



THE SOCIETY OF REMISIERS (SINGAPORE)

2012
Schedule

**Continuing
Education
Programme**

for Dealers & Remisiers
www.remisiers.org

2012 Continuing Education Programme For Dealers & Remisiers (CEPDR)

Introduction

This SGX-accredited programme offers Trading Representatives a wide array of relevant and practical short courses. Through continuing education, we aim to raise the level of professionalism and competency, while improving the business of dealers and remisiers.

Each course is 3 hours and its delivery is through the conventional classroom or seminar mode at Capital Tower (Robinson Road), SGX Centre (Shenton Way) or a convenient location within or near the Central Business District. The course schedule and course synopsis are detailed in the following pages.

The tentative dates for each course are pre-assigned for the convenience of Trading Representatives. The course lecturers' bio-data are also provided for your reference. The dates and lecturers are subject to changes. Registered participants will be informed of any changes in venue/date at least 10 business days before the commencement of the course, where possible.

SGX-Training Credits

All participants have to sign in before the commencement of the course, and participants who are more than 10 minutes late will not be allowed to mark their attendance, and no credits would be awarded. In addition, participants also need to sign out after the completion of the 3-hour programme.

SGX requirements on minimum training credits per calendar year, punctuality, signing of attendance register, attendance, attire, and other rules will be strictly adhered to.

Course Registration

The enrolment form is enclosed in this catalogue, and is also available from the administration departments of all SGX-Securities Trading Member Companies. Please enrol through your respective administration departments.

Applications should reach our Education Centre at least 10 business days before the commencement of the applied courses. The fee is S\$100 per course (no GST) unless otherwise specified. Corporate Discounts are available. For changes, refunds or cancellations, terms and conditions in the enrolment form apply.

Information & Feedback

We welcome any ideas or suggestions that could help us improve on this Continuing Education Programme. Please send your feedback to:

Education Committee, the Society of Remisiers (Singapore)
c/o 10 Shenton Way #13-02 MAS Building, Singapore 079117
Email: education@remisiers.org / 6323-6059 (Tel) or 6227-8063 (Fax)

CEPDR Schedule of Courses for 2012

COURSE CODE	TITLE	DATE
B1	Understanding the Oil & Gas Sector	W 31-Jan-12
E1	How to Find Hidden Information in Financial Statements	W 17-Feb-12
A1	Economic Indicators & Forecasting	W 16-Mar-12
A2	Understanding Mergers & Acquisitions	W 20-Apr-12
E2	Tell Tale Signs of Companies in Trouble	W 18-May-12
B2	Understanding the Renewable Energy Sector	W 15-Jun-12
E3	Fundamental Analysis for Professionals	W 20-Jul-12
B3	High Yield Investing, Myths & Pitfalls	W 24-Aug-12
D1	Polish your Conversational Skills to Win More Clients	W 21-Sep-12
D2	An Introduction to Singapore's AML & CFT Laws & Regulations	W 19-Oct-12
E4	Investing in Fixed Income Securities	W 16-Nov-12
C1	Money & Trade Management	08-Dec-12
B4	Essentials of Specified Investment Products	<i>Multiple Dates Available for Inhouse Trainings - Please contact us for more details</i>

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Biodata of Speakers : Page 8 - 10
Enrolment Form : Page 11

Note:

- "W" indicates courses conducted on a weekday night from 6.30pm - 9.30pm, otherwise courses are conducted on Saturdays from 9.30am - 12.30pm, unless otherwise indicated.

- Additional classes may be scheduled if there is overwhelming demand. The Society of Remisiers reserves the right to postpone or cancel the courses listed.



Economics & Investments

(All courses in this module are at Beginners to Intermediate Level.
Participants are required to have some basic knowledge on Accounting and Finance)

A1 Economic Indicators & Forecasting [Dr Tan Kee Wee - 16 Mar 12]

- Inputs used for economic forecasting and the factors affecting it
- The impact of different macro-economic factors on the stock market
- Shocks in the economy and its long-term implications
- Strategies for different economics scenarios
- Illustrations from the Singapore economy

A2 Understanding Mergers & Acquisitions [Mr Roy Ling - 20 Apr 12]

- Merger motives & consequences
- Takeover defences
- Deal structure
- Basic Valuation
- Local Case Study



Product Based Training

(All courses are at Beginners to Intermediate Level.
Participants are required to have some knowledge on basic Investment and Finance)

B1 Understanding the Oil & Gas Sector [Mr Alex Ho - 31 Jan 12]

The Oil & Gas sector is the economic driver for many economies in the Asia Pacific region. The price volatility of these non-renewable resources are also cause for concern for users and consumers.

