

MiFID Compliant
Regulatory Paper

FSA Approved

Hellenic American Union and H&F Analysis announces
new Preparation Courses for the

UK's Securities & Investment Institute Certificate in Corporate Finance

The course is
validated for 0,45
OAED-LAEK Subsidy
Program

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 and accounting analysis
- Company valuation
- Regulatory framework

Training Provider:



Expert Training Advisor

Presented in association with the



Venue: Hellenic American Union, Athens

Dates: Nov. 3 – Dec. 6, 2008

Dec. 9, 2008 – Jan. 17, 2009

Module 1 – Investment Management

Module 2 - Regulation

SII's 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 recognized and most complete certificate in investment management offered in Greece.
- Candidates can demonstrate a sound understanding of both regulatory and technical aspects of the subject
- Candidates gain a certificate approved by the UK Regulator, Financial Services Authority (FSA), recognized by the No.1 European financial market
- Success qualifies candidates to join SII as Associate members who enjoy unparalleled networking and social events within SII.
- It combines practical and analytical skills with an international perspective
- Candidates expand their skills in all related industry sectors
- Candidates gain recognition and acceptance as career professionals within the European market

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 on corporate finance
- Recognized from all major financial institutions worldwide
- Facilitates international business
- Enhances organization's potential for new business development

Requirements:

- No entry requirements. However candidates are expected to have some professional or academic exposure to business, corporate finance or investment related matters.
- Candidates are required to pass both units (Unit 1 – Regulation and Unit 2 – Corporate Finance) in order to acquire the SII Level 3 Certificate in Corporate Finance.

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

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 40,000 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 & 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.

Only SII's approved instructors present preparation courses for the Certificate in Investment Management and use strictly SII's copyrighted training material. 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.

SII's Certificate in Corporate Finance

Preparation Course 2008-2009

Attending the preparation courses designed by SII 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, expand their skills, strengthen weaknesses and thus increase their success potential.

Unit 1, Regulation, is presented in 23 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 UK, Europe's largest financial center.

Unit 2, Corporate Finance, covers 41 hrs of training on:

- Understanding and analyzing financial statements
- Types of financing chosen by companies
- Alternative company evaluations
- Understanding the rationale behind M&A activities
- Documentation that surrounds corporate financial transactions

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

**SII's Corp Finance Certificate
Prep Course 2008 is
sponsored by the OAED-LAEK
0,45% subsidy program**

Syllabus

Unit 1 – Regulation

Element 1 – Regulatory Environment in UK

- Regulatory Infrastructure
- Comp. Acts '85, '89, '06
- Money Laundering
- Insider Dealing
- FSM Act 2000

Element 2 – FSA Conduct of Business Rules

- Client Categorization
- Conflicts of Interest
- Advising and dealing

Element 3 – Corp. Governance and Business Ethics

- Combined Code on C.G.
- SII's Code of Conduct

Element 4 – Takeovers and Mergers

- Relevant Body
- The Takeover Code

Element 5 – Prospectuses

- Prospectus Rules

Element 6 – Equity Capital Markets

- Regulation of UK capital equity markets
- Rules specific to AIM

Exam

- Unit 1: 50 multiple choice questions – 1 hr
- Unit 2: 50 multiple choice questions – 1 hr

Unit 2 – Corporate Finance

Element 1 – Quantitative Methods

- Financial Mathematics
- Discounted cash flows

Element 2 – Fin. Statement Analysis

- Basic Principles
- Company Balance Sheets
- Income Statement
- Cash Flow Statement
- Financial Stat. Analysis

Element 3 – Capital Structure

- Equity Capital
- Debt Capital
- The Cost of Capital

Element 4 – Introduction to business valuations

- Asset based valuations
- Dividend-based valuations
- Earnings-based valuations
- Cash-based valuations

Element 5 – Corporate Transactions

- Acquisitions & disposals
- Private equity and debt financed transactions

Element 6 – Corporate Finance Documentation

- General documentation
- Buying and selling documentation
- Loan and security documentation
- Public company documentation

Course Dates & hrs

Unit 2 Corporate Finance, 41 hours: Nov. 3 – Dec. 6 - 2008, 18.00-21.00 Mon-Wed-Fri, 9.00-14.00 only on Dec. 6

Unit 1 Regulation, 23 hours: Dec. 9, 2008 – Jan. 17, 2009, 18.00-21.00 Tue & Thu, 9.00-14.00 only on Jan 17, 2009

How much does Corporate Finance Exam cost?

The full qualification costs 315 GBP and is made up as follows:

Qualification Registration Fee	40 GBP
Investment Management Unit Test	150 GBP
Regulation Unit Test	125 GBP
Study material and training fee	1950 Euro

Examination fees are paid directly to SII.

Training fees are paid directly to the Hellenic American Union, and they include training fees, written sample tests, official SII workbook.

The Prep course is optional, however thoroughly prepares candidates to pass this rigorous examination.

Examination logistics

Examinations are computer-based, and can be taken at the candidate's convenience.



Registration Form

Send by fax to: 210-3633174

I wish to register for the SH's Certificate in Corporate Finance Prep Courses:

<input type="checkbox"/> Unit 2 – Corporate Finance Dates: Nov. 3 – Dec. 6, 2008	41 hrs	Course Fee: €1650
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<input type="checkbox"/> Unit 1 - Regulation Dates: Dec. 9, 2008 – Jan. 17, 2009	23 hrs	Course Fee: €550
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SAVE MONEY		
<input type="checkbox"/> Module I & II (Corporate Finance & Regulation)	64 hrs	Course Fee: €1950

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, course material, lunch and refreshments. An invoice will be sent upon receipt of registration form. Please note that payment must be received prior to the course start.

Discounts are available for group bookings. For more information, please call the Hellenic American Union.

PERSONAL DETAILS (Please print clearly)

Family Name	First Name	
Company	Position/Title	
Address		
City	Postal Code	
Tel	Fax	Email

INVOICE DETAILS

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

I/We understand and accept the registration and cancellation policies and procedures, and the protection of personal and credit card data policy.

Signature/company seal _____ Date _____

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.

Confidentiality: The information you provide will be safeguarded by the Hellenic American Union, who may use it to keep you informed of relevant products and services. If you do not wish to receive this information from the Hellenic American Union by telephone c, fax c, e-mail c, or mail c, please check the appropriate box and send this form to the Hellenic American Union, Fax nr: 210-3633174 or notify us at tel: 210-3680927, or notify the person in charge of sending this information. We will ensure that you do not receive any further information, unless you instruct us otherwise.

In accordance with the Greek and European Law, your personal data as well as your credit card data is subject to strict confidentiality. Under no circumstances will personal or credit card data be communicated to third parties (legal or natural entities). Your credit card will be charged only once, with the fee that corresponds to the program you plan to attend. Your credit card data is neither recorded nor used for any other purpose apart from collecting the registration fee. The Hellenic American Union cannot be held responsible for any processing of clients' data made by the Bank which has issued the card. For any questions regarding such matters you should contact the Bank that has issued your credit card directly. You bear the responsibility for the accuracy of the credit card details you provide, and specifically, by signing the registration form, you: a) accept the transaction, b) declare that the data is correct, c) declare that you are the owner of the credit card, or you are authorized by the owner of the card to use it for this specific transaction, d) confirm that there are sufficient funds to cover the registration fee, and e) accept that in case of fraudulent use of the credit card data you will be held legally responsible.