Agenda

- About Pristine
  - Detailed Workshop Outline
  - Contact Information
Pristine is

Leader in trainings for Finance and
Authorized by CFA Institute (CFA), GARP (FRM), PRMIA (PRM) and
Has a Topic Expert Model (TEM) and
Serves a marquee client list (JPM, BA, E&Y, IIM Cal, NUS, etc.)
<table>
<thead>
<tr>
<th>Key Authorization</th>
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| **CFA Institute (2010-11)**  
Authorized Training provider – CFA  
Pristine is now the authorized training provider for CFA Exam trainings. Pristine is largest training provider for CFA in India with presence across seven major cities. |
| **GARP (2007-11)**  
Authorized Training provider -FRM  
Largest player in India in the area of risk management training. Trained 1000+ students in risk management |
| **FPSB India (2010-11)**  
Authorized Training provider -CFP  
An authorized Education Provider for Chartered Financial Planner Charter. |
| **PRMIA (2009-11)**  
Authorized Training provider – PRM/ APRM  
Sole authorized training for PRM Training in India. Largest player in India in the area of risk management training. Trained 1000+ students in risk management |
Ernst & Young (2010)
Real Estate Modeling
Senior Associates were trained on building valuation models for real estate

Bank Of America
Continuum Solutions (2010)
Finance for Finance
Associates were trained on valuation and mergers and acquisitions

J. P. Morgan (2010)
Financial Modeling in Excel
The Real Assets Group were trained in Excel for infrastructure and real-estate modeling

Mizuho (2010)
Financial Modeling in Excel
Bankers were using excel models that they could not understand. Conducted financial modeling in Excel trainings to bridge the gap

ING Vyasa (2010)
Infrastructure & Project Finance
Bankers were trained on making integrated models for project finance and infrastructure.

Franklin Templeton
CFA (2010)
Students were facing a gap in the overall understanding of finance topics like corporate finance, FSA and valuation. Provided training for over 100 hours to bridge the gap

Credit-Suisse India (2009)
Risk Management and Quant. Analysis
IT Professionals of Credit-Suisse India were trained on risk management.

HSBC (2008)
Risk Management and Quant. Analysis
New joinees in HSBC had a gap in knowledge of Risk Management and quantitative skills. Conducted trainings (On campus) to bridge the gap
### Key Associations

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<td>Second year MBA students were given a full 2-day workshop on creating financial models. They learnt how to create integrated models of valuation.</td>
<td>Students about to go for internships and join jobs found a gap in their grasp of knowledge of excel for financial modeling. Conducted training for 75+ students with an average rating of 4.5+</td>
<td>Final Year MBA students of Faculty of Management Studies, Delhi University were trained in financial modeling so as to prepare them better for a job in finance.</td>
<td>Corporate in Ludhiana incurred huge losses because of derivative trades (for hedging). Conducted trainings for directors and CFOs for better understanding of derivative products</td>
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<tr>
<td>Corporate finance</td>
<td>Workshops on Basics of Finance</td>
<td>Financial Modeling in Excel</td>
<td>First Year MBA students of were trained in financial modeling so as to prepare them better for their summer internship.</td>
</tr>
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<td>Students get placed in finance companies (UBS, GS, MS, etc) with no understanding of the subject/ Job Profile. Conducted workshop to bridge the gap</td>
<td>Most of the students desire a career in finance. Conducted training for 350+ students with an average rating of 4.5+</td>
<td>Final Year MBA students of IEMR went through extensive financial modeling workshop to acquire skills of financial modeling.</td>
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Paramdeep Singh, Director and Faculty, Pristine

- Paramdeep has an extensive experience in the training (Co-founder and director, Pristine) financial services (Senior Manager, Standard Chartered Capital Market) and consulting (Consultant, Accenture Management Consulting).

- Has trained participants from HSBC, Bank of America, JP Morgan, Mizuho Bank, NISM, IIM Calcutta, IIM Indore, FMS, IEMR, chandoo.org in the area of Financial Modeling in Excel, Project Finance, Quantitative Analysis for Risk Management, receiving very good rating.

- He raised growth capital for organizations and helped them improve their revenues and has authored research papers and trained 1000s of senior people in the area of financial modeling, quantitative analysis and risk management.

- Paramdeep is an MBA from IIM Indore, where he secured the highest CGPA in his batch. He has completed his B. Tech and M. Tech in Mathematics and Computing from IIT Delhi.
Pawan Prabhat, Director and Faculty, Pristine

• Pawan is a co-founder of Pristine and has earlier worked in senior management positions investment banking and risk-management.

• During his stint with Standard Chartered Securities, he successfully lead managed various IPOs worth more than INR 3 billion and has been the main point of contact with the promoters and the funds.

• Working with Crisil - a Standard & Poors Company, he has advised leading banks on India in developing internal rating models and calculating capital for Basel II requirements. He has published research paper and has co-authored articles on risk management in national finance daily- Hindu Business Line

• He has conducted finance trainings for corporate and colleges like Bank of America, National University of Singapore, IIM Indore etc.

• He is an avid reader and has been involved in dramatics, quizzing and bridge.

