

Financial Education Professionals

Banking

Financial Education Professionals Pty Ltd is a specialist training company providing technical education, compliance training and assessment services for financial institutions. Our courses are designed to reflect the current marketplace and are written and delivered by industry practitioners.

The Australian Banking sector has proven itself to be a world leader following the crisis of September 2008. Despite some slippage in credit quality, our banking sector is one of the healthiest in the world, offering investors, borrowers and lenders competitive products, services and performance. Our range of services for participants in Banking ranges from general banking workshops to credit analysis, valuation and risk, including ALM.

We offer four general banking workshops and seven specific workshops aimed at business and institutional banking. The general banking workshops have a set course outline and duration, whereas the specialist workshops are amenable to be completely tailored to your needs. A short description of each is provided below:

General Banking

The Basics of Banking [4 hours]

This program looks at the banking sector in Australia and how its major participants impact on financial markets and the economy. The program examines the role of regulation, merger policy (“4-pillars”) and the impact of a deregulated banking sector. The program also briefly touches on the major factors impacting bank profitability and the impact of social pressures on how banks behave.

Fee = \$550 per person (+GST)

Understanding Investment Banking [3 hours]

This program explains the key functions and activities of investment banks. The program discusses the activities for which investment banks are best known including mergers and acquisitions advice, syndicated lending, market making in financial products, wealth management and treasury and custodial operations. It also analyses how investment bank activities have been shaped by the financial crisis of 2008 and what the long term future for investment banks may be.

Fee = \$425 per person (+GST)

Asset Liability Management [4 hours]

We look at the main concepts and issues contained in ALM. The course covers the main aspects of risk and the impact of poor ALM. We also look at the main tools such as hedging, duration matching and securitisation and examine the impact on banks of the recent decline in the securitisation market.

Fee = \$550 per person (+GST)

Understanding the global liquidity crisis [6 hours]

This program looks at the impact of the liquidity crunch on banks since September 2008. It specifically looks at the credit and risk factors that led to the scarcity of credit and the resultant squeeze on global capital flows. It then relates these factors back to the Australian context and the impact on our banking sector.

Fee = \$725 per person (+GST)

Business & Institutional Banking

Trade Finance

The study of all supply-chain related activities from short term asset financing to cash management to trends from the potential move away from letters of credit (LCs) to open accounts.

Business Deposits

The various types of business deposits on offer, current trends, tax implications and how banks use them to fund asset growth.

Cash Management

Examining the role of cash management and payments beyond sophisticated deposit services, the role of technology as a competitive advantage and the importance of superior payments solutions to bolster broader transaction banking capabilities. We can also provide training around specific cash management solutions such as factoring and receivables management.

Leasing

The need for leasing solutions, including the financial and tax implications of leasing.

Merchant Acquiring

The types of merchant acquiring models in Australia, the trend in interchange fees and the role of regulatory and market pressures on how banks participate on either side of the credit card market.

Private Banking

The current breadth of services in private wealth, determinants of success and the competitive landscape beyond banks.

Structured Products

The growth of structured products and their driving forces, market and user sophistication, tax implications.

The specialised workshops are offered as tailored programs and if you are interested in discussing them please contact us directly.

Further Information

All workshops are offered on an in house basis and require a minimum of 15 per workshop.

If you would like to discuss or arrange to schedule any of the programs contained in this brochure, please contact us directly.

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Financial Education Professionals Pty Ltd was established in 2001.

We focus on:

- ▶ tailored course design and delivery in investment banking, investment management and financial markets
- ▶ training for custody and treasury operations and investment administration roles and
- ▶ initial training and continuing professional education for wholesale market participants to meet Australian Securities and Investments Commission's (ASIC's) licensing compliance requirements

Financial Education Professionals is an ASIC Authorised Assessor for the purposes of RG 146 and RG 105 and is a Registered Training Organisation, accredited to offer programs and qualifications throughout Australia.