

Certified Private Banker Foundation Course

Private Banking is one of the pillars of the Luxembourg financial centre and the ever growing complexity of this business requires that a private banker possesses a solid knowledge of the financial instruments and their use as investment vehicles.

In order to provide this background the IFBL has developed a 6-day foundation course focusing on the following aspects:

- › the use of financial instruments in investment portfolios
- › the taking of investment decisions based on the aspects of risk and return
- › the understanding of the concept of market efficiency in portfolio management
- › the integration of efficient financial vehicles in investment solutions

DURATION AND PRICES

COURSE	DATES 2016	DURATION	PRICE + 3% VAT
Certified Private Banker Foundation Course	23 – 31 May	52 hours*	€ 2.450,-

* excluding the self-preparation via e-learning

SCHEDULES

Courses: morning sessions 9:00 am to 1:00 pm

Courses: afternoon sessions 2:00 to 6:00 pm

Examination: 9:00 am to 1:00 pm

LANGUAGE

All the training courses are held in English.
The documentation is in English as well.

TRAINING LOCATION

Centre de Formation/Chambre de Commerce
7, rue Alcide de Gasperi | L-1615 Luxembourg

An underground parking (paying) is available in the building. Several buses stop nearby. Details are to be found on www.mobiliteit.lu

REGISTRATIONS

Candidates are requested to introduce their application at least 5 days before the beginning of the course on our registration form which is to be downloaded from www.ifbl.lu ("outils-téléchargements" in the main menu). Completed forms should be sent to the IFBL either by fax (46 50 19) or by e-mail to customer@ifbl.lu

CONTACT

IFBL - Customer Service
customer@ifbl.lu | Tel.: +352 46 50 16 – 1 | Fax: +352 46 50 19
www.ifbl.lu

Our general conditions as indicated on the registration form are applicable.

PROFESSIONAL QUALIFICATION



Courses in detail

IFBL

IFBL-L'Institut (www.ifbl.lu) was created in 1990 as the training institute of the Luxembourg Bankers' Association (ABBL) with the distinctive mission to «prepare, create, develop and promote any training means, programmes or actions, in the interest of the financial centre of Luxembourg». The Institute thus provides wide-ranging programmes from industry basics to state-of-the-art highly specialised courses. Today, the Institute is proud to welcome each year well over twelve thousand participants and to provide them with the training, support and guidance they need in the development of their professional careers. Since 2010, the Institute has been offering not only training courses but also a wide range of options in the field of career and personal development. As of 2015, IFBL-L'Institut will act as the “financial pillar” of the newly created House of Training.

www.ifbl.lu

This training is endorsed by the Luxembourg Bankers' Association (ABBL) and promoted by the Financial Technology Transfer Agency (ATTF)

TARGET AUDIENCE

The training programme is designed for junior private bankers, Family Offices' staff or persons having worked for a few years in a banking environment and wishing to reorientate their career in private banking.

TRAINING PROGRAMME

Prerequisite: E-learning preparation course

International Financial Markets

The objective is to provide participants with a good understanding of financial markets, the financial instruments traded in them, the key players in financial markets and the activities that they perform. The last chapter of the E-learning course is a test, which participants are expected to pass to confirm the knowledge that they acquired before beginning the classroom course.

Classroom courses

Risk Measurement & Management

- › Private Banking in Europe and characteristics of Luxembourg
- › Fundamentals of Risk Management:
 - Regulatory environment
 - Market risk, credit risk, operational risk, liquidity risk
 - Organisational aspects of Risk Management

Foreign Exchange and Money Markets

- › Market types: Organized and OTC
- › Money markets: Characteristics and concepts
- › Players
- › Types of products
- › Squaring a treasury
- › Basis notion and mathematical concepts
- › Foreign exchange market, futures and conventions
- › Forex futures
- › Forex conventions

- › Base currency, spot and forward transactions
- › FX swaps, non deliverable forwards, Forex futures

Bonds & Equities

- › Launch of a bond issue
- › Importance of solvency criteria
- › Principles of bond pricing
- › Bond yields and yield curve
- › Bank earnings from bond transactions
- › Calculation of bond duration
- › How to consider an investment in different types of bonds
- › Risks of bond investments
- › The main securities transactions
- › Topography and assessment of the risks inherent in an investment in shares
- › Rights and obligations of the shareholder
- › The principles and foundations of valuing a share
- › Importance of financial information
- › Remuneration of the bank
- › Technical analysis
- › Practical steps to compose an equity portfolio

Options & Futures

- › Definition and concepts
- › Notion of underlying asset
- › Mathematical concepts and calculation
- › Options: Intrinsic and time values
- › Options for risk hedging
- › Exotic options
- › Futures: Mathematical notions
- › Using futures for hedging and for instrument pricing
- › Interest Rates Swaps: Swap valuation methods and hedging
- › Other swap types

Structured Products

- › Basic definition and interaction of market participants
- › Development, classification
- › Issuing structured products
- › Underlying assets
- › Structured products & portfolio management

Portfolio Management

- › The importance of international diversification in portfolio management
- › The use of modern theories of portfolio management
- › Dividend discount model in day to day portfolio management
- › Performance analysis: different risk/return ratios used in portfolio management and its utilisation
- › Market efficiencies and analysis of efficiency in current market situations
- › The use of indices and different benchmarking methodologies. Active versus passive portfolio management
- › The different phases of building a portfolio for one client
- › Current economic situation and influences of the current economic situation on portfolio management decisions
- › Details about Europe's most important private banking products and services considering their legal and regulatory framework.

Investment Funds & Alternative Investments

- › SICAV, FCP, UCITS IV, ETFs
- › Players in the investment funds market
- › Calculating a NAV
- › Multiple asset classes
- › Definitions, basic concepts and main strategies of hedge funds

Written examination based on all covered topics