

Corporate Finance

A One-Day Workshop to Provide Core Corporate Finance Concepts, Techniques and Products

Join your industry peers and enhance your professional development

As commercial financial institutions attempt to expand client relationships and build sources of fee-generating services, the skills and knowledge of frontline lenders and relationship managers must be enhanced to include an understanding of corporate finance.

Attend our one-day workshop and gain the skills needed to:

- Build additional sources of fee income for the institution.
- Expand or retain commercial relationships through additional services and professional knowledge.
- Differentiate your institution from competitors.
- Improve efficiency in identifying and handling new corporate finance opportunities.
- Control risk for the institution.

Topics to be covered:

- *Time Value of Money*
 - Discounted cash flow
 - Present and future value
 - Net present value
 - Internal rate of return
- *The Cost of Capital*
 - Cost of debt and equity capital
 - Use of capital asset pricing model
 - Weighted average cost of capital
 - Effect of leverage on weighted average cost of capital
- *Business Valuation Techniques*
 - Assets basis
 - Ratio multiples, EBIT, EBITDA, and P/E
 - Comparative company analysis
 - Private company valuation adjustments
 - Control premium
 - Enterprise value
- *Instruments of Corporate Finance*
 - Ordinary shares
 - Preference shares
 - Convertible shares
 - Subordinated debt
 - Mezzanine debt
 - Share buy backs
 - Capital reduction schemes
- *Acquisitions and Disposals*
 - Commercial/financial rationale
 - Negotiation
 - Due diligence
 - Share purchase agreements
 - Warranties and indemnities
 - Vendor placings
- *Management Buy Outs*
 - Structure of a buy out
 - Senior and mezzanine debt
 - Venture capital
 - Equity ratchets
 - Exit routes
- *Public Company Takeovers*
 - Share-for-share offers
 - Underwritten cash offers
 - Mix-and-match offers
 - Agreed offers
 - Hostile bids and defense tactics

This workshop is for:

Commercial Lenders, Commercial Relationship Managers, Commercial Credit Managers and Loan Administration staff.

Location and Date:

Sydney:
19 May 2009
OR
24 November 2009

Melbourne:
20 May 2009
OR
25 November 2009

Auckland:
26 May 2009
OR
17 November 2009

Omega
Performance
improves business
by empowering
people with the
knowledge, skills
and behaviour
to achieve
outstanding
results.

Corporate Finance
9:00 AM – 4:00 PM
Fee: \$795 plus GST per participant

Omega
PERFORMANCE

About our facilitators:

- **Barry Wilhelm**, Omega Performance Consultant for Asia/Pacific, joined the Omega team in 2006 following a 30-year career in Australian banks. His experience extends across the full range of commercial business—from SME's to multinationals and government sector. Barry's career includes training, coaching and mentoring specialist sales teams; formulating and implementing business plans across direct relationship management and third-party sales channels; credit and operational risk assessment; customer service process engineering and delivering compliance; and change management programs. Barry holds a Master of Business Administration (dux of Managerial Finance) and he is a Fellow of FINSIA.
- **Damien Bridge**, Omega Performance Consultant for Asia/Pacific, joined the Omega Team in 2008 following a long career in the financial sector in Sydney, Toronto and London. Damien's experience spans across roles such as Financial Analyst, Deputy Chief Financial and Compliance Officer, and Manager Business Reporting. Damien holds a Bachelor of Economics (Hons), CPA and CFA and is a Senior Associate of FINSIA.

VENUE

- Sydney, Australia**
Tuesday 19 May 2009 or
Tuesday 24 November 2009
- Melbourne, Australia**
Wednesday 20 May 2009 or
Wednesday 25 November 2009
- Auckland, New Zealand**
Tuesday 26 May 2009 or
Tuesday 17 November 2009

REGISTER NOW

To reserve your place in the workshop either:



Georgina Terizis
+61 2 9236 8400



Web: <http://www.omega-performance.com/rsvp/Australia-CorporateFinance09.asp>

Email: AP.info@omega-performance.com

Omega Performance

Improving Business

Omega Performance improves business by empowering people with the knowledge, skills and behaviour to achieve outstanding results.

Since our founding in 1976, Omega Performance has enabled more than 2 million people in over 2,500 financial services organisations around the globe to make immediate and lasting changes in how they perform.

Omega Performance's consulting, performance improvement, and coaching solutions span leadership, commercial and consumer lending, commercial and consumer sales, sales management, customer service, wealth management and private banking and contact centres.

We pair our deep financial services industry expertise with a keen understanding of your organisation's particular performance issues to ensure a results-focused solution. With a network of over 250 consultants, facilitators, instructional design experts and developers around the world, Omega is able to provide in-depth local expertise supported by an extensive global network.

Omega's continuous research into the future of the financial services industry has helped shape innovative performance improvement strategies within many of the world's major financial services companies. While our culture of thought leadership encourages us to explore new concepts and solutions, our strategic focus never varies: delivering competitive advantage for your organisation's business success.

Headquartered in Charlotte, North Carolina, USA, Omega Performance also serves clients from major offices in over a dozen countries around the world.

AP.info@omega-performance.com
www.omega-performance.com

Cancellation Policy: Should you be unable to attend, a substitute delegate is always welcome at no extra charge. Alternatively, a full refund will be made for cancellations received in writing (letter, fax, email) up to two weeks prior to the event. Regrettably, no refunds can be made less than 15 days before the event. For any event cancelled by Omega Performance, registration fees are fully refundable.

Privacy policy: The personal information shown on this brochure provided by you will be held on a database.

Team Discounts: For three or more participants please call +61 2 9236 8400 for details.

Program: Omega Performance reserves the right to alter the venue &/or speakers.