

THE BANKING ACADEMY

Continuing Education for Practising Financial Services Professionals

Practical Financial Modelling Techniques and Applications for Banking and Financial Institutions

Acquire skills and insights to develop cutting – edge Financial Models



■ 3 - 6 June 2008, Prince Hotel, Kuala Lumpur

Unique selling features about the programme:

Targeted content: Obtain an efficient model to help you capture and examine variables that need to be processed for optimal decision making. Delegates will receive more than 2,000 pages of valuable background reading materials, cases and programme slides. In addition, you will receive a complimentary copy of CapInvest

Expert Trainer: Viswanath Tumu, with a wealth of 20 years of experience is an author and consultant, trainer for International Finance Corporation, The World Bank, Darby Overseas Investments Ltd (part of Franklin Templeton Investments), DEG Cologne, ICICI Bank, AF. Ferguson & Company, First Leasing Company of India and many others

Highly interactive format: Limited to 25 participants to ensure effective of content and discussions. Participants will be expected to work on mini-assignments and exercises, either individually or as a group Assignment.

Programme requirement:

Participants require access to a laptop with **Microsoft Excel 2000, Excel XP or Excel 2003**. Please do not come with Excel 2007 as this version of Excel is not supported by this program. Delegates also need to prepare for the course via background reading material supplied at least a week prior to the course.

This training course is also available in-house.

For more information, please contact:
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Practical Financial Modelling Techniques and Applications for Banking and Financial Institutions

3 - 6 June 2008, Prince Hotel, Kuala Lumpur

A practical four-day workshop for financial institutions to obtain a better understanding and practical skills in building user friendly valuation and simulation models for effective decision making and staying competitive.

It is now clear that the credit crunch was not due simply to bull market over-optimism, but resulted very largely from the failures of a number of the financial models that have been a staple of the last generation. As the crunch spreads its malign tentacles ever wider into every corner of global economic life, the dust of collapse after collapse isn't even beginning to clear.

Contrary to popular view, building a good financial model in a bank is not equivalent to opening a spread-sheet, typing numbers and entering formulae to relate cells. That is entry-level financial modeling much as a baby learns to walk. Building a sophisticated financial model has several pre-requisites: (a) being exposed to 'advanced' features of Excel; (b) traveling beyond the spread-sheet and macro interfaces into the VBA and User-Forms space; (c) being introduced to 'real-life models' to understand the power of financial modeling.

This program exposes participants to all required ingredients. This is true of all situations in a bank: whether it is an option pricing model, a model to track delinquencies, a model to calculate the 'True' return from a lending transaction or a consumer-finance pricing model. Banking is all about numbers and financial modeling is all about insights, dimensions of a situation and decision making – the two are inextricably intertwined; architecturally, a spread-sheet will never be able to do the job of a good financial model.

Attend this highly interactive 4 day program that devotes a day and half to 'advanced' features of Excel and a full day to 'VBA'. Armed with this knowledge, participants will also examine several real-life models on the last day of the programme. Participants will be exposed to learning the tools and techniques of model building based on examples from the World of Finance and master Visual Basic Applications (VBA) which is an essential component of modeling.

Key unique features of the workshop

Key benefits of attending:

- Learn to construct models that apply to all functional areas: finance, accounting, marketing, human resources, budgeting, planning, statistical studies, forecasting etc
- Learn to build Securitisation Models, Monte Carlo Analysis Models, Share Price Forecasting Models, Vehicle Finance Models and etc
- Examine several World Class Financial Models and the code behind the Models
- Learn to employ the IPO framework in constructing Models
- Learn to work with both Excel and User forms as two distinct platforms for developing sophisticated financial models

Who should attend

This highly interactive 4-day programme is designed for:

- Finance Directors/Financial Controllers/CFO's
- Business/Financial/Treasury/Market Analysts
- Corporate/Structured/Project Finance Officers
- Inventory Managers
- Mergers & Acquisition Specialists
- Risk Analysts/Risk Managers
- Business Development and Marketing
- Budget Managers
- Credit Risk and Treasury Managers
- Project Financiers and Lenders
- Systems Analysts
- Project/Commercial Management

Course Objective

This workshop exposes participants to technology and tools for building models in various functional areas and to identify the challenge in building a model which is:

- To decompose a situation into constituent variables
- Establish valid relationships amongst variables
- Map variable (and relationships) to a modeling eco-system on a PC using Excel and its programming counterpart, Visual Basic for Applications
- Learning to use the 'advanced' features of Excel
- Learning to employ 'User Forms' as a platform in building financial models
- Master the basics and advanced features of Visual Basic for Applications (VBA), the programming environment of Excel and the tools for developing powerful models
- Learn to use Excel and VBA Controls in your models

This course devotes a substantial amount of time to discussing advanced features of Excel and Visual Basic and anchors topics with examples of real-life models so that participants may simulate the process models that address unique requirements.

