



# Investments

14, 21, 28 February 2012  
8, 15, 20 March 2012

15.45 – 16.00

*Registration*

16.00 – 19.15

*Seminar* ✱

@ BPP Professional Education, Swatar

Dr. Mark Azzopardi  
Jean P. Gaffiero  
Jesmond Mizzi

✱ Each seminar has been accredited with 3 hours of Structured CPE qualifying under Core competency

BPP Malta Limited in collaboration with Atlas JMFS Investment is organising a set of seminars under the common topic of **Investments**.

These seminars are aimed at providing attendees with a broad knowledge of different types of securities and investment vehicles available; their characteristics and factors effecting their value. Shares, Bonds, Collective Investment Schemes, ETFs and Structured products will be discussed in detail. One seminar will also focus on Financial Planning whilst another will deal with Forex and Technical Analysis.

Participants have the option to attend any individual session or all the sessions, in which case a 10% discount applies.

## Seminar 1: 14 February 2012

### Investing in Bonds

*Jean P. Gaffiero*

#### Objectives

*This seminar is designed to provide information regarding bonds which many investors often fail to know.*

#### Course Outline

- Different types of bonds
  - Straights
  - Perpetuals
  - FRNs
  - Linkers
  - Variable coupon
  - Zero coupon
- Credit ratings
  - Leading rating agencies
  - Comparison of Rating terminology
  - Subscriber based model
  - Issuer based model
  - Criticism against Rating Agencies
- Risk attached to bonds
  - Basic fundamentals of the issuer
  - Seniority
  - Subordination
  - Security
  - Contingent convertability
  - Guarantees
- Bond price behavior under different scenarios
  - Long and short dated
  - Change in rates of interest and effect on different types of bonds
- EFSF and ESM
  - Europe's response to the economic crisis
  - Quantitative easing
- Tax considerations
  - Tax on Income and Capital Gains

**Seminar 2: 21 February 2012**  
**Investing in Structured Products**  
*Dr. Mark Azzopardi*

*Objectives: This seminar is designed to enhance the participant's knowledge on Structured Investment Products. How these work from the perspective of issuers and investors? What are the components of these products? What are the risks of these products?*

- Introduction
  - Historical background
  - Time value for money Concept
  - Equivalent Rate, Effective Rate & Continuously Compounded rate
  - Future Value (FV), Present Value, rate of Discount and Discount Factor
  - Zero-Coupon bond & Zero Coupon Yield
  - American Vs European Options
  - Exotic Options
- Overview Structured Products
  - Buyers, Sellers and Reasons for Investing in Structured Products
  - Reading a Payoff Diagram
  - Reading a Payoff Formula
  - Reading a Term-Sheet
- Main Categories of Structured investment products
  - Capital Guaranteed Products
  - Yield Enhancement
  - Participation
- Structured Products During their Lifetime
  - Main Valuation and Risk Measures.
  - Capital Guarantee
  - Yield Enhancement
  - Participation Products
- More Exotic Options & Special Features
  - Quanto Options
  - Barrier Options
  - Autocall and Callable Options
  - Rolling Products and Products Without Fixed Maturity
  - Conditional and Accumulating Coupons
- Foreign Exchange, Fixed Income and Commodity Products
  - FX-Based Structures
  - Fixed Income Structures
  - Commodity Structures

**Seminar 3: 28 February 2012**  
**Forex and Technical Analysis**  
*Dr. Mark Azzopardi*

*Objectives: This seminar is designed to enhance the participant's knowledge on Forex Technical Analysis, by acquiring a basic understanding of how Technical analysis work and how to combine technical analysis with other types of analysis namely fundamental and market sentiment analysis.*

- Section 1
  - Forex Basics
  - What is Forex?
  - Why Trade Forex?
  - Who Trades Forex?
  - When Can You Trade Forex?
  - How Do You Trade Forex?
  - Three Types of Analysis
  - Types of Charts
- Section 2
  - Support and Resistance Levels
  - Japanese Candlesticks
  - Fibonacci
  - Moving Averages
  - Common Chart Indicators
- Section 3
  - Oscillators and Momentum Indicators
  - Important Chart Patterns
  - Pivot Points

**Seminar 4: 8 March 2012**  
**Investing in Collective Investment Schemes**  
*Jesmond Mizzi*

*Objectives: This seminar is designed to provide information regarding Collective Investment Schemes*

- Introduction
- History of funds
- What is a fund
- Types of funds
- Management of funds
- Advantages associated with funds
- Disadvantages associated with funds
- Exchange traded funds
- Pricing of funds
- Charges

- A look at a prospectus
- Comparison of funds
- Which funds are appropriate for investors
- Taxation of funds
- Conclusions

**Seminar 5: 15 March 2012**  
**Financial Planning**  
*Jesmond Mizzi*

*Objectives: This seminar is designed to provide awareness on good financial planning*

- What do we mean by financial planning
- Determining where you are financially
- Set up a financial goal
- Short term goals vs long term goals
- Fact find
- Developing a plan
- A holistic approach- the various aspects to deal with
- Insurance requirements
- Getting started with a regular savings plan
- Safeguarding against inflation
- Setting up a cash cushion
- Monitoring your investments
- Changing the plan as circumstances change

