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ASIAN  
BANKING  
SCHOOL

JANUARY-JUNE

# INVESTMENT BANKING

## PUBLIC PROGRAMMES

In collaboration with:



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

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# 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.

We are also introducing *Investment Banking* for the first time as a specialised banking area. 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.

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.

## WE ALSO OFFER PROGRAMMES IN OTHER BANKING AREAS COVERING:

Branch Management
Compliance
Credit
Finance / Audit
Language
Multi-Disciplines
Professionalism & Ethics
Relationship Management
Soft Skills
Transaction Banking
Treasury & Capital Markets
Wealth Management

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)

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

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# PROGRAMME CALENDAR FIRST HALF 2018

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# TRADING FOR GEN-Y

SIDC CPE

10  
Points

LEARNING  
LEVEL : **FOUNDATION**

This programme aims to provide a practical understanding of trading in Malaysia for the Gen-Y. It will also highlight the successful trading strategies and methods.

## LEARNING OBJECTIVES

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

- Identify the entry point and exit point
- Make buying / selling decisions without hesitation
- Understand the importance of stop loss and maximum loss concepts
- Setup own trading rules that tailor to one's personal characters
- Minimise trading losses and maximise profits

## TRAINING METHODOLOGY

Lecture and discussions

## PARTICIPANT PROFILE

Dealers, remisiers, futures broker representatives, fund managers, wealth management planners, equity and futures investors. Participants should have basic knowledge of trading and chart reading.

### PROGRAMME DETAILS

DATE : 12 JUNE 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

NON-MEMBER

RM1,500

RM1,700

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

### Session 1: Money Management

- Understand the actual risk one is taking
- Understand the concept of maximum losses
- How to handle / use risk and reward ratio
- Calculate the number of stocks/ futures contract to execute

### Session 2: Technical Indicators

- When to use technical analysis and fundamental analysis
- How to use technical indicators that suit one's trading style
- Understand 5 technical indicators to help in setting risk and reward ratio, determine the entry and exit level, identify stop loss level based on support and resistance, and identify the trend patterns (uptrend / downtrend / sideways)

### Session 3: Entry Level

- Understand the concept of probability
- Is averaging down the correct way to trade?
- Initiate position in an uptrend or downtrend pattern
- How to handle order execution
- Application of risk and reward ratio, and decision making for stock buying or trading futures

### Session 4: Exit Level

- Identify profit taking level and stop loss level
- Methodologies to set stop loss point
- How to let profits run and cut losses fast
- How to take profit at different levels and to let profit run without fear

### Session 5: Trading Rules

- How to set one's own trading rules that tailor to one's personal character
- Handling unrealized losses
- Trading review and rectification measures

### Session 6: 5 Steps to Trade Successfully

- Combine all the techniques learned in session 1 to session 5
- Explore the different channels to trade online
- Discover the ways to access market and trading information

## ABOUT THE TRAINER

### CHOONG TY'NG TY'NG

Founder and Managing Director of Axcelearn Sdn. Bhd., Choong Ty'ng Ty'ng graduated from the University of Malaya with an Accountancy degree. She started her career as a Futures dealer in AmFutures and was subsequently promoted to be the Head of Futures Dealing. During her 5- year career there, she was responsible for formulating and the execution of Futures trading strategies for institutional, corporate and retail clients. She then went on to head the advisory division in e-Broking at AmInvestment Bank Berhad, where her role was to provide advisory services to clients investing in Equity and Futures markets. She was also the main speaker for all seminars and conferences conducted by the division.

Choong passed all the modules required to be licensed in both equity and futures trading in Malaysia, administered by the Securities Commission of Malaysia. She also passed all the modules for licensing in Futures trading under the Capital Markets and Financial Advisory Services Examination (CMFAS) in Singapore, administered under the Institute of Banking & Finance (IBF) and Singapore College of Insurance (SCI).

She has conducted seminars for audience from all walks of life; ranging from the investing public and remisiers to fund managers, especially on topics related to trading strategies in Futures or Equity markets in both English and Mandarin. She is also the author of "Jumpstart your Stocks and Futures Trading" which was one of the national best-selling investment books.



# BUILDING FINANCIAL MODELS WITH REASON®

SIDC CPE

10  
Points

LEARNING  
LEVEL : INTERMEDIATE

This programme works with participants to build financial models in Excel in an investment banking context and on the business aspect of financial statements, with a key focus on the insights derived from the statements regarding the company's value creation process. The end product is a financial model built from business and financial logic that is supported by evidence.

Participants will also work on a variety of Excel tools and skills used in financial modeling. These include not only short cuts that enhance work efficiency, but also techniques that enhance model robustness. Based on the business understanding acquired and the financial logic established in the resulting model, participants will work on projections based on "assumptions" that are **REASON**able and acceptable. The projected numbers can then be used for decisions in a variety of situations, from credit to valuation.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Acquire a strengthened understanding of the inter-relationships among financial metrics
- Gain insights to the business aspect of financial metrics in modeling
- Attain the skills to apply Excel tools that enhances modeling efficiency
- Learn Excel techniques that ensures modeling effectiveness
- Obtain confidence in handling models, assumptions and projections

## TRAINING METHODOLOGY

Instructor led facilitation in a workshop together with various industry case studies, Excel based exercises and current business analysis with interactive exercises & group discussions where appropriate. Participants must have a basic understanding of Excel functionalities.

**Requirements: Participants MUST bring their own laptop for the workshop**

## PARTICIPANT PROFILE

Investment bankers, corporate finance executives, analysts, financial advisory professionals and any professional who wants to gain a comprehensive understanding of this topic

### PROGRAMME DETAILS

DATE : 9 – 10 MAY 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

RM5,500

NON-MEMBER

RM6,000

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

### DAY 1

#### (N) IInput

- Working with historicals
  - *Presentation : Positive vs Negative*
  - *Model logic (BS-IS-CS)*
  - *Policy & Strategic Relationships*
  - *Future Assumptions/Anticipations (macro / industry relationships)*
- Model presentation
  - *Financial modelling 'Black Box'*
    - *Excel = key tool*
    - *A few best practices & tricks*
    - *Allows flexible management of assumptions/challenges*
- Financial statements integrity assurance:
  - *Subtotals v. Source documents*
  - *Ensure subtotals match results from source documents*

#### (S) Structure

- Basic structure - Income/Balance Sheet relationships
- Complex relationships
  - *Working capital, Debt, Equity, Buyback, Dividends*
  - *Depreciation*
- Model consistency and extract key variables

#### (R) Ratios analysis (of internal relationships in model)

- Are numbers consistent with common sense

### DAY 2

#### (A) Anticipations

- Macroeconomics and industry factors
- Research inputs
  - *Management, industry*
- Growth – drivers, supporting growth & terminal growth
- Operational assumptions
- Policy variables

#### (O) Outputs

- Income projection : interest rates
- Balance Sheet items projection : cash
- Key outputs of the integrated model (*SPEIGEL*)

#### (E) Evaluation

- Structure
- Model logic
- Stress test
- Trends

## ABOUT THE TRAINER

### DR RONALD CHUNG

Dr Ronald Chung is one of Intuition's Learning Consultants and he manages his own independent training consultancy. He is a leading expert in financial markets and strategy with close to 20 years of experience conducting training for investment and private bankers, analysts as well as portfolio and asset managers. Ron specializes in Corporate Finance, Valuation and Financial Modelling, Derivative Products, Portfolio Management and Private Wealth Management.

