

ASIAN
BANKING
SCHOOL

INVESTMENT BANKING

PUBLIC PROGRAMMES

In collaboration with:



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

JULY-DECEMBER



LOVED THE TRAINER'S
EXPERIENCE & INCLUSION OF
REAL-LIFE EXAMPLES RELATED
TO THE PROGRAMME

— *Participant*
Fintech: Who Move My Clients?
Trainer: Aida Lim Abdullah



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 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
Multi-Disciplines
Professionalism & Ethics
Relationship Management
Risk Management
Soft Skills
Transaction Banking

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

PROGRAMME CALENDAR SECOND HALF 2018

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Avoiding Market Offences and Misconducts	Intermediate	03		6-7				
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Note: All Information in this publication is correct at the time of printing but may be subject to change.

AVOIDING MARKET OFFENCES AND MISCONDUCTS

This programme examines the various market offences and misconducts that the investment banker is required to avoid. It also discusses the legal requirements and obligations as well as the practical techniques and strategies required to avoid the commission of such offences and misconducts.

LEARNING OBJECTIVES

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

- Be mindful of the market offences and misconducts which may be committed
- Avoid committing such offences and misconducts within their respective investment banks
- Detect and prevent such offences and misconducts, and attain the necessary skills to deal with such situations in event they arise

TRAINING METHODOLOGY

Lectures and workshop-styled discussions and presentations

PARTICIPANT PROFILE

Employees and agents of investment banks and commercial banks dealing with investment products and services

PROGRAMME DETAILS

DATE : 6 – 7 AUGUST 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

PROGRAMME OUTLINE

1. Relevant Laws and Regulations
 - An Overview on laws and regulators (with emphasis on the following):
 - › Capital Markets and Services Act (CMSA) 2007 as amended in 2015
 - › Financial Services Act (FSA) 2013 and Islamic Financial Services Act (IFSA) 2013
 - › Companies Act 2016
 - › Code of Conduct for Malaysia Wholesale Financial Markets
 - Cases and Recent Developments
2. Offences under Part V, CMSA 2007
 - Prohibited conduct – securities
 - › False trading and market rigging transactions – s.175
 - › Stock market manipulation – s.176
 - › False or misleading statements, etc – a.177
 - › Fraudulently inducing persons to deal in securities – s.178
 - › Use of manipulative and deceptive devices – s.179
 - › Dissemination of information about illegal transactions – s.181
 - Insider Trading
 - › Prohibited conduct of person in possession of inside information – s.188
 - Prohibited conduct – derivatives
 - › False trading – s.202
 - › Bucketing – s.203
 - › Dissemination of information about false trading – s.204
 - › Manipulation of price of derivative and cornering – s.205
 - › Employment of devices etc to defraud – s.206
 - › False or misleading statements – s.207
 - › Prohibition of abuse of information obtained in official capacity – s.208
 - Penalties for Offences
3. Offences under Financial Services Act 2013 (FSA) and Islamic Financial Services Act 2013 (IFSA)
 - Prohibited conduct under s.141 FSA and s.153 IFSA
 - › Market manipulation
 - › Misinformation and rumours
 - › Insider dealing
 - Prohibited business conduct – s.124 and Schedule 7
 - Penalties for Offences
4. Offences under Companies Act 2016
 - Fraudulently inducing persons to invest money – s.594
 - Penalties for offences
5. Misconducts under Code of Conduct for Malaysia Wholesale Financial Markets
 - Prohibited Conduct under Part C, Code of Conduct for Malaysia Wholesale Financial Markets
 - › Prohibited conduct under FSA and IFSA – para.10
 - › Market manipulation – para.11
 - › Misinformation and rumour – para 12
 - › Insider dealing – para 13
 - Responsibility to preserve a reputable, ethical and honest market place under Part D, Code of Conduct for Malaysia Wholesale Financial Markets
 - › Adoption of global best practices – para 16
 - › Treatment of reference or fixing rate – para 17
 - › Position parking – para 18
 - › Offshore dealings of Ringgit products – para 19
 - › Dealing at non-current rates – para 20
 - › Dealing for personal account – para 21
 - › Dealing quotation – para 22
 - › Entertainment and gifts – para 23
 - › Handling confidential information – para 25
 - › Conflict of interest – para 26
6. Dealing with Market Offences and Misconduct
 - Prevention and detection
 - Managing risks
 - Instilling legal and regulatory compliance culture and best practices within an investment bank
 - Roles and responsibilities

