



In partnership with



THE CAPITAL MARKETS AND FIXED INCOME COURSE (12th OFFERING)

COURSE PROFILE

We have UPDATED AND IMPROVED this two-part course to provide you with enhanced knowledge, practical skills, and market intelligence to gain a competitive edge in understanding the operation and intricacies of the capital markets. The course is spread over eight sessions with one topic and speaker for each session that should allow for a comprehensive presentation of the session topic, and active engagement between the participants and lecturers. Our experts who will conduct the courses sessions are known personalities in their respective fields and come from major corporations and banks that will lend their theoretical and practical knowledge in their respective subject matters.

The sessions are curated and anchored on the subject matters covered by the SEC revised Books of Knowledge for its licensing exam for fixed income salesmen and associated persons, specifically: Phase 1 (Technical Foundation), Phase 2 (Regulation) and Phase 3 (Specialized, Fixed Income Securities).

Course 1 (six sessions/modules) will provide the essential tools that securities salesmen, analysts and associated persons need to perform their functions effectively, as well as other individuals who want to have a better understanding of the workings of the Philippine Capital Markets for their professional development. The topics covered in these sessions or modules will include; (a) economic fundamental principles and capital market theories, (b) the features of various types of securities, (c) the different securities markets, their structures, participants, and regulations governing these participants, (d) corporate governance principles, (e) anti money laundering and counter terrorism financing regulations and insights on detection and reporting, and (f) principles of risk management and its applications in the capital markets.

Course 2 (two sessions/modules), on the other hand, will do a deep dive into the fixed income market and delve into the roles of the various market participants, bond valuation and bond issuance, listing and trading processes. This course will discuss at greater length and detail the risks inherent in fixed income investments. It will also cover credit analysis, with focus on understanding key financial ratios.

Course 1 will be conducted virtually and Course 2 in person and both will be capped with self-assessment examinations. Required advance readings will be provided to participants prior to the conduct of the sessions.

12TH CAPITAL MARKETS & FIXED INCOME SECURITIES COURSE

Topics :

- Fundamentals of Securities
- Economic Principles & Market Theories
- Anti-Money Laundering
- Securities Markets & Regulations
- Corporate Governance
- Risk Management
- Fixed Income Market Parts 1 and 2

📅 **November 9, 16, 2024**

🕒 9:00 AM - 5:15 PM
Virtual Via Zoom

📅 **November 23, 2024**

🕒 9:00 AM - 5:00 PM

In-Person
📍 SGV Bldg. | 6760 Ayala Ave,
Legazpi Village, Makati

LEARN MORE:



THE SPEAKER LINEUP



Lester Joseph Castolo

Treasurer,
Child Hope Philippines

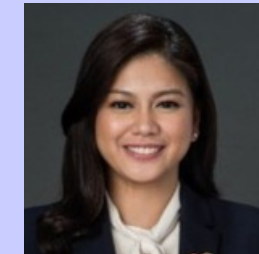
- Fundamentals of Securities



Jonathan Ravelas

Managing Director,
eManagement for Business and
Marketing Services

- Economic Principles &
Market Theories



Veronica Mae Arce-Balisi

Financial Services Partner,
SGV & Co.

- Anti-Money Laundering



Atty. Julio Bucoy

Partner, M Law Office

- Securities Markets &
Regulations



Atty. Ricardo Pilares III

Vice President for Legal, Metro
Pacific Investments Corp.

- Corporate Governance



Juan Gabriel Tomas

Chief Risk Officer,
RCBC

- Risk Management



Antonino Nakpil

President and CEO, Philippine
Dealing and Exchange Corp.

- Fixed Income Markets
Parts 1 and 2

COVERAGE AND SCHEDULE

COURSE 1: CAPITAL MARKETS

SESSION 1 (SEC Module 1) FUNDAMENTALS OF SECURITIES MR. LESTER JOSEPH CASTOLO

November 09, 2024, Saturday, 9:00 - 11:30 AM

This module will discuss the types of securities (debt, equity, hybrid and derivatives), investor benefits and rights and the critical need for customer risk profiling and establishing customer and product suitability. It will distinguish between the different types of markets: domestic vs global, primary vs secondary and OTC vs exchange trading. It will also introduce participants to bond and common share valuation and the factors affecting interest rates and share prices.

SESSION 2 (SEC Module 2) ECONOMIC PRINCIPLES AND MARKET THEORIES MR. JONATHAN RAVELAS

November 09, 2024, Saturday, 12:30 - 3:00 PM

This module will start with a brief discussion of ethics and governance as the foundation of the activities of financial market participants. Thereafter, it will delve into the business cycle and key macroeconomic indicators relevant to the capital markets' operation. It will also look into the various monetary and fiscal policies and their impact on the securities markets. Macroeconomic, sectoral, and financial market outlook, especially given the current turbulence in the global economy, will also be discussed in this module.