Prior to returning to Asia, Ron served as Director of Research for Credit Research Foundation, and Senior Consultant for Treasury Management Association (now Association for Financial Professionals,) in the U.S. Since returning to Hong Kong in 1999, he has worked with multinational financial institutions and held financial advisory positions with private companies and consultancy firms with clients from Fortune 500 companies, including AMD, AT&T, Corning, P&G, Pfizer, etc. In addition, he has delivered programmes for government/public organizations in the region including the Korean Stock Exchange and Bank of Indonesia.

Ron is a Fellow Member of the Hong Kong Institute of Directors (HKIoD) and an APEC Certified Business Consultant. He has provided training workshops for premier corporations, including Board of Directors of Bank of China and nominee of Directors of World Bank. He has published two books, *Euro 2000 and Beyond: Value Creation Strategies for International Business*, 1998 (published in the U.S.), and *VAC Change Management Strategies for CEOs*, 2005 (published in H.K.), and is the author of many articles.

Ron received his B.A. from Stirling University in the U.K., and his M.B.A. and Ph.D. in Finance from Drexel University, USA.



# BUSINESS VALUATION METHODS AND APPLICATIONS

SIDC CPE

10  
Points

LEARNING LEVEL : INTERMEDIATE

Do you take the initiative to differentiate the intrinsic values, key approaches and understand how companies derive their real values? Some measure of caution and a skillset that enables you to spot the difference will give you an advantage in making valuable decisions. This will put you ahead in front of the others in this fast moving, competitive environment. This programme will explain the determinants of the value of the businesses.

## LEARNING OBJECTIVES

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

- Explain key elements in business valuation
- Differentiate the different types of standard of values
- List the key differences between income, market and asset approaches
- Determine the core value of a company through discounting future cash flows
- Apply pricing multiples on business appraisals
- Illustrate the application of the excess earnings method

## TRAINING METHODOLOGY

Face to face and case studies

## PARTICIPANT PROFILE

Dealers, remisiers, fund managers and analysts

### PROGRAMME DETAILS

DATE : 12 FEBRUARY 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

NON-MEMBER

RM1,400

RM1,600

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

### Valuation – An Overview

- Explain the key elements in business valuation
- Basic mechanics of valuation: mixing vision and reality
- Different types of standard of values
- The process of business valuation

### Types of Valuation Models and Applying Income Approach

- An overview of income, market and asset approaches
- Measures of economic income to whom?
- Components of the income approach
- Single and multiple capitalisation methods
- How to determine discount rates
- To reflect the risk factors in business valuation

### Applying Market Approach

- Establishing and applying pricing multiples
- How many guideline companies?
- Applications and limitations of the market approach

### Applying Asset Approach

- Cost, price and value
- Type of cost and component of cost
- When does cost indicate value?
- How to perform Excess Earnings Method

## ABOUT THE TRAINER

### OOI KOK HWA

*CFA, CM&AA, MA(Finance), B.Sc (Actuarial Science)*

Ooi Kok Hwa is the Managing Partner of MRR Consulting, dealing mainly with Business Appraisals, Investment and Financial Training. He is a Chartered Financial Analyst (CFA), Certified Merger and Acquisition Advisor (CM&AA) and is also a licensed Investment Advisor by the Securities Commission of Malaysia.

As a licensed investment advisor, Ooi provides business appraisals for sale and purchase, intellectual property (IP) valuation, valuation on ESOS and pension plans. He also provides investment advisory services to clients, covering investments in Malaysia, Singapore, Hong Kong and US markets. He is actively involved in providing investment training, CFA Examination preparation courses and Continuing Professional Education (CPE) courses for fund managers, research analysts, remisiers, brokers and the general public. He has conducted CFA classes in Penang, Kuala Lumpur, Singapore, Shanghai, Vietnam and Brunei, and provides technical training sessions and examination material preparation for the Securities Industry Development Corporation (SIDC). He is a regular trainer for the Singapore Stock Exchange (SGX), Institute of Singapore Chartered Accountants (ISCA) and Malaysian Institute of Accountants (MIA). He is also one of the Finance Accreditation Agency's (FAA) accreditation panel members, and is also a moderator and industry expert for some of the FAA's Learning Standards.

Ooi is also regularly featured in the media. He is an investment columnist for Sin Chew Jit Poh, and was one for Star Biz for 4 years as well as for Pulses Magazine (published by Singapore Stock Exchange). He has also been invited as a guest speaker for NTV7 and BFM radio.



# EXPLORING SECURITIES FRAUD – GET THE SKILLS YOU NEED TO PREVENT AND COMBAT IT

SIDC CPE

10  
Points

LEARNING LEVEL : **INTERMEDIATE**

The relevant regulatory authorities are cracking down on investment fraud while the massive influx of individual investors to the securities market has made it easier for fraudsters to manipulate the system to their advantage. Intermediaries and investors can be caught in the middle. This programme aims to assist participants in gaining knowledge on how securities frauds are committed and why it is happening.

## LEARNING OBJECTIVES

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

- Identify relevant regulations
- Recognise red flags and risks to clients, the advisor and the firm
- Cite examples of misconduct and the regulatory or civil consequences
- Develop and implement practical defensive measures (*before and after red flags have been raised*)
- Build the knowledge to balance theory and regulation with robust real stories and cases from the ‘front lines’ of dealing with fraud

## TRAINING METHODOLOGY

Lecture, discussion and case studies. Participants are encouraged to bring a calculator.

