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EUROMONEY TRAINING EMEA
PUBLIC, SPONSORED & IN-HOUSE FINANCIAL TRAINING

www.euromoneytraining.com/emea

Euromoney Training EMEA

about us

Firmly rooted in a long tradition of excellence, Euromoney Training EMEA (Europe, Middle East and Africa) has grown rapidly to be at the forefront of practical banking and financial training. We specialise in delivering quality public, sponsored and in-house courses in a location that is convenient for you.

Public programmes

Our wide range of public courses attract a truly international client-base thus ensuring valuable networking opportunities. By attending a public programme you will not only benefit from up-to-date practical training, but you will also have an opportunity to meet all the major regional and international banks and financial institutions.

Regional calendars of public programmes available in Europe, the Middle East and Africa are constantly updated by our development team.

Euromoney Training EMEA's development team formulates leading-edge programmes in banking and financial training, comprising of:

- Talented practical trainers hand-picked from our unparalleled worldwide resource of expert practitioners and consultants.
- Real-life topical case studies, practice exercises and interactive discussion to equip you with practical tools which can be put to immediate effective use.
- Up-to-date well-researched course documentation which draws on Euromoney's worldwide financial information network.
- REGIONAL and INTERNATIONAL case-studies combining international expertise with local in-put to make our training relevant to you.
- Meaningful computer-based exercises and trading simulations for active structured learning.
- Valuable international networking opportunities in a concentrated but relaxed environment. Information-sharing forms a rich and rewarding aspect to every programme.

**For more information visit www.euromoneytraining.com/emea
tel: +44-20-7779 8085 e-mail: emea@euromoneytraining.com**

Let Us Come To You

sponsorship opportunities

Co-host a public programme in your country

Euromoney Training EMEA is dedicated to the provision of international financial training programmes within your region. **We can deliver any training course of your choice in your country.**

By choosing to co-host an event with us by sponsoring a public programme in your country you will benefit from:

- Cost effective training for you, your staff and/or your clients delivered locally by the Euromoney faculty of international expert practitioners.
- A share of publicity in bringing an international high level event to your region.
- The opportunity for you to create an agenda which will match your exact needs.
- The location, timing and duration of the programme, along with the faculty, to suit your requirements.

- A passion for client service. Our multilingual client liaison teams are dedicated to ensuring that every aspect of communication with you from your first enquiry to your post-course departure is conducted in a friendly and professional manner.
- A cost-effective solution: save money on travel and accommodation by attending a public programme delivered in your region.

Venues

All Euromoney Training EMEA public programmes are delivered in 4 and 5 Star hotels in major financial capitals across Europe, the Middle East and Africa.

For further information please contact:

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For more information visit www.euromoneytraining.com/emea
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In-House Training

to suit your needs

Cost-effective training for your organisation

All our public courses are available on an in-house basis exclusively for your members of staff.

Simply let us know your area of interest from our extensive portfolio and we will arrange for the course to be delivered at a time and place that is convenient to you.

In-house training is an efficient, cost-effective and targeted way to ensure that your employees are equipped with the knowledge and skills needed to provide your clients with as professional a service as possible.

Provided in the comfort of your own working environment, training can be arranged for anything from small groups to entire divisions.

"The best training I have ever attended"

Past delegate, Reuters

"The lecturer had an exceptional ability to debunk myths and convey reputedly complex matters in a simple and clear manner"

Past delegate, Council of Europe Development Bank

"Best lecturer on the subject to date. Encouraged participation at all times"

Past delegate, Egg Banking Plc

"Really interesting, a well taught course"

Past delegate, SEB Merchant Bank

"Very useful and helpful programme. It is an essential item in any telecoms financiers' tool kit"

Past delegate, Guaranty Trust Bank

"I am very satisfied. The lecturer knew the subject very well and helped to make us understand"

Past delegate, Coca Cola HBC

"Course was very well structured and very well presented"

Past delegate, Raiffeisen Bank

"A very pleasant, friendly and knowledgeable instructor...job well done!"

Past delegate, Landsbanki

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Faculty

international financial training expertise

Euromoney Training EMEA course directors are expert practitioners with a strong academic background and extensive experience with leading institutions in the international financial markets. They include:

KEITH CORSBY: Keith Corsby is a specialist in Treasury and ALM with over 20 years experience in managing interest rate and foreign currency risks. Keith was Assistant Treasurer to the UK-based Portman Building Society where his responsibilities included managing the liquidity books and the balance sheet. Prior to this, Keith gained extensive experience with Bank of America as the Senior Financial Engineer/Structured Finance Consultant and Executive Director/Chief Trader (FRNs, Euronotes and EuroCP).

