



Enhancing the
performance of your people



Overview of our Training

Credit Analysis

- Accounting concepts and developments
- Corporate credit analysis
- Credit portfolio risk management
- Bank and country risk analysis
- Analysis of non-bank financials
- Identifying creative accounting
- Financial modelling and forecasting
- Credit skills for capital markets
- Financial solutions for SMEs
- Structuring leveraged debt finance
- Retail banking

Treasury, Capital Markets and Risk

- Risks in derivatives
- Fixed income and swaps
- Treasury risk management
- Asset and liability management
- Credit derivatives
- Asset securitisation and CDOs
- Commodity derivatives
- Fraud and money laundering
- Basel II
- Measuring and managing VaR
- Operational risk management



Asset Management and Private Banking

- Wealth management solutions
- Asset allocation
- Portfolio risk measurement and management
- Fund selection
- Exchange traded funds
- Hedge funds and alternative investments
- Technical analysis

Corporate Finance

- Company valuation
- Mergers and acquisitions
- Venture capital and MBOs
- Syndicated loans
- Corporate restructuring
- IPOs
- Valuing banks and financial institutions

Selling and Management Training

- Sales management and strategy
- Capital market sales skills
- M&A negotiation skills
- Selling to sophisticated clients
- Senior management development programme
- Managing people for the first time
- Presenting and influencing at the highest level
- Team-building
- Time management
- Interviewing skills and performance appraisal
- Report-writing
- Letter-writing
- Executive coaching

Project and Trade Finance

- Project finance modelling
- PPP and PFI
- Use of derivatives in project finance
- Sector-specific project financing
- Managing problems in project finance
- Basic and advanced trade finance products
- Forfaiting and factoring
- Latest developments in export finance
- Developments in trade finance in emerging markets
- Commodity finance

Asset and Structured Finance Training

- Small, medium and big-ticket leasing
- Securitisation, CDOs and credit derivatives
- Airfinance
- Shipping finance and rail finance
- Commercial real estate finance
- Securitisation modelling
- Insurance
- Tax
- Islamic finance

Who We Are

DC Gardner Training is the leading global provider of tailored training services to the banking, financial and corporate sector. Established in London in 1983, it has pioneered the delivery of high-quality, customised financial training to international clients for over 20 years.

Our Record

- Each year, we train in about 70 countries
- We have delivered training for 9 out of the 10 top banks in the world
- In the past 5 years we have trained about 50,000 delegates
- Delegates normally rate our training at over 5.2 on our 6-point scale



Our Courses

Our portfolio of training programmes and expertise covers all areas of financial, management and selling skills training. These programmes are developed to enable them to be attended by diverse audiences ranging from new graduates to board directors.

Our Approach

Our courses are highly interactive and case-study driven. A hallmark of our approach is “learning by doing”, so tailored case studies form a vital part of our course content.

Our Research

We are part of the prestigious Euromoney Institutional Investor PLC Group and we are able to draw on the expertise of the many publications in the group. We are therefore uniquely placed to design and deliver specialist financial training programmes which are just right for your needs. Before embarking on a training programme, we like to come into your business to research the exact needs of the delegates, whilst familiarising ourselves with your procedures, practices and culture in order to make the training credible and relevant.

Our Training Team

Our full-time Managing Consultants focus on different areas of our training portfolio. These experienced consultants each manage a faculty of market practitioners who have hands-on experience within their specialist fields and who are ready to train your delegates.

Our Client Management Team

Our Client Managers are your resource to help you through the process from initial contact to evaluation and follow-up of individual programmes - or a more complex curriculum of training. They will liaise with the trainer and the course administrator to ensure that the courses run smoothly in terms of content, service, and logistics.



Cost-Effective Solution

Our in-house training programmes are a cost-effective solution for you. They allow you to determine the exact content, structure, length and location of your training, with the end result of enhancing the performance of your people.



“Very useful course, very rich course content and very well handled. Sure would recommend this to others”

RJ, Major US Investment Bank

Our Courses

*“Great course on credit analysis,
great presentation style, lively
and interactive”*

SJ, Large German bank

DC Gardner Credit Training

Every organisation has credit exposure. DC Gardner Training can provide you with the tools to analyse, price, structure and manage these exposures. Our cutting-edge courses range from specialist modules on specific aspects of corporate credit risk assessment to suites of programmes that we can tailor for your entire firm.

We believe that training in corporate credit analysis benefits from a systematic approach. Our approach is to build participants' knowledge of the essential corporate credit skills through a series of independent but linked core modules.