## PARTICIPANT PROFILE

- Commercial and investment bankers
- Financial executives
- Accountants and auditors
- Compliance officers
- HR, Operations and IT executives
- Members of corporate M&A, Corporate Finance and Strategy functions

### PROGRAMME DETAILS

DATE : 4 – 5 APRIL 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

RM2,200

NON-MEMBER

RM2,500

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

### SECURITIES FRAUD – HOW IT'S DONE AND WHO GETS BLAMED

- Untangling the Briars of Securities Fraud Lingo
- Common Methods of Shareholder Fraud
  - *Overstating assets, overstating revenues, understating costs, understating liabilities, inflating restructuring costs, laddering, channel stuffing and fraud in M&A transactions*
- Common Methods of Investment Fraud
  - *Common scenarios of insider trading, pump-and-dump, off-shore trading fraud, foreign investor fraud, overstating returns and understating risks, backdating, cherry picking and promissory note fraud*
- Common Methods of Securities Trading Fraud
  - *False trading, market rigging, stock market manipulation and unlicensed dealers/representatives*
- Professionals at Risk of Becoming Defendants
  - *Brokers-Dealers, Financial Advisors or Analysts, Corporate Executives (CEOs, CFOs), Corporate Accountants, Accounting Firms and Private Investors*
- Investment Products and People Most Vulnerable to Fraud  
*Case study: Past cases of securities fraud*

### PREVENTION TECHNIQUES AND WARNING SIGNS

- Disclosure Rules and Challenges for Companies and Financial Intermediaries
- Who is responsible for compliance in the organization?
- What activities are most likely to reveal foul play?
- Navigating the Minotaur Maze of Financial Data – Know What to Look For
- Minimising Insider Trading Risks
- Reviewing Investment Documents – What to Look For

### SECURITIES FRAUD ACTIONS

- Securities Commission's Administrative Action
- Civil Actions
- Criminal Prosecution
- Private Civil Action for Damages
- AML Regulations  
*Case study: Actions taken by regulators in relation to securities fraud*

### ETHICS – PREVENT BECOMING A DEFENDANT

- Confidentiality vs. Reporting Requirements
- What would you do in these situations?
  - Case Studies
- Internal investigations
- Waiving privileges

## ABOUT THE TRAINER

### WONG LOKE LIM

Wong Loke Lim has almost 30 years of banking and finance-related experience. He is the principal of i-Biz Concept Sdn Bhd, a financial training and management resources provider. He is a Director of a Bursa Malaysia-listed company and sits on the Board of Governors of the Financial Planning Association of Malaysia, where he was the Deputy President from 2011-2013. Previously, he was the Chief Executive/Licensed Representative of a fund management company, a general manager at KAF Investment Bank Berhad and the Group Chief Internal Auditor of a KLSE (now Bursa Malaysia)-listed company. He speaks regularly on topics relating to capital markets, treasury, accounting and wealth management, and conducted training programmes for capital market professionals, private bankers and wealth managers in various financial centres in the Asia-Pacific region. He is a Chartered Accountant, a Fellow of the Association of Chartered Certified Accountants and a Certified Financial Planner.



# FINTECH: WHO MOVED MY CLIENTS?

SIDC CPE

10  
Points

LEARNING LEVEL : INTERMEDIATE

New digital technologies are reshaping the value proposition of existing financial products and services. The potential of Fintech to disrupt the financial sector should not be underestimated. Some traditional banks may have streamlined and started implementing their digital/mobile-first capabilities, but are they really in the driving seat or will Fintech provide the paradigm shift to leapfrog the banks like how Amazon and Alibaba have done for their respective industries. This programme will introduce to participants who are involved in the capital markets, and financial products and services as to what FinTech and technologies are capable of and what their limitations are. It will also enhance their knowledge on the next generation of technologies that are already at our door steps.

## LEARNING OBJECTIVES

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

- Enhance their understanding of FinTech and its capabilities
- Enhance their understanding of trends and issues in the digital financial space that is sweeping the financial industry
- Enhance their understanding of what the possible opportunities and threats to conventional banking / financial services business models are
- Enhance their understanding of cyber security and issues that they need to be aware of
- Enhance their understanding of latest rules and regulations governing FinTech and affecting FinTech operators

## TRAINING METHODOLOGY

The programme will be delivered using slides, live demo of some latest technologies and video presentations. The learning experience will be enhanced further with discussion involving active interactions and sharing of experiences. Examples will be used to illustrate applications and lessons learned so that participants will be able to understand and relate the learning within a real-life business environment.

## PARTICIPANT PROFILE

- Financial institutions licensees and employees
- Capital markets licensees and employees
- Financial Analysts and Corporate Advisors
- Professionals who are involved in Governance, Risk, Compliance and Ethics
- People who are keen in developing FinTech
- Professionals involved in Business Development and Strategy-related activities
- Investors in the areas that include Business Angels, Venture Capital, Private Equity, and Family Offices

## PROGRAMME DETAILS

DATE : 14 MARCH 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

## PROGRAMME FEE\*

AICB/MIBA MEMBER

RM2,200

NON-MEMBER

RM2,500

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

What is FinTech?

- Why you should not ignore its development

How is FinTech shaping the Financial Services

- Trends and development
- Banking areas that are notably targeted at by disruptions
- Renewed digital customer experience
- Disrupt or complement?
- FinTech funding and deals

An overview of:

- Crowd Funding
- Peer to Peer Lending
- Robo Advisors
- InsurTech
- Funds transfer & digital payment systems
- Cryptocurrencies
- Walkthrough of sample technologies

Regulatory intervention redefining future trends of FinTech

- Highlights of compliance issues, rules and regulations
- General expectation from the regulators
- How regulators further reshape the industry with rules on Fintech

Challenges ahead

- Cybersecurity & data protection
- Block chain

## ABOUT THE TRAINER

### AIDA LIM ABDULLAH

Aida Lim Abdullah has more than 25 years of experience in organizations and institutions ranging from audit firms, financial institutions, GLCs to regulators. She has in-depth financial and capital market experience in various roles including audit, banking, treasury, corporate finance, merger and acquisition, corporate reporting and investment analysis.

She has held managerial positions in banks like CIMB Bank Bhd (formerly, Bank of Commerce Bhd), several public listed companies and conglomerates like UEM World Bhd (formerly, Renong Bhd). Notable work experience includes leading teams for international M&A and Infrastructure deals in Malaysia, China, Hong Kong, Brazil and the U.S.

Aida then went on to take up a regulatory role in Bursa Malaysia Bhd from 1999 to 2012. Her key functions included regulating conduct of public listed companies and its management, promoting corporate governance as well as active involvement in regulatory operational matters, the drafting of policies / listing requirements and capital market guidelines. She was team leader in several regulatory departments such as Financial Review and Compliance, Investigation and Enforcement, Listing Compliance, and Corporate Surveillance and Governance. After that, she was at the Securities Commission Malaysia for 3 years in Investor Affairs, Chairman's department; leading the team to study, analyse and derive solutions for capital market development issues.

She is Founder of Corporate Streets Sdn Bhd, a company that aims to provide value-add services to business entities with practical solutions ranging from regulatory compliance, financial market and capital market knowledge to innovative solutions like digital solutions, record management and financial review.

