

**COURSE CALENDAR 2012**

CONFERENCES	Price	Days	Dates	Dates	Dates	Dates	Dates
Debt Finance	£495	1	23-Apr				
Mergers & Acquisitions & Management Buy-outs	£495	1	01-Oct				
Private Equity 2012	£495	1	02-Oct				
TRAINING COURSES	Price	Days	Dates	Dates	Dates	Dates	Dates
CORPORATE FINANCE - GENERAL PROGRAMMES							
Introduction to Corporate Finance	£1,500	3	7-9 Feb	19-21 Jun	13-15 Nov		
Corporate Finance for SMEs	£525	1	08-Feb	20-Jun	14-Nov		
Due Diligence in Corporate Finance	£525	1	29-Mar	11-Oct			
Debt Finance	£1,300	2	19-20 Mar	12-13 Jul	Oct 4-5		
SHIPPING FINANCE							
Shipping Finance	£675	1	25-May	30-Nov			
MERGERS & ACQUISITIONS							
Mergers & Acquisitions	£1,475	3	14-16 Feb	02-04 May	25-27 Sep		
Advanced Corporate Finance Update	£675	1	23-Feb				
Buying a Company	£525	1	14-Feb	02-May	25-Sep		
Selling a Company	£525	1	15-Feb	03-May	26-Sep		
Corporate Restructuring & Turnarounds	£525	1	24-Apr	15 Nov			
Joint Ventures & Strategic Alliances	£525	1	27-Apr	06-Dec			
Advanced Negotiation Issues in M&A	£675	1	07-Feb	15-Mar	29-Jun	09-Oct	
Successful Deal Integration	£575	1	18-Jan				
Financial Issues in Acquisition Agreements	£550	1	20-Feb	18-Jun	19-Nov		
FLOTATIONS							
Equity Finance, Flotations & Takeovers	£525	1	07-Feb	19-Jun	13-Nov		
Secondary Equity Offerings	£525	1	07-Mar	04-Oct			
AIM Flotations & Rules	£525	1	10-Apr	18-Oct			
International Equity Offerings	£675	1	12-Apr	16-Oct			
VALUATION							
Introduction to Business Valuations	£575	1	09-Feb	21-Jun	15-Nov		
Advanced Business Valuations	£675	1	10-Feb	22-Jun	16-Nov		
Advanced Valuation & Modelling	£1,450	2	26-27 Apr	18-19 Oct			
Valuing a Technology Company	£525	1	19-Jul				
Valuing a Financial Institution	£525	1	20-Jul				
Pricing Financial Instruments	£575	1	30-May	19-Oct			
Real Estate Valuation	£1,250	2	27-28 Feb				
Valuing Distressed Debt	£1,375	2	5-6 Jul	1-2 Nov			
MODELLING							
Introduction to Financial Modelling	£1,125	2	27-28 Mar	11-12-Sep			
Advanced Excel Modelling	£1,125	2	19-20 Mar	19-20-Jul	15-16-Nov		
Modelling for M&A and Buy-outs	£1,700	3	14-16 May	3-5 Sep	3-5 Dec		
Advanced LBO Modelling	£1,450	2	2-3 Feb	17-18 May	6-7 Sep	6-7 Dec	
Bank Modelling & Analysis	£1,450	2	29 Feb-1 Mar				
Modelling for Debt Restructuring	£1,125	2	29-30 May				
Modelling Oil & Gas Companies	£1,475	2	16-17 Apr	8-9 Oct			
Corporate Finance Modelling Masterclass	£3,000	5	30 Jan-3 Feb	14-18 May	3-7 Sep	3-7 Dec	
VENTURE CAPITAL & PRIVATE EQUITY							
Private Equity & Management Buy-outs	£525	1	16-Feb	4 May	27-Sep		
Venture Capital - Introduction	£525	1	03-Jul	08-Oct			
Mezzanine Finance	£650	1	10-Feb	02-Jul	05-Oct		
Negotiating Loan Documents for LBOs	£650	1	03-Feb	18-May	09-Jul	01-Oct	
Advanced Private Equity & Leveraged Buy-outs	£1,375	2	31 Jan-1 Feb	15-16 May	4-5 Sep	4-5 Dec	
Advanced Private Equity & Leveraged Buy-outs Masterclass	£2,750	4	31 Jan-3 Feb	15-18 May	4-7 Sep	4-7 Dec	
Public to Private Deals	£525	1	17-Apr	11-Sep	04-Dec		
Advanced Negotiation Issues in Restructuring Debt	£675	1	09-Feb	16-Mar	01-Jun	04-Oct	
PROJECT FINANCE							
Project Finance	£1,125	2	26-27 Apr	29-30 Oct			
DRAFTING CORPORATE FINANCE DOCUMENTS & RELATED ISSUES							
