

Hellenic American Union and H&F Analysis announce
new preparation courses for the Securities and Investment Institute's:

Certificate in Corporate Finance

Approved by the UK Financial Services Skills Council (FSSC) for the FSA
"Corporate Finance Adviser"

The Certificate covers the following functions:

- Advising on investments in the course of Corporate Finance business
- Managing investments in relation to Venture Capital
- Financial Statement Analysis
- Company Valuation
- Regulatory Framework

Presented in association with



HELLENIC AMERICAN UNION
An educational public charity

SII Accredited Training Provider:



ACCREDITED TRAINING PROVIDER

Venue: Hellenic American Union, Athens
Dates: Nov 14 – Dec 16, 2006 Module 1 – Corporate Finance
Jan 16 – Feb 3, 2007 Module 2 – Regulation

SII™ - Certificate in Corporate Finance

This is a complete and relevant qualification specifically designed by professionals to support corporate financiers and analysts in developing the necessary technical foundation to achieve competence. Certificate in Corporate Finance (Level 3 examination) is approved by the UK Financial Services Skills Council (FSSC) for the FSA controlled function 23 "Corporate Finance Adviser", it is widely recognized and respected as a leading qualification, meeting the highest quality standards

Who should attend:

- Corporate financiers and analysts
- Senior Corporate Management
- Finance directors, financial officers
- Investment bankers
- Professionals engaging in fund management, corporate finance, venture capital, asset management, financial planning
- Financial consultants
- Business school graduates

How the Certificate benefits you:

- It is the only recognized certificate in Corporate Finance offered in Greece
- Candidates acquire a certificate recognized by world's leading financial organizations
- The Certificate is approved by Financial Services Skills Council (FSSC) for the FSA the regulator of Europe's largest financial centre (UK).
- The Certificate carries Securities & Investment Institute (SII) prestigious name
- Practical and analytical with an international perspective.
- Candidates gain recognition and acceptance as career professionals

How the Certificate benefits your organization:

- Expands company's Know-How and demonstrates commitment in investing on human capital
- Certified executives provide a competitive edge against competition and show to clients the importance the organization places corporate finance
- Recognized from all major financial institutions worldwide
- Facilitates international business
- Enhances organization's potential for new business development

"The Certificate in Corporate Finance is a valuable tool for those practicing or wanting to practice corporate finance. It offers knowledge and career objectives of high standards of excellence that will prove very beneficial to the individual and the industry as a whole. SII Certificates pave the way to gain respect and market recognition."

*Nicholas I. Georgiadis
Partner – Valuation Research Specialists (VRS)*

Requirements:

- No entry requirements
- Candidates are required to pass both units (Unit 1 – Regulation and Unit 2 – Corporate Finance) in order to acquire the Certificate in Corporate Finance

However separate certificates are issued when passing one of the separate units (modules).

Candidates are expected to have some professional or academic exposure to corporate or investment related matters.

About Securities & Investment Institute (SII):

Established in February 1992 with the endorsement of the FSA (formerly the Securities & Investment Board), the Bank of England, the London Stock Exchange and the London International Financial Futures and Options Exchange (LIFFE), Securities & Investment Institute is the largest and most widely respected professional body, representing over 17,000 members and affiliates working in the UK securities and investment industry.

Through membership SII offers practitioners professional recognition and the confidence of employers, peers and clients that they have attained the highest possible standard within their industry sector.

Some of the major firms using it:

- Bank of America
- ABN Amro
- Citigroup
- Deloitte and Touche
- DKW
- HSBC
- ING Baring
- KPMG
- Lazard
- MacQuarie Bank
- NM Rothschild

The Training Provider:

H&F Analysis through continuous training development and cooperation with Securities & Investment Institute has acquired the SII's Accredited Training Provider status in Greece.

H&F Analysis' instructors are trained and approved from Securities & Investment Institute. They are chosen to be highly qualified, market oriented practitioners with hands-on experience, well acquainted with SII's culture and methods.