BERNARD DUFFY: Bernard Duffy began his investment management career with Abbey Life in Dublin before moving to London in 1985 to work for Irish Life Assurance Plc. He has undertaken numerous assignments throughout the USA, Europe and Asia for clients such as ABN AMRO Bank, Deutsche Bank, Merrill Lynch Asset Management, Lehman Brothers and JP Morgan Chase Investment Management. Bernard has a B.A.(Hons) in Economics and Politics, an M.A. in Development Economics and an MBA in Finance from the City University Business School.

DR. RICHARD FLAVELL: Richard Flavell is a consultant in the financial services industry. He was until recently Director of Financial Engineering at Lombard Risk Systems, one of the leading derivative trading system companies in the world, where he was responsible for all the mathematics. Prior to this, he was Head of Financial Engineering at ANZ Merchant Bank in London, and was a Reader in Finance at The Management School, Imperial College.

BRUCE GAITSKELL: Bruce Gaitskell has been involved in the European Securitisation market for ten years, and was former head of the Asset Backed group at UBS Ltd in London and is now the strategic advisor to the board of Cityscape.

DR. T.S. HO: Dr. T.S. Ho is the managing and technical director of an educational consultancy firm based at Lancaster, UK, and head of risk analytics at an investment bank. His academic positions include an honorary senior research fellow at Lancaster University Management School, visiting professorship at various universities, and visiting scholar at the New York University Stern Business School. He holds a doctorate in finance and has published papers on the valuation and hedging of complex derivatives, value-at-risk, and credit risk in leading academic journals, books and conference proceedings. He was awarded the ANBAR international citation "in recognition of outstanding contribution to the literature and body of knowledge".

TIMOTHY JURY: Timothy Jury is a chartered accountant who qualified with KPMG. He has held main board financial and general management directorships in both quoted and private companies. He has considerable experience of management in turnaround situations and has completed a number of acquisitions, disposals and corporate reorganisations.

PAUL KITCHING: Paul Kitching is a freelance training consultant. Previously he was Head of Interest Rate Product Development at the London International Futures Exchange, responsible for the maintenance of the existing product range and the development of new products. Paul began his career with Ernst and Young as a tax specialist, before moving into corporate treasury. He is a visiting lecturer to City University Business School, lecturing on their Executive MBA programme. He is a panel member for the Securities Institute, and is a Member of the Association of Corporate Treasurers and associate of the Institute of Taxation.

ANDREAS MAESTLE: An Economist, Dr. Maestle was previously with KfW in Germany in the Asia division as task manager for infrastructure projects as well as the Export-Credit and Project Finance department of the bank. Earlier in his career he spent several years in the Middle East section of the Federal Ministry for Economic Cooperation and Development, in Bonn, followed by work as an advisor to the German Executive Director at the World Bank in Washington.

ANTONY MANNION: Antony Mannion began his career as a solicitor, qualifying with Freshfields, one of the pre-eminent London law firms in 1986. Having specialised in company/commercial law, he decided to change careers and moved to Citicorp Investment Bank in early 1987. During his time at Citicorp he worked in the London, Sydney and New York offices. He has a BA (Hons) Cantab, is a qualified solicitor and has SFA Registered Representative status.

KEVIN MERRY: Kevin Merry is a Senior Operations Manager with over 21 years experience at management level in international banking. His responsibilities have included covering provision of support for a wide range of products including fixed income securities, derivatives, FX, money markets, emerging markets and equities. He has previously held positions at IJB International, San Paolo Bank, Drexel Burnham Lambert, CIBC, Cumulus Systems, Chase Manhattan Bank and Hill Samuel Investment Bank.

MARGARET OSIUS: Margaret Osius was a Vice President in the Global Banking Division of Chase Manhattan Bank. During her career at Chase she structured export and international project transactions and advised clients on foreign exchange risk management. Ms. Osius was also responsible for a team of credit analysts charged with evaluating the quality of Chase's global loan portfolio as well as that of newly acquired affiliates. She received an MBA from INSEAD, the European Institute of Business Administration, in Fontainebleau, France. Her B.A. degree is from Princeton University.

RICHARD SARGENT: Richard Sargent started his career in manufacturing and moved into the financial services industry where he gained professional qualifications in investment management and personal finance sales. He then moved to an AON subsidiary where he was part of a high profile sales and business development team operating within the consumer and business finance markets. Richard holds a BSc in Mechanical Engineering and is a registered occupational tester with the British Psychological Society. He also recently qualified as an NLP® Business Practitioner.