Drafting Documents I: Prospectuses & Verification	£525	1	19-Apr	04-Oct			
Drafting Documents II: Rights Issues, Open Offers, Underwriting & Placing Agreements	£525	1	26-Apr	11-Oct			
Drafting Documents III: Sale & Purchase Agreements	£525	1	22-Mar	27-Nov			
Drafting Documents IV: Takeover Offer Documents	£525	1	03-May	18-Oct			
Drafting Documents V: Documentation for AIM Flotations	£525	1	17-May	15-Nov			
Documentation in Corporate Finance	£525	1	19-Apr	29-Nov			
Documentation in Corporate Restructuring	£675	1	24-May	29-Nov			
Loan Documents & Security	£575	1	24-Jan	30-May	09-Oct		
Legal Due Diligence	£525	1	31-May	08-Nov			
Financial Covenants	£650	1	11-May	10-Jul	02-Oct		
REGULATION AND COMPLIANCE							
Effective Corporate Governance	£525	1	01-Mar	21-Nov			
Financial Promotions	£500	1	16-Mar	07-Sep			
Complaints Handling - FSA Requirements	£250	0.5	12-Jun				
Anti Money Laundering	£250	0.5	16-Feb	22-Jun	05-Nov		
Know Your Customer	£250	0.5	16-Feb	22-Jun	05-Nov		
Corporate Finance Refresher	£525	1	21-Feb	13-Sep			
Introduction to the FSA Listing Rules ("Purple Book")	£575	1	21-Feb	29-May	11-Sep	04-Dec	
Introduction to the Takeover Code ("Blue Book")	£575	1	22-Feb	30-May	12-Sep	05-Dec	
FSA Listing Rules: 2012 Update	£750	1	15-Mar	27-Jun	30-Oct		
Listing Rules & Takeover Code Fundamentals	£1,100	2	21-22 Feb	29-30 May	11-12 Sep	4-5 Dec	
Takeover Code - Advanced	£750	1	01-Mar	13-Jun	27-Sep	12-Dec	
Takeover Code: Update	£400	0.5	25-Apr	05-Jul	18-Oct		
The Role of a Company Secretary	£450	1	09-Feb	21-Jun	22-Nov		
ADVANCED ACCOUNTING							
Accounting for Listed Entities	£450	1	05-Mar	05-Jul	05-Dec		
Corporate Actions	£425	1	09-Mar				
UK Financial Services Regulation & Compliance	£575	1	17-Apr	15-Oct			
IFRS Accounting for Real Estate	£395	1	31-Jan				
Accounting Disclosures under IFRS	£395	1	20-Jan				
Hedge Accounting under IFRS	£395	1	19-Jan				
Accounting for UK Pension Schemes	£750	2	26-27 Jan				
IFRS Accounting for Financial Instruments and Derivatives	£750	2	17-18 Jan				
Financial Reporting Requirements	£575	1	21-Mar	21-Jun	19-Sep		
TAXATION							
Tax Issues in M&A	£525	1	23-May	06-Nov			
Tax Issues in MBO's	£300	0.5	18-May	08-Nov			
Tax Issues in Corporate Restructuring	£300	0.5	18-May	08-Nov			
BANKING & TREASURY PRODUCTS							
Islamic Finance - Introduction	£575	1	15-Feb	29-Jun	15-Oct		
International Trade Finance - Procedures & Practice	£1,770	3	11-13 Jun	8-10 Oct			
Advanced Trade Finance	£1,450	2	14-15 Jun	11-12 Oct			
International Trade Finance - Masterclass	£3,000	5	11-15 Jun	8-12 Oct			
Advanced Credit Risk	£2,900	5	9-13 July				
SOFT SKILLS							
Negotiation Skills	£450	1	17-May				
Presentation Skills	£450	1	18-May				
Selling Skills to Build Client Relationships, Incorporating Presenting and Negotiation Skills	£800	2	15-16 May				
FUND MANAGEMENT							
Introduction to Fund Management	£975	2	14-15 May	5-6 Nov			
Portfolio Management & Performance Measurement	£1,125	2	16-17 Apr				
Unit Trusts, Investment Trusts & OEICs	£525	1	16-May	12-Oct			
Introduction to Hedge Funds	£475	1	08-May	13-Nov			

Delivering courses in-house to a number of participants could be very cost effective.