H&F Analysis follows interactive teaching methods with the support of high-tech infrastructure and has so far achieved well above average passing rates for attending candidates.

How to have this program conducted on-site at your location:

On-site training for own company employees can be offered according to present schedule or we can tailor a more intense and compressed training course (minimum 5-day crash course) to meet your company's requirements in less time.

Call for details: Hellenic American Union, tel: 210 3680927

H&F Analysis (www.hfanalysis.gr) through continuous training development and cooperation with Securities & Investment Institute has acquired the SII's Accredited Training Provider status in Greece.

SII™ - Certificate in Corporate Finance Preparation Course

SII is the UK's largest and most widely respected professional body in the securities & investment industry. The Certificate in Corporate Finance is the only recognized certification offered in Greece on corporate finance. Attending the offered preparation courses designed by SII's approved professionals, candidates maximize chances to pass the rigorous exam and gain this supreme professional distinction.

The modular teaching and examination approach enables candidates to concentrate separately on regulation and technical material, and expand their skills, strengthen weaknesses and thus increase their success potential.

Module 1, Corporate Finance, covers 40 hrs of training, which will help you

- understand and analyze financial statements
- learn the characteristics of each type of financing chosen by companies
- explore the different ways in which we can arrive at a valuation of a company
- Understand the rationale behind M&A activities.
- Learn the documentation that surrounds corporate financial transactions

Module 2, Regulation, is presented in 20 hrs and ensures candidates have a basic knowledge of the regulation and legislation underpinning the international financial markets and the conduct of investment business in Europe's largest Financial Center

Methodology

The combination of carefully prepared workbooks by industry professionals and the large data base of practice questions and mock exams in a stimulating learning environment, results in an across-the-board well above average pass-rate.

Membership

Acquiring an SII certificate you gain eligibility to become an SII member and have the Institute's support to remain informed and competent throughout your career.

Becoming an SII member entitles you to:

- Attend free Continuous Professional Development (CPD) events and have access to online archives.
- Use designatory letters.
- Receive for free website updates on latest news and the bi-monthly magazine "Securities & Investment Review".
- Network with fellow professionals through social events and access to the Member's Directory.
- Free telephone legal advice via Law Express.
- Receive discounts on hotel rates, tickets and a diverse range of retail products and services.

For more information check www.sii.org.uk or e-mail: memberservices@sii.org.uk, or info@hfanalysis.gr

Agenda

SII™ - Certificate in Corporate Finance

Module 1 - Corporate Finance

Chapter 1 - Quantitative Methods
- Discounted Cash Flows
- Present Values & Net Present Values
- Discount Factors & IRR
- Calculating the Market Value of a Bond

Chapter 2 - Accounting Analysis
- Purpose of Financial Statement
- Regulations of Accounts
- Balance Sheet, Profit & Loss, Cash Flow
- Analysis of Accounts

Chapter 3 - Capital Structure
- Equity Capital, Equity Shares, Preference Shares
- Debt Capital
- The Cost of Capital, Debt & Equity

Chapter 4 - Introduction to Business Valuations
- Asset Based Valuations
- Dividend-Based Valuations
- Earnings-Based Valuations
- Cash-Based Valuations

Chapter 5 - Acquisitions and Disposals
- Motive for Acquisition
- Motive for Disposal
- Structuring the Deal

Chapter 6 - Corporate Finance Documentation
- Acquisition Process Documentation
- Financing Documentation

Module 2 - Regulation

Chapter 7 - Regulatory Environment
- The Financial Services & Markets Act 2000
- The Financial Services Authority

Chapter 8 - The Contact of Business Sourcebook
- Accepting Customers
- Rules Applicable to All Firms

Chapter 9 - Financial Crime
- Market Abuse
- Money Laundering

Chapter 10 - City Code on Takeovers and Mergers and SARs
- Takeovers & Mergers
- The Competition Commission
- The Substantial Acquisition Rules