Meet the expert



Viswanath Tumu

Viswanath Tumu is an author, consultant and expert with more than 14 years of experience in financial modelling. Vish developed several sophisticated financial models in the course of his career and is an authority on model building. He single-handedly developed "CapInvest" a sophisticated financial model that enables financial institutions to develop user-friendly and market-driven financial and savings products. He is a co-author of the book "The Principles and Practice of Leasing", an authoritative text on the subject of leasing which is in use in several international financial institutions and several European and Asian countries. Reflecting his expertise with Excel, he was invited by Microsoft Corporation to beta test the new Office 2007. He also has several published articles to his credit and is a frequent contributor to the World Leasing Yearbook published by Euromoney Publications, U.K. He received the prestigious "Maurice Feldman" scholarship for financial writers, awarded by The New York Financial Writers Association.

Some of his clientele include **The World Bank, The International Finance Corporation and the Inter-American Development Bank.** He has carried out assignments in more than 24 countries.

Workshop Agenda

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WORKSHOP

Programme Day One: Financial Modelling and Advanced Excel

Defining the concept of Financial Modelling

- What is financial modeling to your business
- Identifying six distinct components in financial modeling
- Advantages of the financial modeling framework
- IPO framework

Understanding Databases and Spreadsheets

- Understanding the difference between a database and a spreadsheet
- Defining the role of a database in relation to a spreadsheet
- Programming language for manipulating database

Reviewing and Accessing Excel

- Reviewing Excel 2007
- Accessing the functionality of Excel: GUI And Code
- Considering platforms for building models: Worksheet and User form

Modelling Platforms

- Exploring various examples of employing a Worksheet as a platform for a modeling situation
- Exploring various samples of employing a User Form as a platform for a modeling situation

Understanding the Various Requirements for Developing Financial Models

- Understanding the Model building concepts : Variables, relationships, inputs, processing, outputs and layout issues
- Understanding the technical skills in : Excel object hierarchy, object properties and methods, excel events, Visual Basic for Applications

Advanced Excel – Part 1

- Overview of Advanced features of Excel and its significance Financial Modelling
- Examples of use of arrays to solve advanced problems
- Sources of Excel's functionality: built in Analysis ToolPak, user –defined, add-ins
- Using a function and determining function parameters
- Excel Naming Scheme – important of names in Excel, naming benefits and examples
- Excel Formatting Scheme – defining values, options in formatting, examples of custom format
- Data Validation

Programme Day Two: Advanced Excel – Part 2

Excel Controls

- Types of Excel Controls
- Placing controls on a worksheet
- Linking controls to cells
- Attaching procedures to controls

Excel Data Management Features

- Five stages of data manipulation
- Operators for Filtering
- The Three 1's of sources of data: Imported, Inputted, Internet

Excel Pivot Tables Feature

- Understanding Pivot Table: Going through the Basics examining some examples

What-if Analysis

- Identifying the types f "What-If?" Analysis in Excel: Data Tables, Goal Seel, Scenario Manager, Solver
- Solver Algorithms and examples
- Scenarios

Report Manager Add-in

- Functionality of Report Manager and reviewing some examples

Grabbing Data from the Internet

- Understanding web queries and creating a new query

Learning to Programme in Excel – Part 1

- MS Office Programming architecture
- Examples of VBA Code
- Built in models vs. user models
- Benefits of Code
- Manipulating Excel with objects, properties and methods

Excel Object Hierarchy

- Scope of object properties and methods
- Microsoft Excel object models
- Object properties and object methods

Excel Event Procedures

- Exploring Events supported by Excel
- Using Events to hook code

Programme Day Three: Programming in Excel – Part 2

Excel Macro Recorder

- Hands-on programming of simple tasks in Excel

Writing Visual Basic Code

- Overview of Visual Basic Code
- Parts of Visual Basic Procedures

Visual Basic Decision Structures

- Knowing Visual Basic Decision and Control Structures

Visual Basic Controls

- Visual Basic Controls
- Visual Basic User Forms
- Alternatives to Forms
- Reviewing Visual Basic Functions

Useful Objects

- Taking a closer look at the Range Object
- Understanding the Range Object: properties and methods
- The Worksheet Object: properties, methods and events

Visual Basic/Other Applications

- Variables and Constants
- Arrays
- Operators

Programme Day Four: Modelling Projects

Building on the exposure to advanced excel and VBS in prior sessions, participants proceed to examine, interactively, the architecture of several real-life models and the code and features behind these models:

Securitisation Models

Illustrating an example of an educational institute in India, faced with the situation of either taking a loan from a bank or securitising its fee income to finance a school building

Share Price Forecasting Model

Illustrating the concept of a "Black Box" in preparing a financial model that isolates important decisions making information and variables to assist users to perform useful tasks without attention being diverted by large volumes of data.