ABOUT THE TRAINER

DATIN DR LEE MEI PHENG

Datin Dr Lee is presently a senior partner, banking law consultant and practitioner at Detta Samen & Co Advocates, one of the most established law firms in Sarawak. She is an Advocate and Solicitor of the High Court in Malaya and an Advocate of the High Court in Sabah and Sarawak. Besides her continuing law practice, she is a Fellow of the Law Faculty, University of Malaya in Kuala Lumpur and had served at OCBC Bank in Malaysia as Head of their Legal department and Assistant Vice President, Kuching Branch in Sarawak for ten years. Since 1984, she has been a leading consultant and lecturer for banks and financial institutions, regulators, large corporations locally and internationally in many areas of banking and finance laws, Islamic banking and finance law, fraud, anti-money laundering and anti-terrorism financing, banking operations, credit, offshore banking, regulations and compliance. She lectures internationally and is presently a Course Director for EUROMONEY Training in Hong Kong.

Datin Dr Lee holds a Doctor of Philosophy (Laws) from the University of Liverpool, England, specialising in Banking and Finance Law, and her PHD research was on banking fraud. She holds an LLB First Class Honours degree from the University of Malaya, and since the year 2000, has been an Adjunct Associate Professor, Faculty of Law at the Bond University, Queensland, Australia. Datin Dr Lee resides in the Gold Coast in Australia and lectures post-graduate law subjects in that country on various areas of International Banking and Electronic Banking Law subjects. She is a Fellow of the Financial Services Institute of Australasia and Tim Fischer Centre for Global Trade & Finance, as well as a Member of the Law Advisory Board, Bond University, Australia.

She was one of the first to be awarded an Associate Fellow of the Institute of Bankers, Malaysia (now known as Asian Institute of Chartered Bankers or AICB); having served as chief examiner for law subjects since 1985 and in recognition for her vast contributions in publishing, examinations and training for AICB for more than twenty-seven years. Her many other professional contributions include being a consultant, commissioned author and editorial reviewer, and specialist for LexisNexis, AICB and Oxford publications related to Banking Law and Practice and Banking and Finance statutes, an External Assessor for Business law and Company Law, Wawasan Open University, Penang, Malaysia and author of many publications.

BUSINESS VALUATION METHODS AND APPLICATIONS

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 skill-set that enables you to spot the difference will give you an advantage in making valuable decisions. This will put you a pace above 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 : 28 AUGUST 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

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

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.

CONFLICT OF INTEREST AND CHINESE WALLS

This programme examines the legal and practical issues related to conflict of interest and Chinese walls. It highlights the importance of avoiding such conflicts and how such compliance can be carried out in practice.

LEARNING OBJECTIVES

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

- Be aware of and address the issues on conflict of interest
- Ensure that there are adequate Chinese walls between their respective investment bank's banking and capital market activities

TRAINING METHODOLOGY

Lectures and workshop-styled discussions and presentations

PARTICIPANT PROFILE

Employees and agents of Investment Banks

PROGRAMME DETAILS

DATE : 4 – 5 JULY 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

PROGRAMME OUTLINE

1. Conflict of Interest

- Definition
- Law and regulations relating to conflict of interest
- How conflict of interest situations may arise in Investment Banking

2. Chinese Walls

- Meaning and Purpose
- Separation of Investment Banking services and Commercial Banking:
 - › International practices
 - › US: Glass–Steagall Act, Gramm–Leach–Bliley Act, Dodd–Frank Wall Street Reform and Consumer Protection Act of 2010 (Dodd–Frank Act of 2010), the Volcker Rule
 - › Malaysian position – para 3.3, the Securities Commission’s Guidelines on Investment Banks

3. Avoiding Conflict of Interest in Investment Banks

- Malaysian laws, rules and regulations on conflict of interest; including:
 - › CMSA
 - › FSA and IFSA 2013
 - › Rule 5.02, Bursa Malaysia Rules
 - › Code of Conduct for Malaysia Wholesale Financial Markets
- Managing conflict of interest fairly
- Ensuring proper Chinese Wall policies and procedures are put in place
- Cases and examples
- Conclusion

ABOUT THE TRAINER

DATIN DR LEE MEI PHENG

Datin Dr Lee is presently a senior partner, banking law consultant and practitioner at Detta Samen & Co Advocates, one of the most established law firms in Sarawak. She is an Advocate and Solicitor of the High Court in Malaya and an Advocate of the High Court in Sabah and Sarawak. Besides her continuing law practice, she is a Fellow of the Law Faculty, University of Malaya in Kuala Lumpur and had served at OCBC Bank in Malaysia as Head of their Legal department and Assistant Vice President, Kuching Branch in Sarawak for ten years. Since 1984, she has been a leading consultant and lecturer for banks and financial institutions, regulators, large corporations locally and internationally in many areas of banking and finance laws, Islamic banking and finance law, fraud, anti-money laundering and anti-terrorism financing, banking operations, credit, offshore banking, regulations and compliance. She lectures internationally and is presently a Course Director for EUROMONEY Training in Hong Kong.