Chapter 11 - Companies Act and the Combined Code
- The Companies Act 1985
- Corporate Governance

Chapter 12 - Equity Capital Markets
- The Listing Rules
- New Issues of Equities
- Applying for a Listing
- The IPO Process
- The Alternative Investment Market

Exam:

50 multiple choice questions
Duration: 1 hr

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50 multiple choice questions
Duration: 1 hr

Course Dates & hrs

Nov 14, 2006 – Dec 14, 2006
18.00-21.00 Tue & Thu
9.00-14.00 Dec 2 & Dec 16, 2006

Course Dates & hrs

Jan 16 – Feb 1, 2007
18.00-21.00 Tue & Thu
9.00-14.00 Feb 3, 2007

"Certificate in Corporate Finance is a unique way for professionals to acquire a significant comparative advantage and gain a passport to international recognition.

The experience that comes from attending the courses, provided by H&F Analysis instructors in association with the Hellenic American Union, is above and beyond expectations that makes the overall learning experience unforgettable."

*Antigoni Lymberopoulou
Investment Manager – New Economy Development Fund SA.*



SII™ - Certificate in Corporate Finance

I wish to register for the SII™ - Certificate in Corporate Finance Preparation Courses:

Module I - Corporate Finance 40 hrs Course Fee: €1050
Dates: November 14 – December 16, 2006

Module II - Regulation 20 hrs Course Fee: €450
Dates: January 16 – February 3, 2007

SAVE MONEY
 Module I & II (Corporate Finance & Regulation) 60 hrs Course Fee: €1350

Exam Fees (Payable directly to SII)
Paper 1 – Corporate Finance Exam Fee: GBP 130
Paper 2 – Regulation Exam Fee: GBP 120
**Exam fee payment & registration instructions are provided at the Hellenic American Union.
Prices include 12 - month student membership.*

TO REGISTER

Complete and return Registration Form to the:

HELLENIC AMERICAN UNION

Vasiliki Zafiri

Vocational Training Section

Fax: 210-3633174,

E-mail: vzafiri@hau.gr

www.hau.gr

In order to guarantee a place on the course, delegates are kindly requested to register at least 10 working days before the course. Course fees include tuition documentation, and course material. An invoice will be sent upon receipt of registration form. Please note that payment must be received prior to the course start.

PERSONAL DETAILS (Please print clearly)

Family Name _____ First Name _____
 Company _____ Position/Title _____
 Address _____
 City _____ Postal Code _____
 Tel _____ Fax _____ Email _____
 I have understood and accepted the booking terms and conditions of this registration form
 Signature _____ Date _____

INVOICE DETAILS

Company Name _____ Area of Business _____
 Address _____
 City _____ Postal Code _____
 Tel _____ Fax _____
 Tax Id. Nr. _____ Tax Registration Office _____

PAYMENT DETAILS

Payments are made to the Hellenic American Union: by credit card by filling out the form below, by cheque made payable to Hellenic American Union or bank deposit: For bank deposit/transfer information please contact the Hellenic American Union. Please always quote the invoice number which you will receive once you have registered, or alternatively please quote your company's name or the delegates name in the transfer instructions.

Payment Method

Please invoice my company
 Cheque
 Bank Deposit/Transfer
 Please charge my credit card:
 Visa Master card
 Card No.
 Card Expiry date
 Name of card holder _____ Signature _____ Date _____

Cancellation Policy

A full refund will be given for cancellation requests received up to 10 working days before the event. Cancellations must be made in writing (letter or fax) and reach this office before the 10 working days deadline. Delegates who cancel less than 10 working days before the event, or who don't attend, are liable to pay the full course fee and no refunds can be given. A replacement is always welcome.
 Disclaimer: Hellenic American Union reserves the right to change or cancel any part of its published programme due to unforeseen circumstances.