Aida is a Certified Financial Planner (US) and Certified System Investigator (Singapore), and holds a BA (Hons) in Accounting & Finance - Major in Law (London), Diploma (Edu) in Teaching Learning Disorders Management and Child Psychology (UK), Diploma in Counselling, and Diploma in Language Development (Singapore).



# GLOBAL MARKET TRENDS AND IMPACT ON MALAYSIAN CAPITAL MARKETS

SIDC CPE

10  
Points

LEARNING LEVEL : **INTERMEDIATE**

This intensive programme combines the application of fundamental analysis, technical analysis and behavioural finance to current market positioning and themes. The objective is to quantify the current market price action to identify trends, value, trading strategies, portfolio allocation and then look at the impact these have on the Malaysian capital markets.

The disconnect between equity market pricing backed by record leverage, and European and Japanese government bonds which currently yield negative interest rates at the front of the curve will be examined. Is this greed versus fear or simply investors chasing assets? We will also discuss the current weakness of the dollar, U.S. interest rate increases, the rise of the commodity sector, China growth and the “success” of Abenomics in Japan.

The programme will highlight relative value in the respective markets, current risks, alternative assets, and various trading strategies and products, and the impact these will have on the Malaysian capital markets. It will also consider the rapidly developing FinTech market and its impact.

## LEARNING OBJECTIVES

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

- Have an overview of current market themes and price action
- Understand macroeconomic factors with an impact on Malaysian capital markets
- Know key topics on fundamental and technical analysis
- Apply fusion analysis and behavioural finance
- Examine data, charts and correlation in the markets
- Understand marketing positioning and biases
- Identify trading strategies, products and value

## PARTICIPANT PROFILE

- Investment management and trading – this programme is suited to financial market risk takers. It gives a unique look at current market themes and trends. It blends fundamental information with technical charts and price correlations in the search of value trading strategies.
- Researchers also benefit from looking at the market from a different perspective. Not every price move is based on fundamental reason. Technical charts, correlations and market positioning add a different perspective.
- Corporate, commercial, private banking and relationship managers – the programme is of great importance to sales teams and private bankers who gain a greater insight into the current market trends, trading strategies, portfolio allocation and alternative investments to discuss and market with current and potential clients.
- Anyone involved in client advisory work.

This programme will benefit all areas of the business structure with a focus on self-development, inter-personal skills, team building, expectations, responsibility and culture.

### PROGRAMME DETAILS

DATE : 16 JANUARY 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

RM2,800

NON-MEMBER

RM3,200

\*PER PAX AND INCLUSIVE OF 6% GST

## TRAINING METHODOLOGY

Instructor led facilitation in a workshop together with video analysis, case studies and interactive exercises

## PROGRAMME OUTLINE

- Introduction and objectives
- Current market themes
- Equity market levels purchased on record leverage (S&P, Chinese IPO's)
- Negative government bond yields in Europe and Japan
- U.S. dollar weakness and commodity strength- what is it telling us?
- Trump and BREXIT
- Imminent interest rate increases in the U.S. and the threat of deflation in Europe
- Have commodities rebounded (oil vs copper, and their correlating currencies and equities)
- Abenomics in Japan – is it working?
- Fundamental analysis – are we seeing value or bubbles? How is the economic data?
- Technical analysis – what is the price action telling us? And where are the markets heading
- Behavioural finance – how is the market positioned and what is the market bias? Fear or greed?

### CASE STUDY

*Combining fundamental analysis, technical analysis and behavioural finance on the current U.S. Russell 2000 (mid cap stocks) equity markets, global bond markets and looking at recent correlations. What future impact can we expect on the Malaysian capital markets?*

### Developments in FinTech

- Digitalisation and electronification
- The rise of algorithms
- Robo-advisors and the rise of passive investing
- Blockchain and cryptocurrencies

### Malaysian Capital Markets

- The current economy
- The impact from the global markets
- Correlations
- Opportunities

### How are we going to react?

- Portfolio allocation – do we want bonds and equities?
- What are the alternatives?
- Trading strategies- where is there value?
- Products- what should we trade and how do we sell it?
- Sales opportunities and communication techniques
- What will the key market themes in the next 3-6 months be

## ABOUT THE TRAINER

### PHILIP EDEN

Philip Eden is the EVP (Asia) for Intuition and a Senior Learning Consultant, specializing in capital and wholesale markets. In his EVP role, Philip is responsible for leadership and strategy. As a Senior Learning Consultant, he creates and delivers courses that are aimed at increasing knowledge and enhancing performance in the workplace. He trains and provides consultancy services for a broad client segment, including major commercial and wholesale banks, regional banks and regulators in Asia; and from graduates to C-suite.

He entered the financial markets in 1979 and has 27 years of front office experience with major banks in London, Sydney, Tokyo and Singapore. His most recent post was as Director of Global Money Markets with CSFB Tokyo and Singapore; and prior to that he was Director and Head of Trading, Rates for UBS Singapore and Chief Dealer for Mitsubishi Bank London. His experience has covered front office trading and sales, mid office risk functions and back office operations. Philip has direct business know-how of a wide product range including foreign exchange, rates and equities (including hybrids), cash and derivatives (vanilla, structured and exotics).

Philip has provided sales and solutions coverage to both the buy and sell side - major banks and securities firms, large hedge funds, international mutual funds, asset managers, quasi government agencies, multinational firms and pension funds. He has also undertaken two major restructuring projects of non-performing businesses. This combined risk diagnostics, control issues and managing human resources.

Aside from business training, his skill is in real life application of theory, by teaching complex subject matters in everyday language. Philip also handles trading practicalities, all areas of risk and operations. He recently developed a set of knowledge programmes aimed at behavioural finance, leadership performance and professional skills for business managers. Philip became a member of SGX – Derivatives Trading in 2005 and continues to trade in a proprietary capacity via his own CTA and QROPS.



# LISTING REQUIREMENTS CHAPTER 10 SERIES: DECODING TRANSACTION & RPT RULES – MODULE 1

SIDC CPE

10  
Points

LEARNING  
LEVEL : **INTERMEDIATE**

Companies listed on the Main Market of Bursa Malaysia enter into transactions, be it related party transactions (RPT) or otherwise (i.e. Non-RPT), on a regular basis. A good understanding of the rules governing Non-RPT and RPT, as well as an appreciation of the guiding principles behind such rules are paramount to compliance with Chapter 10 of the Listing Requirements.