Datin Dr Lee holds a Doctor of Philosophy (Laws) from the University of Liverpool, England, specialising in Banking and Finance Law, and her PHD research was on banking fraud. She holds an LLB First Class Honours degree from the University of Malaya, and since the year 2000, has been an Adjunct Associate Professor, Faculty of Law at the Bond University, Queensland, Australia. Datin Dr Lee resides in the Gold Coast in Australia and lectures post-graduate law subjects in that country on various areas of International Banking and Electronic Banking Law subjects. She is a Fellow of the Financial Services Institute of Australasia and Tim Fischer Centre for Global Trade & Finance, as well as a Member of the Law Advisory Board, Bond University, Australia.

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CONSTRUCTING AND MANAGING A FIXED INCOME PORTFOLIO

Given the complexities, professionals involved in portfolio management of fixed income securities will require a much wider range of skills than others. This programme is designed to assist participants in understanding and developing the theoretical strategies and practical techniques they need to control risk while still achieving a diverse and extremely profitable fixed income portfolio.

LEARNING OBJECTIVES

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

- Know the practical measures of risk and return and how best to apply them
- Build and interpret a yield curve that leads to the formulation of a sound strategy
- Understand the essential practical applications of using credit derivatives
- Gain a whole array of practical portfolio strategies and risk management techniques to enhance performance
- Calculate duration and convexity to control portfolio sensitivity and maximise income

TRAINING METHODOLOGY

Lecture, discussions & case studies

PARTICIPANT PROFILE

Debt capital market executives, fixed income analysts, risk analysts, bond / fixed income sales executives, junior traders, fund management professionals and anyone with an interest in acquiring practical skills in managing a fixed income portfolio

PROGRAMME DETAILS

DATE : 13 – 14 NOVEMBER 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

PROGRAMME OUTLINE

Bond Pricing Review Time Value of Money

- Estimating bond prices
- Single cash flows
- Multiple cash flows
- Discount rates: IRR, YTM

Measuring Risk and Return of Fixed Income Securities

- Money market yields
- Flat yields
- Simple yields
- Redemption yields
- Spot rates and zero coupon curves
- Implied forward rates
- Yield curve relationships

Exercise: expressing a curve view

Yield Curve Practicality Risk

- How the yield curve is constructed
- Reading the curve and formulating strategy
- Liquidity preference
- Market expectation

Exercise: interpreting the curve

Products of a fixed income portfolio

- Treasury bills
- Plain vanilla / straight bonds
- Floating rate notes
- Index linked bonds
- Convertible bonds
- Zero coupon bonds and strips
- Structured notes
- Asset / Mortgage Backed Securities

Case Study: structured notes: an investor's perspective

Credit Derivatives – Practical Applications

- Credit Default Swap – CDS
- Collateralised Debt Obligations – CDOs
- First to default baskets

Exercise: risk in CDS

Portfolio Sensitivity

- Duration – calculation and interpretation
- Convexity – calculation and interpretation
- PV01

Exercise: calculating hedge ratios

Practical Portfolio Strategies

- Buy and hold
- Bullets and barbells
- Ladders
- Immunisation
- Liability driven investment

Portfolio Risk Management Techniques

- Asset allocation
- Currency overlay
- Derivatives strategies
- Asset & liability management

Case Study: allocation of assets using both the cash and the derivatives markets

ABOUT THE TRAINER

WONG LOKE LIM

Wong Loke Lim has almost thirty years of banking and finance-related experience. Currently, he is the principal of i-Biz Concept Sdn Bhd, a financial training and management resources provider. He is also 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 has 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.

CORPORATE FINANCING AND FINTECH — DEBT AND EQUITY CAPITAL MARKETS

As the ASEAN region grows and accepts common best practice in origination, using the capital markets for financing is a real opportunity for regional banks. However, corporate bankers are facing a new challenge from technology, with solutions, channels and client demands changing.

CVCs, incubators and angel investors are a prominent feature of the current technology boom, with China and ASEAN corporations increasingly looking at equity markets as an alternative but there are hurdles for banks to overcome to fully develop this market opportunity. Corporations are often family units or partnerships afraid of losing control and lacking sufficient knowledge to exploit equity products. FinTech solutions are further eroding the banks hold on equity issuance, ICOs are replacing IPO for funding technology.

This programme will help Relationship Managers (RMs) in banking understand the client, the products and the market conditions when a corporate financing solution is a good fit. In many cases, the origination pitch and modeling will be an investment banking activity, so this programme is designed as a primer for the sales process. It will also look at FinTech and the unbundling of the origination process. Using case studies and exercises, participants will be able to identify coverage opportunities and encourage cross selling within the bank.