• He has done his MBA from IIM Indore and is a B. Tech from IIT Bombay in mechanical engineering.
Anil Bains  VP, Pristine

- Presently working in senior management position with Neev Knowledge Management Pvt. Ltd
- Extensive experience in the financial domain and has conducted several trainings for quantitative techniques, risk management and financial modeling.
- Holding International Certificate in Banking Risk and Regulation by Global Association of Risk Professionals (GARP), Certified FRM, and a CFA Level-III candidate
- Conducted 3000+ man hours of training and corporate trainer for global brands like Mizuho Bank, JP Morgan, Bank of America, Financial Planning Board of India (FPSB) and has trained students from leading Business schools like Sydneham, Welingkar, FMS, IIMC etc.
- Anil is a graduate from IIT Roorkee and was the district topper in NTSE preliminary exam and was a ranker in Regional Mathematics Olympiad
Atul Kumar, Director and Faculty, Pristine

- Atul has an extensive experience in the financial domain, both in the industry as a practitioner as well as in classroom training and coaching sessions as a proficient instructor.
- Prior to his association with Pristine, Atul has worked with Reliance Capital (India) in their Private equity Investment team as a Manager, and has worked on several marquee deals from origination to execution. Before that, Atul was part of SBI Treasury, where he worked in the team responsible for investment in Alternate Assets including private equity, funds etc.
- He has worked across products, sectors and geographies, gaining an all around exposure in the Indian Equity Capital Markets, investing money in real estate, transformers, Power industry.
- Atul is an MBA from IIM Indore, and a B.Tech from IIT Kharagpur.
- Atul is an avid traveler and trekking enthusiast. He has also participated in many expeditions for white water rafting on various rivers across India.
Agenda

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Foundations of Investment & Global Banking

8-9 Hours session
Objective

• The key objective of the workshop is to provide business managers and analysts with the perspective of front office business dynamics
  – Complete Overview of Markets & Investment Banking Landscape
  – Different players and their Motivations
  – Understanding transaction dynamics for M&A
  – Introduction to Financial Markets & Products

• After completion of this program, the participants
  – Will be able to understand the function and dynamics of the investment banking landscape
  – Understand the deal dynamics and data requirement for proper job functioning
| Overview of the Investment Banking Landscape | Strategies of Commercial banks & investment banks  
|                                            | Understanding the Buy and Sell side  
|                                            | Understanding the business of investment banks  
|                                            | Debt Syndication  
|                                            | Merchant Banking (Equity Capital Markets)  
|                                            | Equity Research  
|                                            | Advisory (M&A and PE)  
|                                            | Markets (Trading and structuring)  
|                                            | Key success factors in investment bank  
| Capital Markets                           | Equity capital markets (IPO)  
|                                            | Debt capital markets  
|                                            | Derivatives and Other niche Products  
|                                            | Case Study on IPO Process in Emerging Markets  
| Introduction to Financial Markets and Products | Mechanics of OTC and exchange markets  
|                                              | Forwards, futures, swaps and options  
|                                              | Interest rate risk and hedging  
|                                              | Derivatives and other Exotic Instruments  
|                                              | Case study on structuring payoffs using Options  
| Understanding the Products from Bank’s perspective | Bank’s dealing of Products  
|                                              | Products affecting Assets and Liabilities of Banks  

### Foundation of Investment and Global Banking – Post Lunch Session

| Hedging Using Derivatives | Hedging using futures and forwards  
|                         | Hedging using Options  
|                         | Simulation based hands on exercise on hedging  
| Initial Public offering Process | Understanding the players  
|                         | Process of raising money through IPO  
|                         | Workshop on IPO Process  
| Valuation Techniques - Discounted Cash Flow (DCF) | Free Cash Flow  
|                         | Expectation of Investors – WACC  
|                         | Timing of Cash  
|                         | Hands on Excel Case Study on valuation through DCF  
| Valuation Techniques - Comparatives (Comps) | Selecting the comparatives  
|                         | Valuation techniques and common mistakes  
|                         | Exercise on Valuation through Comps  
| Overview of M&A Process | Understanding deal consideration in Merger  
|                         | Introduction to Pro-forma statements  
|                         | Accretion Dilution  
|                         | Case study*  

* Merger Case discussion can be on a recent deal like IGate acquiring Patni or Kingfisher acquiring Deccan  
* At client request Pristine can custom build the case studies
## Offering

### Methodology

<table>
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<tr>
<th>Feature</th>
<th>Available</th>
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<tbody>
<tr>
<td>Case Study based Learning</td>
<td>✓</td>
</tr>
<tr>
<td>Live Examples</td>
<td>✓</td>
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<tr>
<td>Slide pack</td>
<td>✓</td>
</tr>
<tr>
<td>Excel Models</td>
<td>✗</td>
</tr>
<tr>
<td>24 x 7 Access to Material</td>
<td>✓</td>
</tr>
<tr>
<td>Certificate of Participation</td>
<td>✓</td>
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<tr>
<td>Evaluation and Certificate of Excellence*</td>
<td>✗</td>
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### Resource Requirement

<table>
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<th>Feature</th>
<th>Available</th>
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<tbody>
<tr>
<td>Laptop at Participant End</td>
<td>✗</td>
</tr>
<tr>
<td>MS Excel 2007</td>
<td>✗</td>
</tr>
<tr>
<td>Broadband connection</td>
<td>✗</td>
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*Available on Request*
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<tr>
<th>Name</th>
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<td>+91 986 762 5422</td>
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