**Seminar 6: 20 March 2012**  
**Investing in Shares**  
*Jean P. Gaffiero*

*Objectives: This seminar is designed to provide information regarding shares which many investors often fail to know before buying into shares such as the intrinsic value of the share and factors effecting their price movement. A number of trading strategies are explained and so are shares that offer leverage and alternative opportunities to equity.*

- What are equities
- Listed, what's the difference
- Primary and Secondary Market
- Corporate Actions
- Fundamental and Technical analysis
- A brief introduction to charting
- Trading Styles
- Different equity based investment vehicles
- Tax on equities

## Speakers' Profile

### Dr. Mark Azzopardi

Dr. Mark Azzopardi obtained a degree in Bachelors of Commerce majoring in Economics and Management from the University of Malta and a Masters of Arts in Finance from Regents College London specializing in financial risk management and structured investment products.

In December 2010 Dr. Azzopardi graduated magna cum laude with a doctorate degree in business administration specialising in Alternative Investment strategies.

He held the post of Chief Financial Analyst at a publicly listed Financial Services organisation and was a member on the advisory committee on two SICAVs.

He today holds various directorships and is also a member in an investment committee of a Professional Investor Fund.

At Atlas JMFS he is an executive director and deals in clients' assessment and advice and manages the Investment and Finance division of the company.



### Mr. Jean P. Gaffiero



Jean P Gaffiero, Joint Managing Director at Atlas JMFS Investment Services Ltd, started his career at Deloitte (then still Manduca Mercieca & Co) where he served in the audit team for five years till 1989. The time at Deloitte served as a perfect foundation on which he built his analytical skills.

In 1989 he moved on to work for Commercial Union's Malta Agency where he was appointed Financial Controller. During this time he qualified as a Certified Public Accountant at the Malta Institute of Accountants.

In 1995 he went on to set up the investments division of R von Brockdorff Insurance Agency which was renamed Atlas Investment Services Limited in 1999.

He was accepted as the twelfth member of the Malta Stock Exchange in 2000. He served as Secretary to the College of Stockbroking Firms between 2000 and 2003 and was elected Deputy Chairman of the College in 2011. He serves on the investment committee of a Professional Investor Fund and holds various directorships among which, is a directorship on a Professional Investor Fund.

## Mr. Jesmond Mizzi

Mr. Jesmond Mizzi, Joint Managing Director at Atlas JMFS Investment Services Ltd, has been involved in the financial services industry for fifteen years. In 1995 he joined a local financial services company as Finance and Compliance Manager, but was swiftly elected to Board of Directors. In fact he acted as Investment and Sales Director of this company for 4 years. The company later became a listed company on the Malta Stock Exchange.



In 2002, Jesmond set up Jesmond Mizzi Financial Services Limited. He was instrumental in launching various international fund managers in Malta. He was also a member of an advisory committee on two local SICAVS.

Prior to moving to the financial services sector he spent six years at PriceWaterhouseCoopers as an auditor. He obtained extensive audit and accounting experience over the years. He also gained managerial skills through the running of a local family business for five years.

Jesmond is a business columnist on the Times, The Sunday Times and Business Times and is a weekly guest as Investment Advisor on two television financial programs.

Jesmond also served as President of the Malta Investment Funds Association and Chairperson of the Financial Services Consultation Council within the MFSA.

## Booking and Payment Information

Each session costs € 32.50



Book for the 6 sessions and benefit from a 10% discount  
€ 175.50

For bookings kindly fill in the Registration Form and send it by post along with payment. Cheques should be made payable to BPP Malta.

## Cancellation / Non-Refund Policy

Cancellations taking place within 48 hours prior to the event, will incur a **cancellation fee of 50%**.

Refunds in case of no-shows will not be entertained.

## Registration Form - Investments

Name & Surname: \_\_\_\_\_

ID Number: \_\_\_\_\_

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

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\_\_\_\_\_

Tel Number: \_\_\_\_\_ Mobile: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Tick where appropriate:

<b>1: Investing in Bonds</b>	<b>€ 32.50</b>	<input type="checkbox"/>
<b>2: Investing in Structured Products</b>	<b>€ 32.50</b>	<input type="checkbox"/>
<b>3: Forex and Technical Analysis</b>	<b>€ 32.50</b>	<input type="checkbox"/>
<b>4: Investing in Collective Investment Schemes</b>	<b>€ 32.50</b>	<input type="checkbox"/>
<b>5: Financial Planning</b>	<b>€ 32.50</b>	<input type="checkbox"/>
<b>6: Investing in Shares</b>	<b>€ 32.50</b>	<input type="checkbox"/>
<b>Sessions 1 - 6</b>	<b>€ 175.50</b>	<input type="checkbox"/>

Duly filled in application forms with the respective payment are to be sent by post to:

BPP Malta Limited  
Tower Business Centre  
Tower Street  
Swatar