LEARNING OBJECTIVES

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

- Appreciate FinTech trends in origination & understand digital capital markets
- Examine enabling technology in fund raising
- Explain the principles of credit risk, cash flow, the balance sheet and credit seniority
- Understand corporate metrics and ratios as a guide to financial health
- Examine AI & Big Data trends in credit rating and mitigation
- Profile your client to establish suitability for capital market financing
- Compare various debt issue structures for issuer and investor advantages
- Compare traditional and technology equity valuations to spot opportunities
- Understand the difference between IPO and ICO for funding
- Understand technology start-ups, venture capital financing and equity issuance, and why clients are often reluctant
- Empathize with losing control and dealing with new owners

TRAINING METHODOLOGY

The programme is based around case studies of corporations using capital markets. Teams will present their opinions on what were the key factors in each case, the commercial risks and rewards for the corporations involved and lessons we can learn.

PARTICIPANT PROFILE

Relationship Managers of all levels

PROGRAMME DETAILS

DATE : 7 – 8 NOVEMBER 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

PROGRAMME OUTLINE

The Funding Arena

- Typical funding requirements
- FinTech start-ups & valuation issues
- Client profiling
 - › Use of funds – Committed, cash management or revolving
 - › Tenor required
 - › Traditional financing channels
 - › Balance sheet, cash flows & liquidity
 - › Repayment & profitability ratios
 - › Current & traditional facilities
 - › FinTech & start-up funding
- Client / bank relationship history
- Exercise – corporate funding

FinTech & Funding

- Enabling technology
- Unbundling corporate bank relationship
- FinTech origination models
- Collaboration or disruption
 - › P2P Lending
 - › CVC
 - › Crowdfunding
 - › Micro loans & SMEs
 - › Payments & liquidity management
- Case Study – origin FinTech origination platform

Thinking Like A Treasurer

- Loans or securities?
- FinTech options
- Debt capital markets
 - › Products
 - › All in costs
 - › Benefits
 - › Risks
- Case Study – successful debt issues
- Can I lower traditional debt costs?
 - › Cross border issuance – FX & market access

- › Tax
- › Derivatives
- › Covenants & restrictions
- › AI & ML
- › Big Data
- Case Study – successful refinancing

Thinking Like an Owner

- Equity products
- FinTech vs traditional
 - › IPO
 - › Private placement
 - › CVC
 - › Equity crowdfunding
 - › ICO
- Do I want to sell some or all of the company?
- What is the company's worth?
 - › Valuation techniques
 - › FinTech valuation (AI, Big Data)
- Who will buy and whom don't I want to sell to?
- FinTech & technology start-ups
- Equity crowdfunding platforms & use case
- Equity & corporate venture capital
 - › Products
 - › All in costs
 - › Benefits
 - › Risks
- Public or private placement
- Why clients prefer debt?
- Is equity issuance smart?
- FinTech in IPO process
- ICO for funding technology start-ups
- Case study – successful equity & ICO issues
- Dealing with new partners & owners
- Relinquishing control
- Regulatory issues
- Case study – venture capital, incubators & angels

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 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 nearly three decades of 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). He delivers for a wide range of delegates, from graduates to c-suite.

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.

FINTECH: WHO MOVED MY CLIENTS?

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 : 5 SEPTEMBER 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

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 THEIR EFFECTS ON THE MALAYSIAN CAPITAL MARKETS

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 : 19 JULY 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

TRAINING METHODOLOGY

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

PROGRAMME OUTLINE

Key Market Themes

- Introduction and programme objectives
- Current market themes of focus
- Equity markets – analysis of current market drivers, including levels of leverage and what it means to future price moves
- Global interest rate outlook – focus on U.S. and Europe
- Abenomics in Japan – is it working?
- Global government bond yields, analysis of US, EU and Japanese government bond markets and what lies ahead
- U.S. dollar – continuing weakness? Status Quo – Down Down? Or? Look at spot EURUSD forecast
- Trump and BREXIT – analysis of these two intriguing developments in old world economies and what it means going forward for their rates and economies
- China – what lies ahead for the economy, currency and its global aspirations
- Commodities – focus on oil. Analysis of current levels and where to now.
- 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 – what markets are showing signs through weight of position that may lead significant moves and what is causing 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. The future impact we can expect on the Malaysian capital markets.