SESSION 3 (SEC Module 6) ANTI-MONEY LAUNDERING MS. VERONICA MAE ARSE-BALISI

November 09, 2024, Saturday, 3:15 - 5:15 PM

This module will present the basic concepts and fundamentals of Anti-Money Laundering and Counter Terrorist Financing (AML-CTF). It will discuss the different predicate crimes and unlawful activities and the duties and responsibilities of covered persons. The latest occurrences of financial crimes and the implicit impact of AML-CTF policies of covered institutions will also be discussed.

SESSION 4 (SEC Module 3) SECURITIES MARKETS AND REGULATIONS ATTY. JULIO BUCOY

November 16, 2024, Saturday, 9:00 - 11:30 AM

This module will describe the role of the different market participants: the issuers, investors, underwriters, exchanges, registry, custodian, depository and regulators. It will cover pertinent government regulations and the taxation of interest and dividend incomes and trading gains. It will also present the concept of pooled funds. Insights on current events on alleged securities violations and how regulators have addressed these will also be discussed.

SESSION 5 (SEC Module 4) CORPORATE GOVERNANCE ATTY. RICARDO PILARES III

November 16, 2024, Saturday, 12:30 - 2:30 PM

This module will focus on corporate governance particularly among publicly listed companies, registered issuers other regulated entities. It will discuss the responsibilities of the Board of Directors and the rules governing independent directors and tackle governance policies such as conflict of interest, whistleblowing and enterprise-wide risk management. This module will also cover the ASEAN corporate scorecard and integrated annual corporate governance reporting currently required by the SEC.

SESSION 6 (SEC Module 5) RISK MANAGEMENT MR. JUAN GABRIEL R. TOMAS

November 16, 2024, Saturday, 2:45 - 5:15 PM

This module will look into the three levels of risk: known, developing and black swan. It will discuss extensively both financial and non-financial risks. It will also take up the various lines of defenses and risk mitigation tools. Current events, like the pandemic and cybercrime occurrences, and their impact on institutions' risk management actions will also be examined and discussed.

COURSE 2 (SEC MODULE 7) FIXED INCOME MARKET

Part 1 MR. ANTONINO NAKPIL President & CEO, Philippine Dealing and Exchange Corporation

**November 23, 2024
Saturday, 9:00 AM - 12:00 PM**

This module, the first of two parts of a specialized track, will do a deep dive into the fixed income market. It will take an in-depth view of the different types of fixed income securities both peso and foreign currency denominated, the money and capital markets and the various market participants. It will discuss at length the factors affecting interest rates as well as the taxation of interest and discount and capital gains. It will also cover credit analysis with focus on the major financial ratios. This module will also examine current developments especially how macroeconomic numbers influence monetary policy actions of the BSP and how such actions impact the market in the country.

Part 2 MR. ANTONINO NAKPIL Philippine Dealing and Exchange Corporation November 23, 2024 Saturday, 1:30- 5:00 PM

Part 2 of this specialized track will involve a comprehensive review of pertinent regulations primarily on the registration of securities, market professionals and trading markets. It will walk the participants through the fixed income securities issuance, listing and trading, operation of the fixed income exchange, functions and responsibilities of brokers and dealers and bond pricing and valuation. New initiatives on digital bonds' registration, licensing, offering and trading will likewise be discussed.

SESSION SPEAKERS

MR. LESTER JOSEPH CASTOLO

Treasurer, Child Hope Philippines

Former Chief Financial Officer of PA Alvarez Group of Companies

Mr. Lester Castolo is an independent consultant, entrepreneur and formerly Group CFO of the PA Alvarez Group of Companies. Mr. Castolo has about twenty five years of leadership roles in finance and treasury in various companies including Vicsal Investment, Inc., Cypress Bomanite, Inc. and Multinational Investment Bancorporation. He has been an active lecturer for the PSE Certified Securities Specialist course and CFA Stella review. He is a Certified Public Accountant, placing 15th in the 1994 CPA Board examination. He also passed the three levels of CFA examination and met the requisite work experience.

MR. JONATHAN RAVELAS

Managing Director,

eManagement for Business and Marketing Services

CTA, Senior Advisor at Reyes Tacandong & Co., is a prominent private analyst in the Philippines. Known for his extensive expertise in the country's economic landscape, he is highly sought after as a speaker and commentator in the Philippine media.

Currently, he serves as Managing Director at eManagement for Business and Marketing Services and Independent director of DITO CME and PH Resorts, bringing over 30 years of experience in financial markets. His previous roles include FVP-Chief Market Strategist at BDO Unibank (2002-2022) and Equitable PCI Bank (1998-2002), where he provided critical analysis on financial markets and macroeconomic trends.

Jonas's diverse background spans roles as a strategist, analyst, equities dealer, and portfolio manager in both money management and institutional equity brokerage, with stints at DBS Securities and ACE Securities. His expertise in trading strategies, corporate governance, forecasting, and investments is widely recognized.