More information is available on request.

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Programme Portfolio

INVESTMENT BANKING & CORPORATE FINANCE

- Financial Analysis & Forecasting
- Investment Banking
- Corporate Finance
- Integrated Financial Management Programme
- Mergers & Acquisitions
- Advanced Business & Financial Analysis
- Private Equity & Venture Capital
- IPO Workshop
- M&A Negotiator

CORPORATE & EQUITY VALUATION

- Valuing & Financing Telecoms
- Bank Valuation & Performance Measurement
- Corporate Valuation Modelling
- Equity Valuation Techniques
- Valuing Hi-tech Companies
- Valuing Insurance Companies
- Valuing Pharma Companies
- Valuing M&A

TRADE & PROJECT FINANCE

- Project Finance Workshop
- Advanced Project Finance Modelling
- Advanced Project Finance
- Telecom Project Finance
- Power Project Finance
- Water Project Finance
- Infrastructure Project Finance
- International Trade Finance
- Structured Trade & Commodity Finance
- Sector Specific Project Finance
- Cashflow Modelling for Project Finance

ASSET & LIABILITY MANAGEMENT

- Asset-Liability Management
- ALM Modelling
- Balance Sheet Management

CREDIT

- Credit Analysis Techniques
- Advanced Corporate Credit Workshop
- Credit & Risk Portfolio Management
- Applied Credit Risk Skills
- Credit & Risk Modelling in Excel

TREASURY MANAGEMENT

- Treasury Products Workshop
- Euromoney Swaps Programme
- International Treasury Management
- Fixed Income Derivatives
- FX Trading & Currency Management

RISK MANAGEMENT

- Advanced Risk Management
- Measuring & Managing Value at Risk
- Collateral Management
- Yield Curve Construction & Swaps
- Currency Risk Management with Derivatives
- Financial Risk Management & Basel II

CAPITAL MARKETS

- International Capital & Money Markets
- How the Financial Markets Work
- Quantitative Techniques for Finance
- Asset Securitisation Workshop
- Euromoney Bond Programme
- Syndicated Loans
- International Repo Markets
- Cashflow Modelling for Securitisation
- Collateralised Loan & Bond Obligations
- Rating Agency Securitisation
- Advanced Techniques for Structuring CDO's
- Technical Analysis

REAL ESTATE FINANCE

- Structuring Real Estate Finance
- Advanced Real Estate & Modelling
- Real Estate Investment School
- Real Estate Negotiation Masterclass

DERIVATIVES & SWAPS

- Derivatives Workshop
- Futures & Options
- Exotic & Structured Financial Products
- Equity Derivatives & Convertibles
- Credit Derivatives & Credit Linked Notes
- Advanced Derivatives Modelling
- Modelling Credit Risk of Derivatives
- Equity Linked Finance
- Advanced Swaps
- Innovations in Swaps
- Swaps & Interest Risk
- Credit Default Swaps
- Convertible Bonds

ASSET MANAGEMENT & PRIVATE BANKING

- Asset Management School
- Private Banking Workshop
- Private Banking Masterclass
- International Asset Management
- Alternative Investments
- Managing & Selling New Private Banking Products

OPERATIONS & BACK OFFICE MANAGEMENT

- Back Office Management
- Transactions Processing & Settlements Workshop
- Operational Risk Management & Basel II
- Middle Office Operations

AUDITING & ACCOUNTING

- International Offshore Tax Programme
- Bank Internal Audit
- Auditing Derivatives
- GAAP
- Financial Disclosure
- International Accounting Standards
- Accounting for Derivatives

MANAGEMENT & DEVELOPMENT /HUMAN RESOURCES

- Senior Management Development Programme
- Human Resources for Financial Institutions
- Effective Time Management
- Change Management
- Capital Markets Sales Management
- Strategic Marketing & Branding for Financial Services
- Effective Cost Management
- Leadership Masterclass

STRATEGY & NEGOTIATIONS

- Financial Negotiation Masterclass
- Leadership Skills Masterclass
- Bank Strategy Masterclass
- M&A Negotiation Masterclass
- Pharma Negotiation Masterclass

HI TECH & E-BUSINESS

- E-commerce for Business Executives
- Marketing & Branding in the Internet Age
- On-line Trading & Commerce Strategies
- Valuing Hi-Tech Companies

PHARMA

- Pharma Valuation Masterclass
- Pharma Negotiation
- Pharma Pricing & Market Access Strategies

We are continually developing new programmes. If the subject you require is not listed, please let us know.