



# Underwrite Startup Business Financing from Risk Management Perspective

8 & 15 January 2018

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|--------------------|------------|
| HKIB<br>CPD        | SFC<br>CPT |
| 6<br>Core<br>Hours | 6<br>Hours |



## Objectives

The technology advancement provides a new platform for entrepreneurs to start their new business. Many banks are willing to provide financing to startup in order to further increase their unsecured loan Portfolio to increase relative high loan business income.

This course aims to provide an overview of the startup and the related risk management and control.

## Programme Outline

- New opportunities and threats of startup business associated with technology advancement
- Startup business life cycle
- Financing cycle of new startup business
- Reviewing business plans of startup business
- Criterion in loan underwriting for startup business
- Reviewing cash flow projection of startup business
- Valuation of startup business
- Performance measurement
- Exit strategy of startup business
- Risk management issues of loan underwriting
- Post financing management

## Target Audience

Compliance officers, auditors, lawyers, risk management executives, business development managers

## Speaker

The speaker has over 10 years of M&A, corporate finance, private equity investment, real estate acquisition and management experience in China. He is currently working as a senior investment director in a private equity alternative investment fund. He holds the Master of Law degree, Postgraduate Diploma in accountancy & Bachelor of Business Administration (financial engineering). He is a CFA, CAIA, FRM and licensed China Corporate Legal Counsel, certified China Economist, certified China Banker (credit analysis). He also works seasonally as instructors for legal, compliance, finance and management subjects in various universities and associations. He also serves as legal & investment consultant for American & Chinese Cultural Exchange Association.

## Programme Details

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| Language   | : Cantonese (supplemented with English materials)  |
| Date       | : 8 & 15 January 2018 (Monday)   |
| Time       | : 19:00 – 22:00  |
| Duration   | : 6 hours  |
| Venue      | : 3/F Guangdong Investment Tower,<br>148 Connaught Road Central, Sheung Wan<br>(Sheung Wan MTR Station Exit C) |
| Fee        | : HK\$1,800 (HKIB Individual Member)<br>HK\$2,160 (Staff of HKIB Corporate member)<br>HK\$2,400 (Non-member)   |
| Enrollment | : By fax at 2544 9946 or Submit to our Institute in person   |
| Enquiries  | : (852) 2153 7877 / (852) 2153 7865  |
| Email      | : programme@hkib.org   |

## Registration Form

Underwrite Startup Business Financing from Risk Management Perspective (HP-P18-0111)

|  |   |
|--|---|
| Full Name : Mr / Ms _____<br><small>(In English as on ID Card)</small>   | Full Name : _____<br><small>(In Chinese)</small>  |
| Membership No : _____  | Organization : _____  |
| Department : _____   | Position : _____  |
| E-mail : _____<br><small>(Confirmation will be sent via e-mail one week before programme commences)</small>                        | Mobile / Phone No : _____   |
| Mailing Address : _____<br><small>(Please complete the below address box if you want to collect the programme certificate)</small> |   |
| Payment Method :   | <input type="checkbox"/> A cheque / e-Cheque* made payable to "The Hong Kong Institute of Bankers" (Cheque no. _____)   |
|  | * For e-Cheque, please state the <b>programme code</b> under 'remarks' and email together with the <b>completed enrolment form</b> to <b>programme@hkib.org</b> |
| <input type="checkbox"/> Credit Card : <input type="checkbox"/> VISA <input type="checkbox"/> Master                               | Amount : HK\$ _____   |
| Cardholder's Name : _____  | Signature : _____   |
| Card No. : _____   | Expiry Date : _____   |

## How did you know about this programme?

- |   |  |                                       |  |
|---|--|---------------------------------------|--|
| <input type="checkbox"/> Website              | <input type="checkbox"/> HR Department | <input type="checkbox"/> E-News       | <input type="checkbox"/> Others (Please specify) _____ |
| <input type="checkbox"/> Friends / Colleagues | <input type="checkbox"/> Banking Today | <input type="checkbox"/> HKIB Counter |  |

### Terms and Conditions

- All fees paid are non-refundable and non-transferrable.
- Participants who have settled payments will receive course confirmation by e-mail within 7 days prior to the programme date.
- All payments must be settled before programme commencement.
- Priority of enrolment will be given on a 'first-come-first-serve' basis. HKIB Member will have priority to register if there is limited seat remained for the programme.
- HKIB would issue the "Certificate of Attendance" to participants who have complied with the "HKIB Attendance Policy". The Certificate will be mailed to the corresponding address within 10 working days after completion of the programme.
- We reserve the right to reject an enrolment at any time.
- We reserve the right to cancel, modify and/or postpone the programme due to unforeseen circumstances.
- The information given and personal data collected will be used for the purpose of administration and communication by the Institute.
- For the Typhoon or Rainstorm arrangement, please refer to the confirmation e-mail or HKIB's website (www.hkib.org).



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• Address : 3/F Guangdong Investment Tower, 148 Connaught Road Central, Hong Kong • Tel : (852) 2153 7800 • Fax : (852) 2544 9946 • Email : hkib@hkib.org

\* This address is only used for sending the programme certificate

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Name : \_\_\_\_\_  
Address : \_\_\_\_\_

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Address : \_\_\_\_\_