In addition to our training programmes on corporate credit risk, we also provide a range of programmes on financial institution risk analysis.



DC Gardner Treasury and Risk Training

In the world of financial markets, it is evident that the use of derivatives is essential despite their highly reported recent abuses. Innovations in the financial markets have yielded a powerful and ever-expanding array of risk transfer instruments, which now cover the full range of financial risks. Without a deep understanding of derivative products through high-class training, institutions have discovered that they can destroy value just as easily as protecting it. We have the training tools to help you to:

- Handle futures, swaps and options
- Apply the concept of Value at Risk
- Utilise bonds, their derivatives and bond portfolio management
- Handle equity derivatives and convertibles
- Grasp key principles of credit derivatives and exotic options
- Grasp the complexities of treasury and treasury products
- Manage operational risk in the context of Basel II
- Understand the essentials of asset and liability management



Through our tailored credit training courses, participants from your firm will learn how to:

- Understand key quantitative and qualitative risk factors
- Read financial accounting statements
- Analyse the financial health of complex businesses
- Undertake ratio and cash flow analysis
- Forecast corporate performance
- Analyse corporate capital structure
- Utilise risk mitigation techniques
- Use key principles of credit portfolio management
- Identify the risks and opportunities in distressed debt
- Understand risk characteristics of specific credit products
- Assess the impact on credit risk of Basel II



“The trainer of this Fixed Income Course was very knowledgeable and enthusiastic. All the examples discussed were very relevant to market trading conditions”

BV, Large UK Bank

"Really useful package of Hedge Fund education over 2 days"

AT, European Investment Firm

DC Gardner Investment Training

Asset Management

Our training courses analyse both traditional and alternative asset performance data to determine how future asset mixes should be determined. This will help your staff to maximise the profitability of the portfolios that they manage. Delegates from your firm attending our courses will learn how to:

- Undertake equity valuation and understand equity performance
- Grasp key principles of portfolio management
- State how different hedge funds operate
- Undertake financial analysis in the equity markets
- Provide operations or marketing services to investment professionals
- Select funds appropriately

Private Banking

The number of people classified as High Net Worth Individuals continues to grow worldwide. This represents a real opportunity for your organisation - but only if your people are sufficiently trained to understand the key issues and to talk to their clients properly. By allowing DC Gardner Training to organise a tailored, in-house course for you, you will ensure that your people can:

- Take advantage of growth and opportunities in the private banking market
- Profile private banking clients, requirements and expectations
- Explain the emergence of total wealth management
- Appreciate the impact of the internet on private banking
- Market your firm's services to the mass affluent

DC Gardner Corporate Finance Training

Our training courses provide our clients with the opportunity to take maximum advantage of the recovery in various markets. Our portfolio of corporate finance courses is designed to help you to maintain a sustainable competitive advantage - by combining coverage of the latest corporate finance techniques with our trainers' wide range of hands-on experience. By attending our training, your staff will learn how to:

- Use key principles of value-based management, mergers & acquisitions and IPOs
- Work efficiently in the private equity/venture capital arena
- Use corporate valuation techniques
- Value high tech companies or participate in privatisation activities
- Work in the syndicated loans arena
- Utilise fundamentals of financial modelling
- Describe key principles of shareholder value & corporate restructuring

"Clear and Concise Venture Capital course - very much enjoyed what I feared would be beyond me"

CP, Major Consultancy

"The course is excellent and I recommend that everyone in the bank who deals with clients should go on it"

RJ, South African Bank

DC Gardner Selling, Management and Strategy Training

Relationship Management and Selling

Product literacy alone cannot guarantee success in the financial markets. We have the expertise to help you to develop the skills you need to win new clients, grow existing accounts and negotiate better deals. By attending our in-house courses, the participants from your firm will be able to:

- Gain more business when selling financial products
- Understand the specifics of selling in the finance sector
- Describe the benefits of complex financial products
- Negotiate profitable deals with corporate clients

Management and Strategy

Managers need many skills but often win promotion simply because they are good at their job. Leaving them untrained is a high-risk gamble. Your training aims may range from improving time management skills to developing a winning strategy for the bank or firm that you work for. Your target audience may range from new team leaders to the Directors of the firm. But whatever your goals, investing in the people who run your business makes sound financial sense.

