects
- » Term-sheet/documentation provisions
- » Legal opinions
- » Standard terms

#### Infrastructure Project Finance

- » Toll-road and bridge financing
- » Rail/light rail systems
- » Water/desalination projects

#### PFI/PPP Projects

- » Rationale for public to private projects
- » The PFI/PPP process
- » Regulatory/public sector oversight
- » Project types, for example, housing, hospitals, schools etc

#### Energy Project Finance

- » Oil and gas financing
- » Power project finance

## ABOUT THE TRAINER

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### ARNOLD KWAN

Arnold Kwan Poon Keong has been conducting training regularly, mainly in the areas of corporate finance and capital markets, business process improvement, banking, risk management, work-life balance, wealth management and public speaking and presentation skills. A Fellow of the Association of Chartered Certified Accountants (FCCA), he has more than 20 years of experience in the capital markets and financial services industry, having worked with both local and international financial institutions in various capacities. He has vast experience in the equity market, corporate finance, capital markets, wealth management services, offshore private banking, risks management and commercial banking. His last posting in Malaysia was as the Chief Officer and Head of Private Banking in Citibank Berhad, Malaysia. Subsequent to that, he was the Managing Director for Malaysia in Private Banking at BNP Paribas Singapore until January 2008.

# DEVELOPING STRUCTURED PRODUCTS WITH DERIVATIVES

Structured products have witnessed rising demand since the late 1990s but then lost the trust of investors in the aftermath of the credit crisis of 2008. The structured products market became very diverse with various payoff profiles in all asset classes, that many stakeholders (banks, regulators and investors) struggled to cope with the sheer amount of innovation that appeared. This programme provides participants with the knowledge and skills in the application of structured products and how these products fulfil the investment objectives of their clients.

## PROGRAMME DETAILS

Date : 10 October 2019  
 Time : 9:00 am – 5:00 pm  
 Venue : Asian Banking School

## PROGRAMME FEES\*

**RM 1,400** | **RM 1,600**  
 AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Explain the uses of derivatives in the current financial markets
- Describe the benefits and risks of investing in structured products
- Explain how the components of structured products function
- Differentiate between the various derivative components in structured products
- Explain how derivatives are combined to provide customised payoffs profile

## TRAINING METHODOLOGY

Lectures, quizzes and hands-on exercises

## PARTICIPANT PROFILE

Retail and HNWI sales staff covering multi asset classes (ERPs), licensed dealer representatives, wealth management product owners and finance managers

## PROGRAMME OUTLINE

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### **Primer on Derivatives and Structured Products**

- » Brief history of derivatives
- » Role of derivatives – hedging, speculation, trading
- » Primer on forward, futures
- » Primer on swaps
- » Primer on options
- » The building block approach

### **Customising Payoff Profiles**

- » Payoff profile of options
- » Combining options
- » Understanding volatility's impact
- » Cost considerations

### **Expanding the Utility of Structured Products**

- » Exotic options - barrier, digital, lookback, Asian
- » Cash settlement versus physical settlement
- » Basket options – best-of and worst-of
- » Why correlation matters

### **Credit Risk in Derivatives**

- » Mark-to-market of derivatives
- » Who bears credit risk
- » Brief introduction to ISDA and CSA - mitigation credit risk

### **Anatomy of Structured Products**

- » Range accruals
- » Dual currency investment
- » Autocallable equity linked note

### **Exchange Traded Alternatives in Malaysia**

- » Call option and warrants / TSR
- » Company issued warrants and structured warrants
- » Issuer and investor perspective

## ABOUT THE TRAINER

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### **CHONG JIN YOONG**

Chong Jin Yoong, CFA is the Director and Principal Trainer of Ogos Learning, a company that focuses on education in the field of banking and finance. Prior to that, he was the head of the structured products development team in AmBank's Global Markets division that focused on structuring solutions and products for both institutional, corporate and retail clients. He has also been attached to the treasury of OSK Investment Bank as a licensed fixed income dealer.

He is an active member of the CFA Society of Malaysia and currently serves as its Honorary Secretary. He is an examiner for the Chartered Banker, PKMC and IPPC qualification programmes at the Asian Institute of Chartered Bankers (AICB) and contributes to their curriculum development. He has authored and co-authored multiple textbooks in collaboration with AICB and Oxford Fajar, including the ones for the PKMC licensing exam. He personally obtained the PKMC certification with Distinction in 2008.