## LEARNING OBJECTIVES

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

- Understand the extent to which Chapter 10 will apply to a listed company and its group of companies
- Understand the narrower definition of Non-RPT
- Understand the extended definition pertaining to disposal of developmental rights of real estate for Non-RPT
- Understand rationale and application of rule relating to acquisitions/disposal of landbanks by property developers and the application of the principle for all listed issuers
- Understand the wider definition of RPT
- Identify related parties and persons connected to directors and major shareholders
- Understand the rationale behind percentage ratios, the various thresholds and obligations of listed companies for Non-RPT, RPT and RRPT
- Avoid the common mistakes of relying on the wrong percentage ratios to determine listed company's obligations
- Understand the basic principles and application of the Rules of Aggregation
- Understand and avoid common pitfalls in RPT provisions with case studies

## 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 principal 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 some knowledge and at least 1 year hands-on experience in the subject matter

### PROGRAMME DETAILS

DATE : 29 JANUARY 2018  
TIME : 9:00 AM – 5:30 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

RM2,000

NON-MEMBER

RM2,300

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

### Scope of Chapter 10

- Transactions by listed issuer or subsidiaries
- Transactions between listed issuer & wholly-owned subsidiaries
- Definition of subsidiaries, joint arrangements and associated companies

### Non-Related Party Transactions (Non-RPT)

- Narrower definition of “transactions” for Non-RPT
- Extended definition of Non-RPT relating to disposal of developmental rights
- Acquisitions/disposal of landbanks by property developers

### Related Party Transactions (RPT)

- Wider definition of “transactions” for RPT
  - *Acquisition, disposal or leasing of assets*
  - *Establishment of joint ventures*
  - *Provision of financial assistance*
  - *Provision or receipt of services*
  - *Other business transactions or arrangements*
- Definition of “interest” involving related parties
- Identifying related parties
  - *Directors and major shareholders (MS)*
  - *Directors / MS and 6-months rule*
  - *Persons connected with directors and MS*
    - *Family members*
    - *Persons accustomed to act in accordance to wishes of director/MS*
    - *Persons in accordance with whose wishes director/MS is accustomed to act*
    - *Body corporate in which director/MS controls  $\geq 20\%$  voting shares*

### % Ratios & Obligations

- Ground rules in computation of % ratios
- Common pitfalls in computation of % ratios
  - *Market capitalisation ratio*
  - *Net profit ratio*
  - *Definition of net assets*
- Various thresholds & obligations for Non-RPT, RPT & RRPT

### Aggregation Rule

- Same party rule
- Same asset rule
- Contiguous land rule
- Application of aggregation rule

### RPT Case Study

- Related party at subsidiary level
  - *Paragraph 10.08(11)(n) & (o)*
  - *Paragraph 10.08(9) – Exempt RPT*
- Common Major Shareholder Rule I
  - *Paragraph 10.08(11)(l) – horizontal & vertical corporate structures*
- Common Directorship Rule
  - *Paragraph 10.08(11)(c) – horizontal & vertical corporate structures*
- Related party with shareholding  $\geq 10\%$  in target company
  - *Paragraph 10.08(11)(d)*
  - *Paragraph 10.08(11)(q)*

## 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.



# STRATEGIES FOR CREATING VALUE IN MERGERS AND ACQUISITIONS

SIDC CPE

10  
Points

LEARNING LEVEL : **INTERMEDIATE**

This programme is aimed at providing participants an understanding of the potential use of the mergers and acquisitions (M&A) strategy to optimise the value of any companies and businesses. It also covers the benefits and potential pitfalls associated with mergers and acquisitions.

## LEARNING OBJECTIVES

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

- Outline the processes involved in M&As
- Determine the approaches to valuing businesses in M&A deals
- Assess the role and rationale behind M&A exercise
- Analyse the risks, uncertainties and challenges involved

## TRAINING METHODOLOGY

Lecture, discussions and case studies

## PARTICIPANT PROFILE

- Commercial and investment bankers
- Financial executives
- Accountants and auditors
- Compliance officers
- HR, Operations and IT executives
- Members of corporate M&A, corporate finance and strategy functions

### PROGRAMME DETAILS

DATE : 26 APRIL 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

RM1,400

NON-MEMBER

RM1,600

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

Creating value through mergers and acquisitions

- Factors that drives value creation
- Enhancing value through M&A deals
- The guiding principle of value creation

Methods of valuation in M&A

- The purpose of valuations in M&A
- Common approaches to valuation for M&A exercises
- Estimating the cost of a merger or acquisition
- How to structure acquisition financing
- Demonstrate the application of valuation techniques using the case study exercise – Valuation to potential takeover target

Conducting due diligence for M&A

- What are the key issues?
  - *Commercial*
  - *Financial*
  - *Regulatory*
- Developing the due diligence process
- Responsibilities of people involved in the due diligence process
- Key personnel and information
- Common mistakes and pitfalls to avoid
- Case study: Review of past cases of failed M&A

How to mitigate risk in a M&A deal

- Main risks to be identified
- Impact of the risk(s) on valuation
- Approach to dealing with the risks
- Legal implication
- Financial ratios for consideration

Structuring M&A deals

- Describe various structures possible for M&A
- Identify the impact, advantages and disadvantages of the various forms of deal structuring
- Financing the transaction
- Other implications when structuring a deal
- All about reverse takeover and other “back door listings”

Case study – Reverse takeover of a company listed on Bursa Malaysia Securities

## ABOUT THE TRAINER

### WONG LOKE LIM

Wong Loke Lim has almost 30 years of banking and finance-related experience. He is the principal of i-Biz Concept Sdn Bhd, a financial training and management resources provider. He is a Director of a Bursa Malaysia-listed company and sits on the Board of Governors of the Financial Planning Association of Malaysia, where he was the Deputy President from 2011-2013. Previously, he was the Chief Executive/Licensed Representative of a fund management company, a general manager at KAF Investment Bank Berhad and the Group Chief Internal Auditor of a KLSE (now Bursa Malaysia)-listed company. He speaks regularly on topics relating to capital markets, treasury, accounting and wealth management, and conducted training programmes for capital market professionals, private bankers and wealth managers in various financial centres in the Asia-Pacific region. He is a Chartered Accountant, a Fellow of the Association of Chartered Certified Accountants and a Certified Financial Planner.



# WHY ETHICAL BREAKDOWNS SHOULD NOT BE IGNORED

SIDC CPE

10  
Points

LEARNING LEVEL : **INTERMEDIATE**

Big scandals like Lehman Brothers, Wells Fargo, Deutsche Bank and bad practices locally have adversely impacted our financial institutions, whether they were due to less effective management, cracks in the internal process system or innovative modus operandi. This programme aims to provide a timely focus on issues and raise awareness of what the do's and don'ts in dealing with sales of financial products and services are. This will greatly enhance the risk management effort by having all levels of the operation chain be informed of what the expectations from stakeholders, regulators and clients are. By enhancing their knowledge, awareness and reinforcing that in policy and procedures, it will create a positive professional image of the organisation. It also helps to minimise the risk of potential weaknesses in the system that can be very costly to salvage if it happens.