Monte Carlo Simulation

An investment Scenario: Illustrating the development of a Monte Carlo Simulation Model to carry out an analysis of a project rate of return

Simulating A HP Financial Calculator

This model simulates the financial functions in a HP financial calculator using Visual Basic Code to illustrate the fact that Excel's built-in financial functions such as Present Value, PMT and the other alone cannot build the simulator – these functions can generate an answer given information on the remaining 4 variables but auto-calculation of any of the functions given info on the remaining variables is ruled out because a cell can be used for entering either a formula or a constant (but not both, as required by the simulator)

Risk-Return Pricing Model

Illustrating the use of a financial model that assists financial institutions in developing pricing for loans, leases and hire purchases

Vehicle Financing Model

Illustrating the development of an "error resistant" model to price vehicle financing transactions using the five discounted cash flow components

Projects Appraisal Model of a Leasing Investment in Ukraine

Provides insights into a sophisticated project appraisal model, LeaseEx, that assists financial institutions in forecasting leasing operations of a start-up leasing company over a 10-year horizon, constantly updating more than 180 reports in response to changes to any of the more than 2,000 variables that constitute the eco-system of this model

Concluding takeaways and Q & A Session

Course Schedule:

Registration: 08.30am (first day only)
Course begins: 09.00am
Close: 5.00pm

Morning Break: 10.30am
Lunch: 12.30pm
Afternoon Break: 3.30pm

Registration Form

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DELEGATE'S INFORMATION		PLEASE FAX COMPLETED FORM TO +65 6236 6530			
Dr / Mr / Mrs / Ms / Other:		Family Name:			Name:
Job Title & Dept:		Organisation:			
Address:					
Postal Code:		Country:			
Telephone:		Fax:		E-mail:	
Secretary's name:		Secretary's tel. & e-mail:			
Name and Position (if different from above):					
Signature: _____ Date: _____					

Note : This registration is invalid without an authorised signature.

REGISTRATION FEE PER DELEGATE	Banks/ Financial Services Institution	Non-bank/ Non-Financial Services Institution
Early bird rate *(Register before 13 May 2008)	[] US\$ 3,990*	[] US\$ 4,500*
Regular rate	[] US\$ 4,250	[] US\$ 4,800

METHODS OF PAYMENT	
<input type="checkbox"/> By Bank Cheque: Made payable to "T.A.B. International Pte Ltd", in Singapore dollars (SGD), or US dollar (USD) equivalent	<input type="checkbox"/> By Bank Transfer: Development Bank of Singapore Suntec City Branch, 3 Temasek Boulevard, Singapore 038983 Account no.: 074-001420-8 Account name: T.A.B. International Pte Ltd (Please indicate "PFMTA08" and the participant's name as reference.)
<input type="checkbox"/> By Credit Card Please debit my <input type="checkbox"/> MasterCard <input type="checkbox"/> Visa <input type="checkbox"/> Amezvzx <input type="checkbox"/> JCB	<input type="checkbox"/> By Invoice: Payment must be made within 5 working days on receipt of invoice.
(All credit card charges will be made in Singapore dollars at the exchange rate of USD\$1.00 = SGD\$1.55)	
Cardholder's name:	
Card no.:	Expiry Date:

Authorised Signature:z
(as in credit card, if applicable)

Fee:

- Includes admission to all training sessions, refreshments, lunches and training kit
- Does not include accommodation, travel expenses and hotel transfers

Note:

- Government taxes and bank charges are to be borne by the delegate
- Exchange rate is pegged at USD1 = SGD1.55
- The workshop to be held in Singapore will be subjected to 7% GST for Singapore-based companies

TERMS AND CONDITIONS

Payment Terms

The Registration fee includes admission to training room, refreshments and lunches during the training course, course materials and online access to trainers' presentation. It does not cover accommodation or travel /personal expenses. Full payment of registration fee must be made within 5 working days upon receipt of invoice. The Asian Banker reserves the right to refuse admission if payment is not received in full and on time prior to the event.

Government taxes and bank charges are to be borne by the delegate. Unless otherwise stated in the booking form, payment must be made only in Singapore Dollars or US Dollars equivalent.

Cancellations/Substitutes

If you are unable to attend, a substitute delegate is welcome at no extra cost. Please provide substitute delegate in writing. In the event that you have to cancel, The Asian Banker accepts cancellation only in writing and not over the phone. The Asian Banker observes the NO REFUND policy for cancellation. A set of documentation will be sent you.

In the event that The Asian Banker postpones the event, delegate payment on postponement date will be credited to a rescheduled date. In the event that The Asian Banker cancels the event, delegate payments at the date of cancellation will be used as credit for The Asian Banker's future events. The credit is valid for up to 12 months from the date of issuance.

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2008 Training Programmes

April

- Detecting and Managing Problem Loans
- Automobile Lending School
- Developing High Performance Sales and Marketing Capabilities

May

- Anti Money Laundering Compliance for Financial Institutions
- Funds Transfer Pricing for Financial Institutions
- Performance Measurement for Branch Operations and Profitability
- Back Office Management & Control for Financial Institutions

June

- Mortgage Banking School
- Employee Engagement to Sustain Bottom Line Profitability
- Syndicated Loans and Advance Loan Documentation

WHAT'S MORE

An exclusive one time offer for participants attending The Banking Academy events to own a copy of The Asian Banker Journal, the flagship regional publication covering industry best practices and Asia's leading strategic business magazine for decision-makers at CEO level. The publication has become the leading commentator on developments in Asia Pacific's financial services industry.

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