This seminar covers the following:

- Overview of the Industry
- The major players and other listed companies
- Supply & Demand for the Commodity
- Industry segments, processes, risks and rewards:
 - Upstream
 - Midstream
 - Downstream

B2 Understanding the Renewable Energy Sector [Mr Chan Han Meng – 15 Jun 12]

Renewal energy is energy which comes from sources which are naturally replenished. In 2010, more than 20% of global energy consumption comes from renewables. This number is set to increase in the years ahead and provides an opportunity for investors to participate in its growth.

This seminar covers the following:

- Types and sources of renewal energy
- Investment opportunities & listed companies in renewable energy
- Industry outlook, investment risks and rewards

B3 High Yield Investing Myths and Pitfalls [Mr Tolmas Wong - 24 August 12]

- US empirical evidence has shown that investing in higher yielding stocks could outperform the general equity market over time.
- How sustainable are dividend yields?
- Who are the likely dividend achievers in SE Asian equity markets?
- Are REITs a good alternative to high yield stocks & bonds in Asia?
- Don't forget risks.

B4 Essentials of Specified Investment Products [Mr Benjamin Goh]

(Multiple Dates Available - Please contact us for more details)

Introduction to Customer Account Review (CAR) , Customer Knowledge Assessment (CKA) and Specified Investment Products (SIP)

Features, risks, examples & application of:

- Exchange Traded Funds
- Structured Warrants
- Futures
- Options
- Certificates
- Exchange Traded Notes
- Other listed derivatives



Trading

(All courses in this module are at Intermediate Level. Participants are required to have some knowledge on basic Charting and investing)

C1 Money & Trade Management [Mr Jeffery Tie - 08 Dec 12]

- Risk assessment using Technical Analysis
- Money Management with Risk assessment to determine the trade viability
- Accepting loss from losing trades
- Managing winning trades for maximum profitability, using a single entry, multiple exit trade management strategy



Soft Skills & Regulatory

(All courses in this module are at Basic Level)

D1 Polish your conversational skills to win more clients [Ms Pang Li Kin - 21 Sep 12]

Most people dislike a sales talk – and hang up frequently on a telemarketer. In the stock trading industry, winning a client is more than making a sales talk. It is about having a useful conversation that will influence clients to do business with us. This course equips you with essential conversational skills to do just that.

Outline:

- Opening and closing the sales dialogue
- Focusing on customer needs
- Positioning your message
- Listening skills
- Handling difficult situations

D2 An Introduction to Singapore's AML & CFT Law & Regulations [Ms Chee Wei Lin - 19 Oct 12]

This course is a brief overview and update on recent developments in anti-money laundering and countering the financing laws and regulations in Singapore. It will also examine recent money laundering typologies.

Areas covered will be –

- Brief review of and refresher on –
- The elements and processes of money laundering and terrorist financing
- Singapore's legislative framework against money laundering and the financing of terrorism
- MAS Notice SFA04-N02 and MAS Guidelines on Prevention of Money Laundering and Countering the Financing of Terrorism
- Recent amendments to MAS Notice SFA04-N02
- Recent money laundering and terrorist financing typologies

**Fundamental Analysis**

(All courses in this modules are at Intermediate Level)
Participants are required to have some knowledge on Accounting and Finance.

E1 How to Find Hidden Information in Financial Statements [Mr SS Sandhu – 17 Feb 12]

This interactive workshop delves into the 'hidden information' that every company has. This workshop will focus on operating ratios, selected relational calculations based on numbers in the financial statements. The purpose is to show relationships between two variables that may not be visible in a casual reading of the financial statements but are important to assessing a company's overall financial health.

We will discuss some of the most common and useful ratios and how you can best use them to better understand the underlying strength of whatever it is they are measuring. This workshop will help you master the tools of finance where they can be useful to you, without wasting time explaining the deep details that will likely never benefit you.