FocusEconomics, a Barcelona based company that provides economic forecast reports

forecast reports has ranked him as the #1 Interest Rate and Fiscal Balance forecaster for the Philippines in 2023, #2 Inflation forecaster for the Philippines in 2023, #2 overall forecaster for the Philippines in 2021, and #1 Forex Forecaster in 2018. In 2015, he was the #1 Current Account forecaster for the Philippines.

Mr. Ravelas contributes to prestigious publications like the Asian Wall Street Journal, South China Morning Post and frequently comments on economic and financial markets on ANC, Bloomberg, and other online media. He is also a lecturer in Ateneo BAP's treasury certification program and at the FINEX Academy. He is currently the executive director of the Society of Technical Analysts-Philippines.

Jonas holds a bachelor's degree in Management of Financial Institutions from De La Salle University (1992) and completed the Asian Securities Executive Program at the Asian Institute of Management (1996).

At 52, Mr. Ravelas lives by the mantra, "Fortune favors the brave," reflecting his willingness to take calculated risks and his impressive track record of achievements.

MS. VERONICA ARCE-BALISI

Financial Services Partner, SGV

Ms. Veronica Arce-Balisi is a partner, Finance Services Office of SGV & Co., a member practice of Ernst and Young Global Limited (EY). Ms. Arce-Balisi has more than 14 years of experience at EY including a stint in its London office. She is currently focused on Financial Crime practice and has been engaged in the independent assessments of Anti-Money Laundering risk management programs of covered institutions, KYC remediation, AML training, internal controls reviews and agreed-upon assurance projects. She has done extensive work on financial statements audits of such sectors as banks, credit card companies and mutual funds. Ms. Arce-Balisi is a certified Anti-Money Laundering Specialist (CAMS), an Anti-Money Laundering Council (AMLC) accredited trainer and a Certified Public Accountant.

ATTY. JULIO BUCOY

Partner, M Law Office

Atty. Julio P.G. Bucoy is a partner at the M Law Office and has the distinction of being both a lawyer and a Chartered Financial Analyst. He was previously the President of Cocolife Asset Management Company Inc. (CAMCI) and the Head of Corporate Finance and Strategy of United Coconut Planters Life Assurance Corporation (Cocolife). Atty. Bucoy is presently a member of the Board of Trustees of the Chartered Financial Analyst (CFA) Society of the Philippines and the corporate secretary of Fund Managers Association of the Philippines. He was previously a trustee of the Philippine Investment Funds Association of the Philippines (PIFA).

ATTY. RICARDO PILARES III

Vice President for Legal, Metro Pacific Investments Corporation

Atty. Ricardo Pilares III is concurrently Vice President for Legal, Compliance Officer, Corporate Governance Officer and Corporate Secretary for Metro Pacific Investments Corporation (MPIC). He also acts as legal counsel and corporate secretary for the company's various subsidiaries. Before joining MPIC, Atty. Pilares was an associate in ACCRA Law Offices and subsequently in Puno and Puno Law Offices where he handled litigation cases and special corporate projects. He has been in the faculty of Ateneo Law School since 2008.

MR. JUAN GABRIEL R. TOMAS

Chief Risk Officer, RCBC

Juan Gabriel Rodriguez Tomas IV, born on March 5, 1971, is an accomplished banker with over 23 years of experience in risk management, operations, and IT systems development. He currently serves as the Chief Risk Officer at Rizal Commercial Banking Corporation (RCBC), where he leads a comprehensive Risk Management Group encompassing various risk areas, including sustainability and information security governance.

Previously, he headed RCBC's Central Operations Segment, overseeing significant operational improvements and compliance initiatives. Before joining RCBC, Juan spent 15 years at Citibank N.A. Philippines, where he led capital markets operations and implemented major efficiencies. His earlier career includes consultancy roles at Deutsche Bank and Accenture, where he contributed to various financial projects. Juan is active in industry groups, serving on committees related to operations and risk, and has participated as a speaker at numerous conferences focused on ESG, cybersecurity, and sustainable finance. He holds a Master's degree in Business Management with a finance major from the Asian Institute of Management and a Bachelor's degree in Management from Ateneo de Manila University.

MR. ANTONINO NAKPIL

President & CEO, Philippine Dealing and Exchange Corporation

Mr. Antonino Nakpil is President and Chief Executive Officer of the Philippine Dealing and Exchange Corporation (PDEX) and concurrently holds the position of Executive Director at the Philippine Dealing System Holdings Corp (PDS Group), the holding company of PDEX. Mr. Nakpil has extensive experience in banking and treasury gained from his years in Citibank in Manila and Hongkong, Banco Santander Philippines, Inc. and Ayala Finance Money Brokers, Inc. He is a seasoned lecturer, having served as senior instructor at the Ateneo-BAP Institute of Banking's Treasury Certification Program and Risk Management course.

REGISTRATION FEES:

Course 1: P10,000.00

Course 2: P5,000.00

**Bundled Price for Course 1 and 2:
P12,000.00**

CONTACT US



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