

'BANKING INSIGHTS'

***(everything you wanted to know about banking
but didn't dare ask)***

by

Professor Nabil N. El-Hage

Harvard Business School

June 8 & 9, 2010 / Sept 24 & 25, 2010

Venue : Multi-Purpose Hall

Level 3, Lanai Kijang,

2 Jalan Berjasa,

50480 Kuala Lumpur.

Decisions taken by banks profoundly impact everyone. As financial intermediaries, banks mobilise funds from savers and channel them to capital users to finance economic activities. Shareholders expect bankers to provide good returns on their investments and to be properly managed to remain in business and grow.

Equally important is the fiduciary role of banks as custodians of deposits. In emerging economies like Malaysia, banks also play important socio-economic and developmental roles. Directors of banking institutions therefore have an enormous responsibility to shareholders and the public at large to ensure, through effective oversight of the board, that banks are operating in a sound manner. As banking business becomes more complex, a strong foundation in knowledge about banking is critical.

So what is it that the banks do that makes them unique? How do banks transform liquidity and generate profits? What are the considerations for assessing credit, and how are assets, liabilities, capital, liquidity and risks managed? What are the challenges facing the industry today and how is the landscape evolving? Are past business models and strategies of banking still relevant going forward? These are some of the topics that will be covered in this programme.

OBJECTIVES

'Banking Insights' is a programme for directors of financial institutions with limited or minimal experience in banking and wish to better understand the business of banking. This programme is structured to aid directors in navigating the multi-faceted issues that confront a banking institution, how they are managed and red flags to look out for.

This is not a programme on analytics or number crunching. It is all about the practice of banking. It is highly interactive, and uses a combination of case studies; lectures and conversations; supplemented with rich materials to provide you with the strategic insight and framework to think and make decisions as practicing bankers do.

PROGRAMME OUTLINE

<u>Day 1</u>		<u>Day 2</u>	
8.30 – 9.00am	- Registration	8.30 – 9.00am	- Registration
9.00 – 10.30am	- The Business of Banking - The Nuts and Bolts	9.00 – 10.30am	- Risk Management <i>(Case Study: Risk Exposure and Risk Management at Korea First Bank)</i>
10.30 – 11:00am	- Coffee Break	10.30 – 11:00am	- Coffee Break
11.00 – 12.30pm	- Assessing Bank Financial Performance and Valuation <i>(Case Study: Maybank 2009)</i>	11.00 – 12.30pm	- Performance Evaluation and Compensation <i>(Case Study: Citibank: Performance Evaluation)</i>
12.30 – 2.00 pm	- Lunch	12.30 – 2.00pm	- Lunch
2.00 – 3.30 pm	- Credit Analysis <i>(Case Study: Butler Lumber)</i>	2.00 – 3.30pm	- The Future of Commercial and Investment Banking <i>(Case Study:</i>
3.30 – 4.00pm	- Coffee Break		• <i>Investment Banking in 2008: A Brave New World</i>
4.00 – 5.00pm	- Managing Assets and Liabilities, Liquidity and Solvency <i>(Case Study: Banc One Corp)</i>		• <i>What Happened at Citi Group)</i>
		3.30 – 3.45pm	Coffee Break
		3.45 – 4.15pm	- Q & A

INSTRUCTOR



Professor Nabil N. El-Hage serves as Adjunct Professor of Business Administration at Harvard Business School (HBS) in the General Management area, and is also Senior Associate Dean for External Relations. He first joined the HBS faculty in 1984, immediately after obtaining his MBA from the School, and taught MBA finance course in 1984-85.

Prior to returning to HBS in 2003, El-Hage worked in a private equity and venture capital with TA Associates and Advent International, as well as on the operating side, as CFO of Back Bay Restaurant Group. He also served as Chairman and CEO of Jeepers! Inc. a private equity-financed national chain of indoor theme parks for nearly ten years.

El-Hage also has experience with McKinsey & Company, Inc., where he was a Research Consultant before business school. El-Hage has served on a dozen boards of private and public companies, ranging from start-ups to several billion dollars in revenues. He is currently the independent Chairman of the MassMutual Premier Funds, a \$10 billion mutual fund complex.

El-Hage graduated cum Laude from Yale University with a degree in electronic engineering (1980), and earned his MBA with the Highest Honors, as a Baker Scholar, from Harvard Business School in 1984, where he was awarded the Henry Ford Foundation Award for the Best First-Year academic record, the Loeb-Rhoades Fellowship for Excellence in Finance, the Copeland (Marketing) Award nomination, and a Dean's Doctoral Fellowship.

El-Hage has been in Malaysia since 2005. He currently teaches in the Financial Institutions Director's Education (FIDE) Programme, Advanced Management Development Programme (AMDP) in INTAN, Premier Business Development Programme (PBMP) Private Equity, Value Creation Through M&A and Corporate Restructuring and Finance For Directors and Senior Executives for Harvard Club of Malaysia and other financial institutions in Malaysia and the region.

Yes, please register me for the following session:-

- 8 & 9 June 2010
- 24 & 25 September 2010

Name:				
Designation:				
Financial Institution:				
Contact No:	(Company)	(Personal)	Fax No:	
E-mail Address:				
Secretary's Name:			Secretary's Contact No:	
Secretary's E-mail:				

You may fax it to 03 – 2698 7981 , drop us an email at fide@bnm.gov.my or call us at 03-2698 8044 (Wafi – ext 8909) / (Pn. Norasikin – ext 7611) / (Anna – ext 8719).