## LEARNING OBJECTIVES

Upon completion of this program, participants will be able to:

- Enhance their understanding of functions of various enforcement agencies in Malaysia
- Enhance their understanding of the financial institutions' eco system and regulatory framework
- Enhance their understanding of regulated activities by the Capital Market Services Act (CMSA)
- Enhance their knowledge and skills to determine what the mandatory requirements are, and best practices that employees of financial institutions especially licensed dealers and brokers must be aware of in conducting daily business activities
- Enhance their understanding of corporate governance (CG) that contribute towards a strong internal control system, and operating framework for sustainable growth and performance

## TRAINING METHODOLOGY

The programme will be delivered using slides, live demo of some latest technologies and video presentations. The learning experience will be enhanced further with discussion involving active interactions and sharing of experiences. Examples will be used to illustrate applications and take away lessons so that participants can understand and relate the learning within a real-life business environment.

## PARTICIPANT PROFILE

- Licensees and employees of financial institutions
- Capital market licensees and employees
- Financial Analysts & Corporate Advisors
- Professionals who are involved in Governance, Risk, Compliance and Ethics
- Professionals involved in Business Development and Strategy-related activities
- Investors in the areas that include Business Angels, Venture Capital, Private Equity, and Family Offices

### PROGRAMME DETAILS

DATE : 28 FEBRUARY 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MIBA MEMBER

NON-MEMBER

RM2,200

RM2,500

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

### Overview of CG Code, CMSA, SC Guidelines with regards to Risk-Based Approach (RBA) & Money Laundering framework

- Regulated activities by different enforcement agencies in Malaysia
- Overview of CMSA and key principles of Corporate Governance
- Risk-Based Approach (RBA) & Anti Money Laundering Framework under CMSA
- What are the red flags on possible violations?

*Past cases will be used to illustrate and reinforce learning points to help participants better understand the issues and regulations*

### Market Conduct - Ethics Vs Abuses

- Rules and regulations - CMSA Part V
- Defense and exception under the CMSA
- Enforcement power in the CMSA

*Past publicly available cases will be used to illustrate key learning points*

### Types of Market Abuses - Beware

- This section aims to highlight dealing practices that are not permitted under the CMSA
- The common modus operandi and critical issues
- Common techniques and mindset that requires vigilant monitoring

*Past publicly available cases will be used to illustrate key learning points*

### Safeguarding Investors and Organisations

- Key principles for the Malaysian Code for Institutional Investors
- Customer risk assessment, know your client
- Due diligence & extended due diligence
- Key highlights when performing risk related activities

### Other relevant sanctions & compliance matters

- Fiduciary duties of directors, management and employees under the Companies Act 2016
- Corporate liabilities
- Anti-bribery and corruption

## ABOUT THE TRAINER

### AIDA LIM ABDULLAH

Aida Lim Abdullah has more than 25 years of experience in organizations and institutions ranging from audit firms, financial institutions, GLCs to regulators. She has in-depth financial and capital market experience in various roles including audit, banking, treasury, corporate finance, merger and acquisition, corporate reporting and investment analysis.

She has held managerial positions in banks like CIMB Bank Bhd (formerly, Bank of Commerce Bhd), several public listed companies and conglomerates like UEM World Bhd (formerly, Renong Bhd). Notable work experience includes leading teams for international M&A and Infrastructure deals in Malaysia, China, Hong Kong, Brazil and the U.S.

Aida then went on to take up a regulatory role in Bursa Malaysia Bhd from 1999 to 2012. Her key functions included regulating conduct of public listed companies and its management, promoting corporate governance as well as active involvement in regulatory operational matters, the drafting of policies / listing requirements and capital market guidelines. She was team leader in several regulatory departments such as Financial Review and Compliance, Investigation and Enforcement, Listing Compliance, and Corporate Surveillance and Governance. After that, she was at the Securities Commission Malaysia for 3 years in Investor Affairs, Chairman's department; leading the team to study, analyse and derive solutions for capital market development issues.

She is Founder of Corporate Streets Sdn Bhd, a company that aims to provide value-add services to business entities with practical solutions ranging from regulatory compliance, financial market and capital market knowledge to innovative solutions like digital solutions, record management and financial review.

Aida is a Certified Financial Planner (US) and Certified System Investigator (Singapore), and holds a BA (Hons) in Accounting & Finance - Major in Law (London), Diploma (Edu) in Teaching Learning Disorders Management and Child Psychology (UK), Diploma in Counselling, and Diploma in Language Development (Singapore).



# ADVANCED FINANCIAL MODELLING USING EXCEL & VBA

SIDC CPE

10  
Points

LEARNING LEVEL : **ADVANCED**

This programme focuses on enabling participants to develop powerful spreadsheets for advanced financial models. Built-in Excel functions as well as user defined functions will be included in the course. The curriculum follows a very structured approach to financial modeling - which will enable the participants to develop complex spreadsheets in a step-by-step manner.

Participants will learn how to use Excel & VBA for modelling complex real-world financial structures. These include performing Monte Carlo simulation, creating dynamic goal seek and user defined functions to price contingent claims.

By working on a number of intensive, hands-on exercises in Excel & VBA, participants will work through the theory and application of valuation and financial modelling. After learning these Excel / VBA techniques, they will then apply them to a real-world context. By downloading data from the internet into Excel worksheets, participants will create cash flow forecasts, price fixed income instruments and analyse risks. They will also perform efficient frontier analysis for asset portfolios, write option pricing models, analyze fund performance, and compute alphas and betas for stocks and funds. A variety of financial models and Excel tools for financial analysis will be developed by the participants during this workshop which will give them the skills and techniques necessary to perform complex analysis using Excel and VBA.

## LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- How to create practical financial models using a structured approach
- Develop insights into built-in Excel functions and how to use them
- Analyze market data using Excel
- Perform sensitive analysis using Pivot Tables and What-Ifs
- Build user defined functions using VBA
- Apply mathematical and statistical Excel functions to financial modeling
- Perform iterative operations in Excel using Goal Seek
- Apply What-If analysis using Pivot Tables and Excel's What If tool kit
- Visualization of Data using Charts

## PROGRAMME DETAILS

DATE : 4 + 5 JUNE 2018

TIME : 9:00 AM – 5:00 PM

VENUE : ASIAN BANKING SCHOOL

## PROGRAMME FEE\*

AICB/MIBA MEMBER

RM5,500

NON-MEMBER

RM6,000

\*PER PAX AND INCLUSIVE OF 6% GST

## TRAINING METHODOLOGY

Instructor led facilitation in a workshop together with various industry case studies, simulation (where appropriate), current business analysis with interactive exercises and group discussions. Excel based discussions will be included as well.