The seminar will cover the following:

- Finding out how financial ratios can help you to pinpoint investments.
- Discovering what the critical financial ratios are and how to calculate them.
- Uncovering how to interpret the financial ratios to make investment decisions.
- Digging into how to measure and read how pricey the stock market is using its P-E.
- Looking for buy signals from financial ratios analysis.
- Quiz Time - "Who Wants to be a Finance Genius"

E2 Tell Tale Signs of Companies in Trouble [Mr SS Sandhu – 18 May 12]

A Fun and Engaging Seminar on Business Frauds and Scandals. This highly interactive seminar gives you the State-of-the-Art weapons you need to identify warnings of a company's problems before earnings come out and the damage is irreversible. This seminar will provide you an overview of the 6 categories of financial gimmicks and the fundamental tricks that companies have used to mislead auditors and investors for decades. The trainer will share with you his real life experiences, easy-to-understand examples, 'movie time' and plenty of illustrations to help explain how you can uncover revenue tricks, expense traps and liability scams.

The seminar will cover the following:

- Sharing the US and Singapore Experience
- Accounting Tricks – The 2 Basic Strategies
- Motivation for Fraud
- The 6 Categories of Fraud - Local Examples and Case
- How Unscrupulous Management Fudge Their Books
- Earnings Manipulation Schemes
- Movie Time – “Simple Violations, Serious Consequences”
- Quiz Time - “Who Wants To Be A Fraud Buster”

E3 Fundamental analysis for professionals [Mr Alan Lok - 20 Jul 12]

Fundamental analysis for professionals

- Economic Analysis: Top down & bottom up analysis;
- Industry Analysis (Brief introduction the following industries): REITs, Property developing and healthcare/pharmaceutical sectors;
- Financial Statement Analysis: Basic structure of a typical financial statement, how cash flow statements tell the real story and off balance sheet items;
- How to make full use of an Analyst Report: description of company, industry analysis, risk analysis, financial analysis and recommendation;
- Pricing Insights: price earnings ratio methodology, price to book ratio methodology and free cash flow discounting methodology.

E4 Investing in Fixed Income Securities [Mr Samuel Tan - 16 Nov 12]

- Fixed income investment versus other asset classes such as stock, property and cash deposit.
- Basics of fixed income.
- The mathematics of fixed income.
- How to invest to fixed income securities?
- Singapore monetary policy

Mr Alex Ho

Alex is a manager in a regional oil and gas company. His work covered due diligence, valuation, investment analysis and agreements negotiation in the industry.

Prior to joining the industry, Alex was working with 2 international firms covering audit in one, and valuation advisory in the other. He is also a CFA and CPA, and a member of SEAPEX.

Mr S.S Sandhu

Mr. S. S. Sandhu FCA, CPA has extensive experience working within the financial markets sector in Asia. He has deep technical knowledge covering listed companies, multinationals, initial public offerings and mergers and acquisitions due diligence gained over 18 years at PricewaterhouseCoopers. He was also the CFO of one of the largest financial institutions in Singapore. He is both a Fellow Chartered Accountant and a Certified Public Accountant and has provided advisory services to many public listed companies, multinationals and government-linked companies on the development of financial reporting standards and changes in regulatory environment.

Mr Sandhu is a highly sought after speaker at financial seminars and courses around the world and has authored and contributed many publications on corporate governance, risk management and international accounting standards. He is highly rated by participants who have attended his programs. He is particularly well-known for his ability to translate complex and difficult financial concepts into plain language, and the use of real life experiences, easy to understand illustrations and case studies to help the candidate's ability to understand finance and accounting. He adopts a highly interactive approach in his workshops which makes learning both fun and memorable.

Dr Tan Kee Wee

Dr. Tan Kee Wee is the Principal Partner of AshleeMae – a firm which provides economics and investment advisory services. Before striking out on his own, Dr Tan spent many years in the finance industry as an economist, forecasting the trends of bonds, stocks, interest rates, and the global economies.

Before joining the financial sector in the early 1990s as an economist, Dr Tan Kee Wee started off his career as a journalist with the daily financial newspaper “Business Times”. He had then just secured his PhD in Economics from the University of East Anglia, UK. Despite spending most of his career in the private sector, he has kept in touch with the university. In 1999, he was appointed as an Adjunct Associate Professor of Economics at the National University of Singapore for a 2-year term. He continues to teach undergraduate economics.

Mr Roy Ling

Roy is currently the Head of Asia Investment Banking and Managing Director at RL Capital Management. He is also a Non-Executive Independent Director at Vincom JSC, Vietnam’s largest real estate developer with US\$3 billion market capitalization and also a Non-Executive Independent Director and Chairman of the Nominating Committee at HG Metals Manufacturing Ltd, one of South East Asia’ largest steel distributor with US\$200 million market capitalization.