Aside from this, Jin Yoong has been conducting training on fixed incomes, derivatives and structured products for the CFA programme (Level 1, 2 and 3) for CFA candidates since 2009. He also conducts SIDC accredited CPE courses and is a course instructor for the Securities Commission's Islamic Capital Markets Graduate Training Scheme and Licensing exams (Module 7 and 12).

# MARKET MANIPULATION AND SECURITIES FRAUD

This programme equips participants with the skills and knowledge in assessing and managing cases related to securities offences.

## PROGRAMME DETAILS

Date : 11 November 2019  
Time : 9:00 am – 5:00 pm  
Venue : Asian Banking School

## PROGRAMME FEES\*

**RM 1,500** | **RM 1,700**  
AICB / MIBA Member | Non-Member

*\*Subject to 6% Service Tax per pax*

## LEARNING OBJECTIVES

By the end of this programme, participants will be able to:

- Demonstrate potential market manipulation and engage in preventive measures to mitigate trading losses
- Identify red flags in securities-related fraud and securities offences
- Recommend compliance procedures to prevent risks of market manipulation and securities offences

## TRAINING METHODOLOGY

Instructor-led workshops

## PARTICIPANT PROFILE

Capital markets participants: dealers, relationship managers, fund managers and compliance personnel

## PROGRAMME OUTLINE

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### Market Manipulation

- » Map out the various types of market manipulation: Pools, Churning, Stock Bashing, Pump and Dump, Runs, Ramping (the market), Wash Trade and Bear Raid
- » Identify pump-and-dump modus operandi and the various versions of this fraud

### Securities Fraud (I)

- » Map the various types of securities fraud: corporate fraud, corporate misconduct, dummy corporations, internet fraud, insider trading, accountant fraud, boiler rooms, mutual fund fraud and Ponzi schemes

### Application of Securities Fraud: Financial Reporting Related

- » Identify and detect the five key types of financial statement frauds
- » Perform multivariate analysis to detect potentially fraudulent financial statements

### Securities Fraud (II)

- » Overview of pre-IPO and IPO related fraud cases
- » Undertake a case study on an IPO-related fraud

## ABOUT THE TRAINER

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### DAVID MEOW (MBA (UK), CFA, FRM, ACMA, CA(M), CFP)

David has more than 20 years of experience in areas that include business valuation, financial markets and risks, and financial reporting. His exposure in diverse areas in the capital markets as well as being a Chartered Financial Analyst (CFA) holder and qualified Chartered Accountant (Malaysia), allows him to offer training and consultancy services in specialised areas that include investment management and company valuation.

He has provided training and consultancy services to government-related bodies including Bank Negara Malaysia, Permodalan Nasional Berhad, Securities Commission Malaysia, Kumpulan Wang Simpanan Pekerja, Jabatan Perdana Menteri, as well as financial institutions. David is currently working on several development projects and programmes associated with the Securities Commission and Permodalan Nasional Berhad. He is also the Lead Moderator for the Capital Markets with the Financial Accreditation Agency.