**Requirements : All participants must come with a laptop, which has Excel and internet access as they will have to download data from the Internet to build models and perform market analysis.**

## PARTICIPANT PROFILE

Investment bankers, corporate finance executives, analysts, financial advisory professionals and any professional who wishes to gain a comprehensive understanding of this topic.

## PROGRAMME OUTLINE

### OVERVIEW : STRUCTURED APPROACH TO ADVANCED FINANCIAL MODELING

- Step 1: Defining and Structuring what the Model will do
- Step 2: Defining the Input and Output Variables of the Model
- Step 3: Deciding Who Will Use the Model and How Often
- Step 4: Understanding the Financial and Mathematical Aspects of the Model
- Step 5: Designing the Model
- Step 6: Creating the Spreadsheets and/or Writing the VBA Codes
- Step 7: Testing Model
- Step 8: Protecting Model
- Step 9: Documenting Model
- Step 10: Updating Models

### BUILT-IN EXCEL FUNCTIONS FOR ADVANCED FINANCIAL MODELING:

- COUNT, SUM and AVERAGE
- IF and Nested IF
- NORMSDIST
- COVAR and CORREL
- RAND
- LINEST
- SLOPE
- MMULT
- MINVERSE
- COUNTIF, SUMIF
- STDEV and VAR
- MAX and MIN
- DATE
- INTERCEPT
- TRANSPOSE
- DURATION
- EXP and LOG

*The coverage of functions listed above is dependent on how fast the class progresses*

### CELL REFERENCING

- Absolute Cell Referencing
- Relative Cell Referencing
- Working with R1C1 Reference Style

### WORKING WITH FINANCIAL DATA

- Getting Data from the Internet directly into Excel
- VLOOKUP and HLOOKUP

## **PROGRAMME OUTLINE (CONT'D)**

### **ITERATIVE and SENSITIVITY ANALYSIS**

- GOAL SEEK
- PIVOT TABLES

### **VISUALIZATION OF DATA AND ANALYSIS**

- Stock Charts
- Dual Axis Charts

### **SUMMARY : STATISTICAL DISTRIBUTIONS TO MARKET PRICE DATA**

- Normal and Log Normal Distribution
- Binomial Distribution
- Bernoulli Distribution
- Poisson Distribution

### **UNIVERSAL BOND PRICER AND ANALYZER IN EXCEL**

- Develop a Model for pricing bonds with bullet Principal repayment
- Extend the model to include bonds with amortizing Principal repayment
- Determine and Graph relationship between Bond Prices and the factors that influence bond prices
- Create Risk Sensitivity measures like Macaulay Duration, Modified Duration and DV01
- Computation of Bond Convexity

### **MONTE CARLO SIMULATION IN EXCEL**

- Understand Brownian motion and its application to Financial Markets
- Create a single path of a stock's stochastic price process
- Create multiple stock price processes
- Use the stock price paths to value options

### **MODEL TO COMPUTE A STOCK'S ALPHA AND BETA FROM MARKET DATA**

- Apply Excel to the Capital Asset Pricing Model (CAPM)
- Download Stock Index and individual stock price data to model CAPM
- Compute the Alpha and Beta of individual stocks
- Plot scatter graphs of Index Returns and Stock Returns
- Draw regression lines to compute stock's Alpha and Beta

### **PRICING OPTIONS USING A BINOMIAL TREE IN EXCEL & VBA**

- Set up the parameters of the Cox-Ross-Rubinstein (CRR) Binomial Option Pricing model
- Create a binomial Stock Price Tree
- Evaluate the Option Value for each final node of the binomial tree on the Expiry Date
- Use Backward Induction to value the Option on Transaction Date

## ABOUT THE TRAINER

### RAJAT BHATIA

Rajat Bhatia is a veteran of the global financial markets with nearly 30 years of very broad based experience in Investment Banking, Corporate Finance, Derivative Products, Risk Management, Proprietary Trading, Alternative Investments, Hedge Funds and Actuarial Sciences.

He is an Intuition Learning Consultant as well as Founder and CEO of a boutique investment firm that specialises in developing quantitative trading strategies for the global financial markets and in raising venture capital and private equity for early stage and growth stage firms. He is also the Dean of the Indian Institute of Quantitative Finance and the Chairman of the Board of Advisors of Invenzo Labs. During his professional banking career, Rajat worked with many international banks and consulting firms including Citibank Alternative Investment Strategies, London; Lehman Brothers International, London; Merrill Lynch Capital Markets, Hong Kong; Booz Allen Hamilton, Sydney; and Citicorp Investment Bank, India.

He has a wide range of experience in the global financial markets that includes proprietary foreign exchange trading, hedge funds, Collateralized Debt Obligations, debt capital markets, quantitative financial modelling, neural networks based trading systems, statistical arbitrage strategies, derivatives structuring & marketing, corporate finance, M&A and raising capital from venture capital and private equity funds. In the credit space, Rajat has extensive experience in credit derivatives, credit enhancement structures, analysis of credit portfolios, portfolio assessment, portfolio composition, classification of credits and their definitions, portfolio rating factors, and credit portfolio ratings. He was part of the team that pioneered the development of credit derivatives in London and structured credit hedges for major Japanese banks in Tokyo and in Singapore. He has also worked on the securitization of insurance products via the structuring and placement of Catastrophe Bonds or "Cat Bonds".

Rajat has published papers in the Hedge Fund Journal, London, the Financial Express and the Economic Times, and has taught courses on Hedge Fund Strategies, Derivatives and the Bourse Game in the Middle East and in Singapore.

He earned a Master's degree in International Banking and Finance from Columbia University, New York where he was a Dean's Fellow at the School of International Affairs from 1991 to 1992. He also earned an MBA with a major in Finance & Information Systems from the Indian Institute of Management, Ahmedabad (1985-87) and a first-class honours degree in Economics from St Stephen's College, Delhi. Rajat is based in Goa, India and travels extensively to conduct seminars and speak at conferences.



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

(LINKING CHAPTER 10 TO CHAPTERS 6, 8 & 9 OF LISTING REQUIREMENTS)

SIDC CPE

10  
Points

LEARNING  
LEVEL : **ADVANCED**

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.