He was also an Independent Director in Asia Water Technology, one of China’s largest waster water treatment providers listed in SGX with US\$100 million market capitalization. Prior to working for RL Capital, Roy was with JPMorgan’s Asia real estate investment banking team based out of Singapore.

JPMorgan was honored by FinanceAsia as the Best Real Estate Investment Bank in Asia for 2008-2010 and Roy is responsible for the origination and execution of investment banking mandates for regional clients. Prior to working for JPMorgan, Roy worked for Lehman Brothers, Goldman Sachs and Salomon Smith Barney, performing a broad range of corporate finance, equity research and real estate financings.

Roy is a Chartered Financial Analyst and was formerly on the Board of Directors of the CFA Society of Japan. He currently also serves on the Academic Committee of the Asian Public Real Estate Association. Roy was honored as one of 20 Rising Stars in Real Estate by Institutional Investor in March 2008, and is also on the judging panels of the International Property Awards, Cityscape Asia Awards and the Singapore Property Awards.

Roy graduated from INSEAD with a Global Executive MBA and from the National University of Singapore with a Bachelors degree in Business Administration (2nd Upper Honors).

Mr Tolmas Wong

Mr Tolmas Wong, CFA, is currently a Director (Sales), Private Clients Services with CIMB & an adjunct lecturer at the Singapore Management University. He has over 15 years of experience in fund management and stock broking, and has held various positions at United Overseas Bank, Citicorp Vickers and Schroder Securities.

Mr. Wong has graduated with a Bachelor of Business Administration at the National University of Singapore and Master of Applied Finance at the Macquarie University, Australia. He is a CFA charter holder, and is formerly a Board Member of CFA Singapore and the Asian Securities Analysts Federation.

Mr Chan Han Meng

Mr Chan was Investment Director of Climate Change Capital responsible for deal selection and execution. He has over 15 years of experience in Asia Pacific markets ranging across cross-border M&A and advisory, private equity and fund management. He has participated in deals of over U\$2 billion.

Mr Chan started his career with University of Sydney teaching Accounting and Finance; he then worked for Credit Suisse First Boston (Hong Kong and Australia), ABN AMRO (Hong Kong and Singapore), Standard Chartered Bank and Pacific Star.

Mr Chan has tremendous expertise in structuring and advising on treasury products and solutions, structuring complex M&A transactions and IPOs, deal and team management, as well as business development and deal origination. He was in charge of many projects in the sector of Telecommunications, Power, Oil and Natural Gas as well as Infrastructure and Real Estate.

He also has fund management experience including U\$400 m Vietnamese fund focus on Southeast Asia real estate market and U\$250 m real estate development fund for Asia. Mr Chan holds a Bachelors Degree (First Class Honours) and an LLB majoring in Economics, Accounting, Finance and Law. He speaks and writes Chinese, can converse several Chinese dialects as well as Bahasa Malaysia and English.

Mr Alan Lok

Alan Lok is the Director of Sabio Global Singapore and has 10 years' experience in the finance and strategic consulting industry spanning across Australia, China, Hong Kong, Malaysia and Singapore.

Alan joined Sabio Global Singapore in 2009 and successfully spear headed the equity research and corporate training divisions. As the anchor speaker for Sabio Global, Alan appears regularly on media such as CNBC and The Straits Times where he expresses his views on issues related to behavioral finance and macroeconomics.

Prior to joining Sabio Global, Alan was an Investment Analyst with SIAS (Security Investment Association of Singapore) Research, the largest independent research house in South East Asia with over 120 Singapore Exchange and Bursa Malaysia-listed companies under coverage.

To date, Alan has conducted training for clients from Bank of Tokyo Mitsubishi: UFJ, BNP Paribas, Credit Agricole CIB (Singapore), DBS, DNB Nor Bank, JL Capital, HSBC, Munich RE and Zen Technology in areas of asset valuation, derivative accounting, leadership, profiling, strategy economics as well as team building.

Alan is a Chartered Financial Analyst (CFA) as well as Certified Financial Risk Manager (FRM).