- Malaysian capital markets
 - › The current economy
 - › The key impacts and drivers from the global markets
 - › Correlations and opportunities
- Trading strategies – where is there value?
- Products – what should we trade and how do we sell it?
- What will be the key market themes in the next 3-6 months

Key Developments in FinTech affecting Capital Markets

- Digitalisation and electronification
- The rise of algorithms
- Robo-advisors and the rise of passive investing
- How FinTech helps client service
- Reinvention of BO and MO services
- Blockchain and cryptocurrencies
- AI and Big Data

Exercise

What will the Financial Services look like in 2030?

ABOUT THE TRAINER

PETER CARPENTER

Peter Carpenter (Pete) has 34 years of financial markets experience with major banks in Singapore, London, Hong Kong, and Stockholm; where he has traded FX, FX Options, Interest Rates and Derivatives, Equities and Equity Derivatives, Fixed Income and Money Market products. He has set up and managed numerous trading teams and in his last role was Regional Treasurer and Head of Capital Markets in Singapore. He is experienced in Risk and Compliance in private banks in Asia and is also in communicating with other Branches and Head Offices that are abroad.

In his various roles, Pete has gained deep experience in most aspects of financial products including market making, proprietary risk, sales, advisory and treasury management. He has trained many traders and held courses for staff and clients. He has experienced many extreme crisis situations, both within his institutions and market wide, where he has had to exhibit deft crisis management and deal with and manage regulators and institutions. He has spent 23 years working in Asia and is experienced in managing situations caused by cultural differences. He has managed teams in other continents remotely.

As a Senior Learning Consultant, Pete creates and delivers courses that are aimed at increasing knowledge and enhancing performance in the workplace. He believes education should be interactive, collaborative, fun and practical.

THE BUSINESS OF INVESTMENT BANKING — HOW MONEY IS MADE

This programme provides a detailed examination of the products and services of an investment bank in this digital age and examines the scope and breadth of advisory and origination markets, plus the key role of the investor in the process. Through it, participants will learn the key importance of credit and its relevance in raising different types of capital. Asset and Wealth Management businesses will also be covered, and this area is explored for synergies within the business model for both client and bank, specifically in this age where FinTech, data and technology like Blockchain, digital ledgers, machine learning and artificial intelligence are shaping the world, especially the financial services, in a fast and furious fashion.

LEARNING OBJECTIVES

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

- Gain an overview of the changes brought about by digitalisation and FinTech
- Understand the range of Investment Banking products and services
- Gain an understanding of the critical factors in credit decision-making
- Learn and use the fundamentals of evaluating creditworthiness and cash flow of a borrower
- Explain the various types of underwriting structures and techniques
- Compare the various methods in arranging and pricing an IPO
- Describe the types and goals of Mergers & Acquisitions
- Appraise the benefits of securitisation
- Recognise the role of Asset & Wealth Management in the Investment Banking model

TRAINING METHODOLOGY

Instructor led facilitation using case studies and exercises to demonstrate the key learning takeaways

PARTICIPANT PROFILE

Junior staff in debt and equity capital markets, credit risk staff, legal, HR, support and regulatory compliance. New Relationship Managers in both asset and wealth management will find this programme beneficial.

PROGRAMME DETAILS

DATE : 24 – 25 SEPTEMBER 2018
TIME : 9:00 AM – 5:00 PM
VENUE: ASIAN BANKING SCHOOL

PROGRAMME FEE*

AICB/MIBA MEMBER

NON-MEMBER

RM5,500

RM6,000

*PER PAX

PROGRAMME OUTLINE

Introduction to Investment Banking

- Activities of Investment Banking
- Investment Banking in 2018 & beyond
- Rise of digitalisation & FinTech
- Goals and functions of credit (risk management & monitoring)
- Red flags of live empirical case studies of defaults resulting from unsound credit decisions
- Economic analysis and borrower's capacity

Credit Ratings Overview

- The role of rating agencies
- The value of ratings to credit analysis & investors
- Ingredients for a rating system
- Tools of financial analysis
- Ratio analysis
- Cash flow analysis
- Analysis of leverage

Underwriting: Structures & Legal Issues

- Underwriting in Asia vs. the rest of the world
- Issuing & underwriting of ADRs and GDRs
- Organised exchanges' listings
- Prospectus: procedures, rules and regulations
- Case study

Initial Public Offerings (IPOs)

- Advantages & disadvantages
- IPO stages
- IPO pricing models
 - › Book-building: concept and applications in the Malaysian market
 - › Auction
 - › Tender offers
 - › Best efforts
- Abuses of the IPO market
- SEC vs. Malaysian Securities Commission Rules & Regulations
- Case study

Private Placements

- Development of the private placement market
- Private placement memorandum
- Forms of private placement
- Case study

Mergers & Acquisitions

- Types of mergers & acquisitions
- Mergers & acquisitions – cost vs. values
- Sources of synergy: financial vs. operating synergy
- Legal structures of takeover transactions
- Takeover tactics
- Defense mechanisms
- Divestitures
- Case study