## 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 DETAILS

DATE : 24 MAY 2018  
TIME : 9:00 AM – 5:00 PM  
VENUE : ASIAN BANKING SCHOOL

## PROGRAMME FEE\*

AICB/MIBA MEMBER

NON-MEMBER

RM2,000

RM2,300

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

- Transaction & RPT rules (recap)
- Percentage ratios
  - *Market capitalisation ratio*
  - *Net profit ratio*
  - *Total asset ratio*
  - *Equity issued ratio*
  - *JV ratio*
  - *Original cost ratio*
  - *Definition of net profit & net assets*
- Assumption of liability – various scenarios
- Aggregation Rules (re-cap with advanced applications)
  - *Same party rule*
  - *Same asset rule*
  - *Contiguous land rule*
  - *Application of aggregation rule*
  - *Two-way aggregation scenario*
- Option agreements & shareholders' prior approval
- "One-Tier" Rule (FAQs 10.7 & 10.8) & RPT
- Transactions between two subsidiaries
- Subscription of shares by listed issuer & deemed acquisition
- Issue of shares by subsidiary & deemed disposal
- Settlement of debt via contra of assets & deemed disposal
- Material dilution in principal subsidiary (paragraph 8.21)
- Material variations in proposals approved by shareholders (paragraph 8.22)
- Provision of financial assistance and RPT
- Subscription of debt securities & provision of financial assistance (paragraph 2.2, Practice Note 11)
- 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

### 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: DECODING TRANSACTION & RPT RULES – MODULE 2

SIDC CPE

10  
Points

LEARNING LEVEL : **ADVANCED**

A continuation to “Decoding Transaction & RPT Rules - Module 1”, this programme will explore the subject matter on related party transactions (RPT) in greater detail with complex case studies, which will link one provision to another in Chapter 10 of the Listing Requirements. It will also link provision of financial assistance with RPT rules, as well as tackling the commonly misunderstood “One-Tier Rule” in RPT scenarios.

## LEARNING OBJECTIVES

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

- Understand the treatment of receipt of financial assistance by the listed issuer in a RPT scenario
- Identify additional persons connected to directors and major shareholders
- Understand the additional percentage ratio thresholds and obligations for ACE Market companies
- Identify and avoid additional common mistakes of relying on the wrong percentage ratios to determine listed company’s obligations
- Understand the linkage between rules on provision of financial assistance and RPT
- Understand compliance with Chapter 10 for transactions between a listed holding company and its listed subsidiary company (One-Tier Rule in FAQs 10.7 & 10.8)
- Apply the “One-Tier Rule” in various RPT Scenarios
- Understand the advanced principles and application of the Rules of Aggregation
- Understand and avoid additional pitfalls in RPT provisions with case studies

## 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” for maximum learning experience.***

### PROGRAMME DETAILS

DATE : 20 MARCH 2018  
TIME : 9:00 AM – 5:30 PM  
VENUE : ASIAN BANKING SCHOOL

### PROGRAMME FEE\*

AICB/MBA MEMBER

RM2,000

NON-MEMBER

RM2,300

\*PER PAX AND INCLUSIVE OF 6% GST

## PROGRAMME OUTLINE

### RPT Re-cap

- Wider definition of “transactions” for RPT
  - *Acquisition, disposal or leasing of assets*
  - *Establishment of joint ventures*
  - *Provision of financial assistance*
  - *Provision or receipt of services*
  - *Other business transactions or arrangements (including discussion on treatment of receipt of financial assistance)*

### Identifying related parties

- Major shareholders (MS) & “deemed interest” under s.8, Companies Act, 2016
- Additional persons connected with directors and MS
  - *Partnerships & joint ventures*
  - *Body corporate accustomed to act in accordance to wishes of director/MS*
  - *Body corporate in accordance with whose wishes director/MS is accustomed to act for*
  - *Related corporation*

### % Ratios & Obligations

- Thresholds & obligations for Main Market (Re-cap)
- Thresholds & obligations for ACE Market (additional requirements for Sponsor/Adviser)
- Common Pitfalls (re-cap & additional pitfalls)
  - *Market capitalisation ratio*
  - *Net profit ratio*
  - *Total asset ratio*
  - *Equity issued ratio*
  - *JV ratio*
  - *Original cost ratio*
  - *Definition of net profit & net assets*

### Provision of financial assistance & RPT

#### “One-Tier” Rule (FAQs 10.7 & 10.8) & RPT

#### Aggregation Rule (re-cap with advanced applications)

- Same party rule
- Same asset rule
- Contiguous land rule
- Linking “same asset” and “contiguous land” rules with “same party” rule
- Application of aggregation rule

#### RPT Case Study

- Re-cap on paragraph 10.08(9) – Exempt RPT
- Paragraph 10.08(9) – Exempt RPT & % ratio  $\geq 25\%$
- Re-cap on paragraph 10.08(11)(I)
- Linking paragraphs 10.08(9) and 10.08(11)(I)
- Linking “persons connected” to Common Major Shareholder Rule I in paragraph 10.08(11)(I)
- Common Major Shareholder Rule II
  - *Paragraph 10.08(11)(m)*

## 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.

# ABOUT THE SCHOOL



The **ASIAN BANKING SCHOOL (ABS)** is the industry provider of premium learning development programmes. Dedicated to developing talent, it specializes in professional banking education and serves as a channel for intellectual content and thought leadership for the banking sector.

Created for the industry by the industry as an independent entity, ABS was built upon the decades-long experience of the Institute of Bankers Malaysia (IBBM) in delivering professional qualifications and training programmes. It was registered in 2012 and after its official launch by the Bank Negara Malaysia Governor at the end of 2013, ABS started full operations in August 2015.

At the helm of ABS is Chief Executive Officer Professor Colyn Gardner, who has had a long illustrious career immersed in banking. He has been a practising banker, a banking consultant to many of the world's largest banks and organisations, an innovative training course developer, a professor of banking, a successful Conference Speaker on banking topics and a corporate client of banks. He founded and built several companies that have listed on the London Stock Exchange, including DC Gardner Group plc; the largest and leading banking training consultancy of its time, and a name that is still respected around the world today. His entrepreneurial and innovative spirit, commitment and strength in the areas of talent development has him steering ABS towards its strategic direction in delivering highly regarded training for banking professionals internationally.

As one of the industry's preferred partners in learning and development, ABS offers industry relevant 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. It also provides specialised consulting services and tailored learning solutions to meet the specific needs of our clients.

Through its sector-leading customised and open enrolment Executive Education programmes including the ground-breaking Global Banking Leaders Programme with Cass Business School, City, University of London, and Summer School Programme with the University of Cambridge Judge Business School, ABS equips banks and its Senior Executives with the right knowledge to take them up and move them forward.

ABS works closely with the Asian Institute of Chartered Bankers in raising competency standards for the banking industry through the delivery of training workshops related to professional qualifications developed and awarded by the professional body.

ABS also 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.

Guided by the transformation blueprint for the Malaysian banking education landscape, it is the aim of ABS to innovate the approach of developing talent, and in turn raise the calibre and dynamism of professionals in the industry.

[WWW.ASIANBANKINGSCHOOL.COM](http://WWW.ASIANBANKINGSCHOOL.COM)

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