



CAPITAL MARKETS OVERVIEW

SUMMARY:

This comprehensive full-day course provides participants with an overview of an integrated Capital Markets business. The goals of this session are twofold: (i) to introduce the activities and inter-relationships between the major departments of the business; and (ii) to highlight the attributes and skill sets associated with professionals in each group.

This course provides an interactive review of a Capital Markets business through the use of a case study. The case will demonstrate how a Capital Markets business services a large corporate client throughout its corporate lifecycle.

Timing: This course requires 1 day

Experts in financial
modeling training

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LEARNING TOPICS:

Overview of an Integrated Capital Markets Business

- ✓ Provide an overview of an integrated Capital Markets (CM) business, focusing on client-facing and profit-generating activities
- ✓ Describe a CM business within the context of a larger bank
- ✓ Discuss the fundamental activities of a CM business in serving clients and originating and distributing capital
- ✓ Introduce the client coverage model and how it facilitates product, industry, and geographic specialization
- ✓ Review key success factors, including information, people, and capital

Understand the Various Groups within a CM Business

- ✓ Review the major CM departments, including Investment and Corporate Banking, Equity Capital Markets, Debt Capital Markets, Research, Sales & Trading, Mergers & Acquisitions, and Derivatives
- ✓ For each group, participants will learn:
 - Core activities and inter-relationships between departments
 - Key business drivers and measures of success
 - Method of profit contribution and position in the client coverage value-chain
 - Valuation activities and methodologies employed
 - Common terminology and references
 - Attributes, typical work activities, and career paths of successful team members

Case Study

- ✓ Participants will spend the day working through a case study where a CM business services a large corporate client throughout its corporate lifecycle, including:
 - Initial public offering
 - Initiation of research coverage
 - Trading in the public market
 - Acquisition of a target company
 - Raising debt financing for a new project
 - Hedging operational and economic risks

Understand the activities, departments, and business model of an integrated Capital Markets business