Alternative Fund Raising Methods

- Venture capital
- Private equity
- Leveraged buyouts
- Mezzanine financing
- Case study

Asset and Wealth Management & Valuation

- Techniques of investment management
- Valuation models:
 - › Capital asset pricing model
 - › Dividend discount model
 - › Discounted cash flow approaches
 - › Merton model
- Applications of asset management in the Malaysian market
- Exercise

Asset Securitisation

- Overview of Securitisation
- Asset Securitisation in Asian countries
- Modus operandi of securitisation
- The art & science of the securitisation process
- Legal issues in securitisation
- Case study

Conclusion and Summary

ABOUT THE TRAINER

PETER CARPENTER

Peter Carpenter (Pete) has 34 years of financial markets experience with major banks in Singapore, London, Hong Kong, and Stockholm; where he has traded FX, FX Options, Interest Rates and Derivatives, Equities and Equity Derivatives, Fixed Income and Money Market products. He has set up and managed numerous trading teams and in his last role was Regional Treasurer and Head of Capital Markets in Singapore. He is experienced in Risk and Compliance in private banks in Asia and is also in communicating with other Branches and Head Offices that are abroad.

In his various roles, Pete has gained deep experience in most aspects of financial products including market making, proprietary risk, sales, advisory and treasury management. He has trained many traders and held courses for staff and clients. He has experienced many extreme crisis situations, both within his institutions and market wide, where he has had to exhibit deft crisis management and deal with and manage regulators and institutions. He has spent 23 years working in Asia and is experienced in managing situations caused by cultural differences. He has managed teams in other continents remotely.

As a Senior Learning Consultant, Pete creates and delivers courses that are aimed at increasing knowledge and enhancing performance in the workplace. He believes education should be interactive, collaborative, fun and practical.

ADVANCED FINANCIAL MODELING USING EXCEL AND VBA

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 programme. 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 : 21 – 22 NOVEMBER 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

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

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.

INVESTING IN STRUCTURED PRODUCTS AND FINANCIAL DERIVATIVES

This programme covers the various types of investment products offered to high net-worth and individual investors by banks and investment managers, and the risks and rewards for both investors and issuers. It is based around case studies of recent products issued in Asia with a focus on Singapore and Kuala Lumpur and provides participants with an understanding of how investment products can be constructed, priced and hedged by the issuers, and how they can be tailored to meet investors' objectives. There will also be discussions on the suitability of each product for different investor profiles.

Designed for market participants who are not option pricing specialists, this programme will give an understanding of the different structured products and how to structure, analyse and price them, to identify the risks in individual structured products and to explain the suitability of products for investors with different investment objectives.

The main focus will be on equity and FX-linked products but other types of embedded derivatives, such as interest rate derivatives, commodity-linked and credit-linked derivatives will also be discussed. Potential regulatory and supervisory concerns will be highlighted wherever applicable.

LEARNING OBJECTIVES

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

- Identify the risk and reward characteristics of structured products
- Explain the suitability of individual products for investors
- Explain the pricing, trading, market impact and risk management of products issued
- Identify operational and other risks

TRAINING METHODOLOGY

The programme is based around case studies of recent and relevant products issued in Asia.

Participants will analyse investment characteristics of the various products, their suitability for investors with different investment objectives and risk appetites, and their pricing and hedging.

The programme is designed for market practitioners who are not mathematics specialists.

PARTICIPANT PROFILE

Suitable for investment advisors, fund managers, family wealth advisors, traders, compliance officers, institutional sales and risk Managers. Participants should have a basic knowledge of call and put options and of futures, and an understanding of the Present Value (PV) of cash flows and the valuation of bonds will be assumed.

PROGRAMME DETAILS

DATE : 24 – 25 OCTOBER 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

PROGRAMME OUTLINE

Introduction to Investment Products

- Capital protected products
- Enhanced income products
- Variable income products
- The trade-off between income and risk
- Risk

Equity Options

- Option pricing
- Volatility
- Option delta
- Other option price sensitivities

Capital Protected Notes (CPNs)

- Creating a CPN
- Case study – pricing and structuring a basic CPN
- Equity linked notes
- Other underlying assets
- The impact of volatility and interest rates on a CPN structure
- Case study and group discussion – pricing a CPN using different underlying assets and currencies

Variable Income Notes

- Range notes (accrual notes)
- Creating a variable income note
- The investors' perspective
- Case studies: examples of variable income notes
- Group discussion: Adjusting the terms and yield on a variable income note

High Income Products

- The income / risk trade off
- Creating a high income note
- Put options
- Reverse convertibles
- Case study – examples of high income notes