Ms Pang Li Kin

Ms. Pang Li Kin is the Founding Director of Potentia Unlimited - she has 25 years of corporate experience where she developed her expertise in marketing research, business development & client servicing, as well as in leadership, people management, training & development. Prior to founding Potentia Unlimited, Li Kin held executive and senior management positions with established companies like The Straits Times, F&N (S) Pte Ltd, and ACNielsen. In her last role, she was Executive Director responsible for developing the International Research and Customer Satisfaction Management business globally.

Li Kin holds a Bachelor of Social Sciences (Hons) degree (University of Singapore) and a Masters of Social Planning & Development (University of Queensland). She is also a Certified Image Professional recognised by the Association of Image Consultants International (AICI) and a certified administrator of the Myers Briggs Type Indicator (MBTI). Li Kin serves on the AICI Singapore chapter as President (2010-2013).

Mr Benjamin Goh

Benjamin Goh, CFA is currently Director of Professional and Investor Education for AB Maximus. In this role, Ben is responsible for CFA Singapore's review programme, SGX Academy's public outreach programmes and new education initiatives in South East Asia.

Previously, Ben was a Vice President in CIMB Securities' Product and Business Development department responsible for the firm's Contract for Differences (CFDs) and leveraged products. Ben was a regular speaker at in-house client seminars as well as training sessions for CIMB Securities' dealers.

Graduating with a degree in Applied Economics in 1997, Ben has held a variety of roles in companies as diverse as JPMorgan, Credit Suisse, Deloitte Consulting and Hewlett Packard. A regular instructor with CFA Singapore since 2009, Ben's speciality is equity analysis, portfolio management and economics. Benjamin became a Chartered Financial Analyst in 2001 and received his Masters in Finance from the ICMA Centre, United Kingdom, in 2002.

Mr Jeffery Tie

With more than 25 years of experience in financial markets, Jeffery's stock market career began in 1977 with JM Sassoon and continued with Kim Eng Securities. During his time in Stock-broking, Jeffery witnessed many cycles of boom and bust, including the 1987 meltdown in worldwide equity markets.

In 1997, Jeffery joined Refco Singapore. During this time he developed new expertise in International Futures Markets and FX.

Jeffery's experience and training during his time at both Stock Broking and Futures Broking enhanced his understanding of Technical Analysis and Trading. This expertise was enhanced by his association and friendship with Ray Barros, a well known Fund Manager and Trading Coach. Jeffery's expertise in Technical Analysis was recognized by the Singapore Exchange who has invited Jeffery to its panel of Educators. Jeffery consistently gets very positive feedback from the attendees of his seminars and courses.

Jeffery is also an instructor registered with the International Shinkendo Federation. The ISF is an organization that promotes Japanese swordsmanship and martial arts. This interest has allowed Jeffery to notice the similarity between the Philosophy of Martial Arts and the Philosophy of Trading. He has written a 3-part article on this topic for Chart-point Magazine just before the magazine ceased publication.

Jeffery joined CMC in April 2007. He was responsible for the content and presentation of CMC's educational programmes.

In September 2007, Jeffery resigned from CMC, and is currently both trading, and teaching the principles of trading, with the SGX Academy and also with the Financial Training Institute at Singapore Management University (FTI@SMU). In September 2009, John Wiley Asia approached Jeffery to author a book. Jeffery completed the initial manuscript by December 2009, and after some editorial amendments, "Aiki Trading: Trading in Harmony with the Markets" was launched for sale in Singapore, and is now available in traditional and online bookshops worldwide.

Mr Samuel Tan

Samuel Tan has 18 years of successful trading and portfolio management experiences across various asset classes such as fixed income, currencies and equity indices etc. The main highlight of his career includes 8.5 years as a Fund Manager with Temasek Holdings, where he looked after one of the largest Singapore fixed income portfolio, managed the currency overlay, contributed to asset allocation decisions between bond and equity asset classes and also allocated funds to hedge funds.

With the outstanding fund management track record at Temasek Holdings, Samuel proceeded to work as a Macro Fund Manager with 2 established hedge funds. He spent 1.5 years with Swordfish Fund (voted 4 times best Asian macro hedge fund) and 2 years with Tudor Capital (one of the best macro hedge fund in the world), trading currency, and fixed income and equity indices. Samuel founded Solitaire Asset Management in Jan 2009 and the company is currently a SGX Trading Member.

Samuel is a dedicated trainer and has been involved in financial education and training, when he taught CFA courses in early 2000s, and hedge funds courses in the mid 2000s.

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Continuing Education Programme for Dealers & Remisiers

Continuing Education & CMFAS Licensing Examination Courses

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