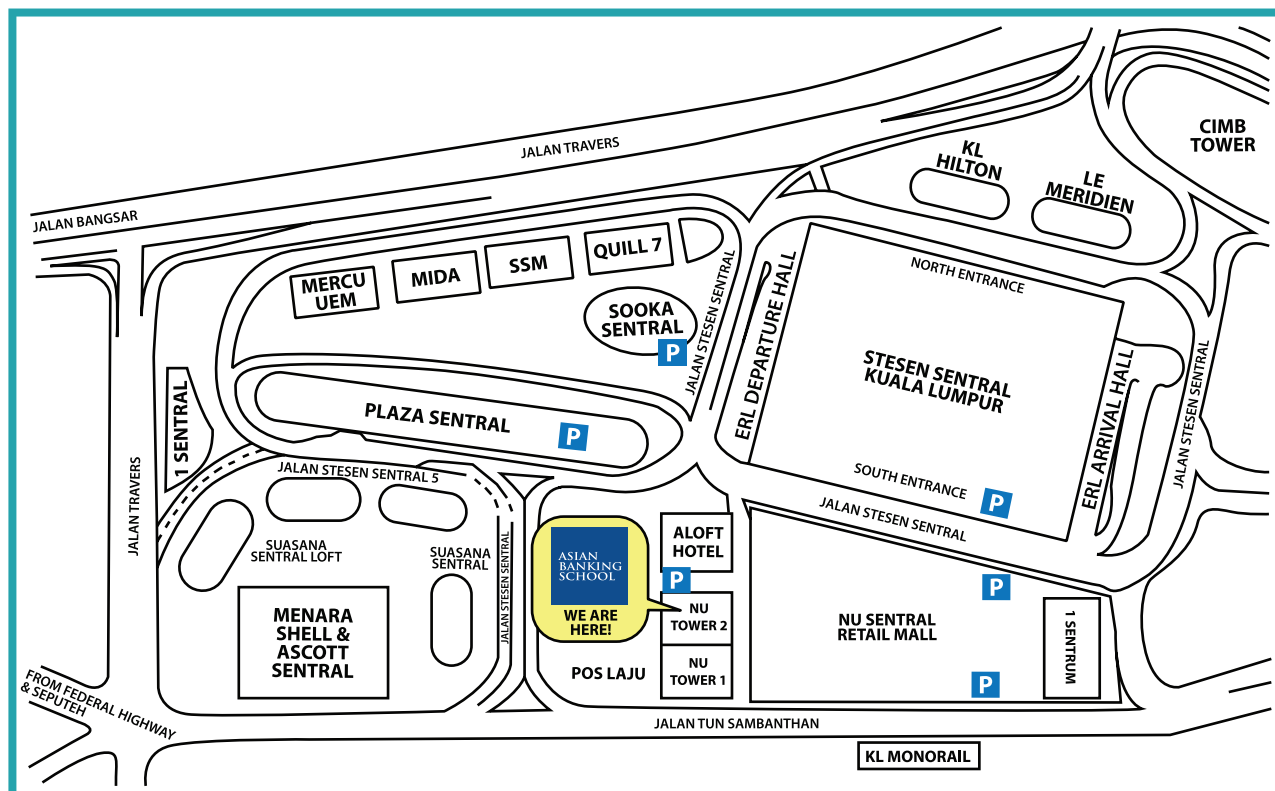
The **ASIAN BANKING SCHOOL (ABS)** is dedicated to developing talent and is the largest specialised provider of quality banking training programmes in the ASEAN region.

As the industry's preferred partner in learning and development, ABS offers customised and open enrolment training programmes that cover a comprehensive list of banking areas developed by its Specialist Training Consultancy Team or in collaboration with strategic learning partners that includes some of the top business schools in the world. This includes its Executive Education programmes with Cass Business School in London, the University of Cambridge Judge Business School and INSEAD.

ABS also works closely with the Asian Institute of Chartered Bankers in raising competency standards for the industry through the delivery of training workshops related to professional qualifications developed and awarded by the professional body; and is the exclusive training partner for the Chartered Banker Institute in the UK. It plays a significant role in enriching the talent pipeline for the financial services sector through the industry recognised Financial Sector Talent Enrichment Programme (FSTEP) and Graduate Training programmes; and is also responsible for designing, developing and delivering the industry-wide Ethics and AML/CFT programmes.

## GETTING TO ABS

The Asian Banking School (ABS) is conveniently located in Nu Tower 2 in the new business hub of the city, Kuala Lumpur Sentral. Adjacent to Aloft Hotel and next to the NU Sentral Shopping Mall, it is only steps away from Kuala Lumpur Sentral Station, Malaysia's largest transit hub, and a 5-minute walk from the Monorail Station.



### TRAVELLING TO ABS:

#### Option 1: Travel by car

- Park at NU Tower / Aloft Hotel visitor car park; or
- Park at NU Sentral

#### Option 2: Public transportation (KL Sentral Station)

- KTM Komuter
- Rapid KL LRT, Monorail, Bus
- KLIA Transit
- KLIA Express
- MRT (Muzium Negara Station)

### CONTACT DETAILS:

Asian Banking School  
Level 12, NU Tower 2  
Jalan Tun Sambanthan  
50470 Kuala Lumpur Sentral  
Kuala Lumpur, Malaysia

Tel : +603-2742 7822  
Email : [enquiries@asianbankingschool.com](mailto:enquiries@asianbankingschool.com)  
Website : [www.asianbankingschool.com](http://www.asianbankingschool.com)



# VERY INTERACTIVE TRAINER AND AUDIENCE



— *Participant*  
*Operational Risk Management*  
*Trainer: Cheah Wee Leong*

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For enquiries, please contact:

Asian Banking School  
Level 12, NU Tower 2  
Jalan Tun Sambanthan  
Kuala Lumpur Sentral  
50470 Kuala Lumpur, Malaysia  
Tel : +603-2742 7822  
Email: [enquiries@asianbankingschool.com](mailto:enquiries@asianbankingschool.com)

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