Refining the Product: Using Exotic Options

- Issuer's motivation
- Capped returns
- Using Asian options
- Knockout and knock-in structures
- Other refinements
- Case studies: Choosing an optimum structure

Expensive Structures

- Cliquets

Market Trends

- Current market conditions and their impact
- Group discussion: investor focus in the current market
 - › Yield or safety
 - › Currency

Credit Linked Structures

- Credit Linked Notes ("CLNs")
- Credit Default Swaps ("CDSs")
- Basket CLNs
- Collateral and guarantees
- Risks and potential regulatory treatment
- Case study – Structuring a CLN

Issue Structures

- SPVs
- Collateral and guarantees
- Risks and potential regulatory treatment
- Case study – mini-bonds

A Regulatory Perspective

- Potential causes and concerns for the regulator
 - › Client risk: High returns imply high risk – is product risk identified and explained?
 - › Issuer risk

Structured Warrants

- Valuing structured warrants
 - › Traditional valuation measures – premium, gearing and capital fulcrum point
 - › Option based valuation measures – implied volatility, delta and effective gearing
- Issuing a structured warrant
- Case study: pricing and hedging a structured warrant

Enhanced Income Structures

- The cost of enhanced income
- Increasing the level of income
 - › Using leverage
 - › Other processes
- The risk to investors
- The risk to the issuer
- Case study: making the yield more attractive
- Case study: reverse engineering, pricing and hedging
- Case study: dual currency structures

Correlation Based Products

- Using correlation in CPNs and high income structures
 - › Basket structures
 - › Best of / worst of structures
- Cross Currency Structures
 - › Compo and quanto options
- Group Discussion: structuring an attractive dual currency structured product

Programme Summary and Conclusion

ABOUT THE TRAINER

DAVID RODEN

David Roden has over 30 years' experience in the financial markets. He joined the London stockbroker, de Zoete and Bevan, in 1980 and became a partner in 1984. After it was acquired by Barclays Bank in 1985, David was appointed as Global Head of Equity Derivatives at BZW (now Barclays Capital) responsible for the overall management of sales, trading, research and risk management for equity derivatives globally. He was also responsible for the expansion of the business, which by 1997 had teams working in London, New York, Hong Kong, Singapore, Tokyo, Paris and Frankfurt. During this time, David was appointed by the Bank of England as chairman of the committee for the merger of the Traded Options and Futures markets in London. This merger was successfully completed within the schedule initially agreed with the Bank of England.

Since leaving BZW in 1998, David has acted as an independent consultant in derivatives, credit and risk management. In 2000, David founded European Research Ltd to provide independent research in Mergers and Acquisitions. It now publishes four research products in mergers and acquisitions and special situations with over eighty institutional clients in the US, UK, Europe and Asia Pacific.

David has a BA in mathematics from Wadham College Oxford, and has been a resident in Singapore for sixteen years, while spending his time equally between London and Singapore.



UNIVERSITY OF
CAMBRIDGE
Judge Business School

Executive Education

ASIAN
BANKING
SCHOOL

*Understand strategic imperatives and the future of work.
Understand trends, plot future scenarios and identify options.
Prepare for the future through innovation.
Lead into the future.*

The building blocks for learning to prepare for the future.

CAMBRIDGE SUMMER SCHOOL PROGRAMME

30 JULY – 3 AUGUST 2018

The Cambridge Summer School is an annual flagship programme of the Asian Banking School, in partnership with the world renowned University of Cambridge Judge Business School. This year's programme carries the theme ***Preparing for Disruptive Environments in Banking Through Creativity and Innovation*** and has been designed for senior management in banking and finance with the objective of preparing them to make their organisations more innovative to deal with the forces of disruption. It will be held at one of the larger and older Colleges of the University of Cambridge with on-campus accommodation for a fully immersive Cambridge experience. Participants will have membership of the Cambridge Judge Business School Executive Education alumni network following successful completion of the programme and be part of a group of high calibre executives from around the world.

Seats are limited. Book now to avoid disappointment.

Visit: www.asianbankingschool.com Email: training@asianbankingschool.com Call: +603-2742 7822

GLOBAL BANKING LEADERS PROGRAMME

26 NOVEMBER – 7 DECEMBER 2018

Join us on a transcontinental journey through this ground breaking programme for leaders of the banking sector that will be held in Kuala Lumpur in the first week and London in the second week; and gain first hand knowledge and share perspectives on key issues in the industry today through a fully immersive learning experience.

After a successful run in 2016 and 2017, this is the third year of the Global Banking Leaders Programme. A flagship programme of the Asian Banking School, it is in partnership with the Cass Business School; City, University of London, which is ranked in the top one percent of business schools worldwide and renowned for their world class faculty and research. Following successful completion of the Programme, participants will become alumni of the Cass Business School and be part of an illustrious international network of executives.