By attending our training, which will be specifically tailored for your organisation, you will ensure that your participants can achieve some or all of the following goals:

- State key principles of managing for the first time
- Understand the specifics of middle management



- Demonstrate senior leadership skills in the finance sector
- Build teams
- Show creativity and problem-solving skills
- Manage their own time more effectively
- Write effective reports and letters



DC Gardner Project, Trade and Export Finance Training

Project Finance

In the area of project finance, we provide a core programme supplemented by a range of specialist modules. The core programme covers areas such as the key drivers of project viability and project sustainability, and also topics like financial modelling, debt financing choices, dealing with currency exposures, the equity investors' perspective, documentation and risk allocation. The specialist modules go in more depth into these areas, and into topics such as PPP and PFI.



"The trainer was clear, professional and has good experience from real life"

WW, Scandinavian Bank

By attending our training courses, organised on an in-house basis specifically for your organisation, your employees will be able to:

- Describe factors which drive the demand for project finance services
- Identify the commercial objectives of the various parties involved in financing a project
- Understand capital structuring issues and implications for project viability
- Describe the impact of FX, interest rate and commodity price exposures
- Utilise best-practice risk mitigation techniques

Trade and Export Finance

We will help you to optimise the performance of your people through an understanding of the latest developments in trade finance. Courses can cover all the principal trade finance products, ECAs, securitisation of trade receivables, forfaiting and commodity finance. We would be pleased to tailor a course specifically for you, allowing your people to:

- Manage and diversify risk in international trade transactions
- Describe recent market trends in the structuring of trade finance transactions
- Maximise the profitability of the bank through effective client handling in trade finance
- Analyse bank and sovereign risk





"Superb. Enjoyed the Graduate Programme"
GF, High Tech Corporate

DC Gardner Asset and Structured Finance Training

At DC Gardner Training, we run a range of programmes to assist clients in understanding Asset Finance techniques and their uses. Whether you are a bank, a capital goods manufacturer providing vendor finance, or an organisation that needs to evaluate its financing options, we will be pleased to provide a training solution that helps your delegates to understand the issues.

Delegates attending tailored in-house training courses on Asset Finance organised by DC Gardner Training will be able to:

- Implement key techniques in the securitisation, CDO and credit derivatives markets
- Utilise principles of securitisation modelling
- Understand commercial real estate finance and modelling
- Apply key methods and techniques of airfinance and shipping finance
- Evaluate and structure small, medium and big-ticket leasing transactions



DC Gardner Graduate Training

DC Gardner Training has a unique approach to designing and delivering graduate training programmes which has led us to being the first choice training provider to some of the premier financial institutions in the world. This market-leading approach to training is based on our recognition that graduate training differs from role-specific training.

Topics covered in the core graduate training modules include:

- How the financial markets work and current trends in the marketplace
- The roles and interactions of the various participants in the market, their business objectives and the factors which influence the general strategy of banking institutions
- The essential principles of each financial product
- The correct application of different financial products and typical users of such products
- Interpersonal and client-handling skills

Our training approach for graduate training

- Computer-based simulations to show practical applications and reinforce key learning points.
- Post-course testing to review performance and identify areas that need attention. If requested, we can provide formal evaluation of the participants at the end of the course.
- Using blended learning: use of time in the classroom can be optimised by using web/paper-based pre-course work.





Sample Clients

DC Gardner Training has over 20 years' experience in delivering training solutions designed to meet the requirements of Banks, Financial institutions and Corporates worldwide.

Some of our Clients:

- ABSA
- Alpha Bank
- Asian Development Bank
- Axa Investment Managers
- Bank BPH SA
- Bank of America
- Bank of China
- Bank of Kuwait and the Middle East
- Bank Pekao SA
- Bank Zachodni WBK SA
- BBVA Group
- BNP Paribas
- Calyon
- Central Bank of Kuwait
- Caixa Geral de Depositos
- China International Capital Corporation
- Citigroup
- Commercial International Bank
- Commonwealth Bank of Australia
- Credit Suisse Group
- Danske Bank
- Erste Bank
- Euroclear
- Financial Services Authority UK
- Finansbank
- Global Investment House
- Hansabank
- HypoVereinsbank
- ICBC
- ING Group
- Islamic Development Bank
- JPMorgan Chase
- Komercni Banka
- Lloyds TSB
- Macquarie
- National Bank of Kuwait
- Nordea
- OCBC Bank
- Privredna Banka
- Rabobank



- Rand Merchant Bank (SA)
- Rating Agency Malaysia
- RZB
- Saudi Arabian Monetary Agency
- Shell
- Société Générale
- Standard Chartered Group
- State Bank of Pakistan
- The Royal Bank of Scotland
- The World Bank
- Wells Fargo
- Westpac



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