To find out more about this programme, please:

Visit: www.asianbankingschool.com Email: training@asianbankingschool.com Call: +603-2742 7822

ABOUT US

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 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 its clients.

Through its sector-leading Executive Education programmes including the ground-breaking Global Banking Leaders Programme with Cass Business School, City, University of London, as well as the Emerging Banking Leaders and Summer School Programmes 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. It is also the exclusive training partner for the Chartered Banker Institute in the UK.

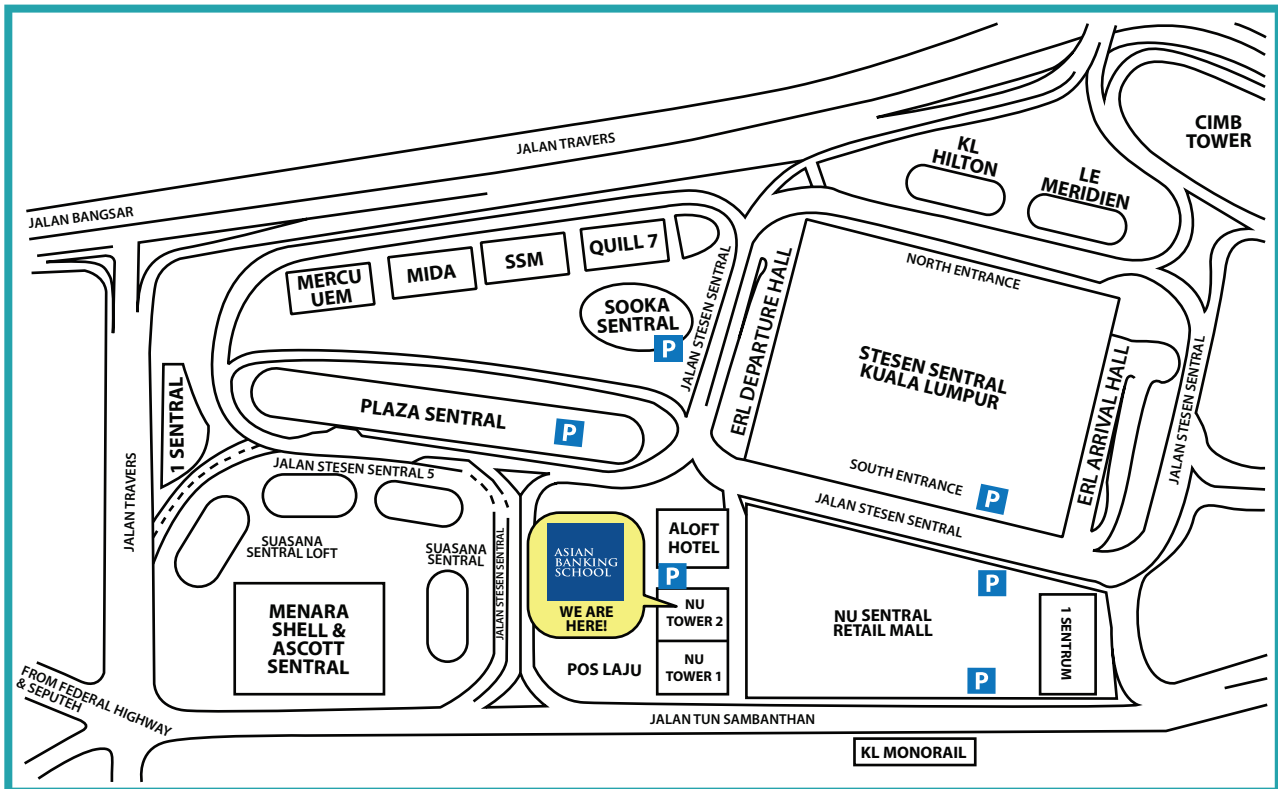
ABS also plays a significant role in enriching the talent pipeline for the financial services sector through the industry recognised Financial Sector Talent Enrichment Programme (FSTEP) and Graduate Training programmes. It is also responsible for designing, developing and delivering the industry-wide Ethics and AML / CFT 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.



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
Website : www.asianbankingschool.com



TRAINER IS KNOWLEDGEABLE IN
HIS SUBJECT. PRESENTATION IS
CLEAR AND ENTERTAINING.

– Participant
*Listing Requirements Chapter 10 Series:
Decoding Transaction & RPT Rules – Module 2*
Trainer: Chee Kai Mun

WWW.ASIANBANKINGSCHOOL.COM

For enquiries, please contact:

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Asian Banking School



Asian Banking School (ABS)