

## Highlights

- Discover critical guidelines for Cash Flow Modeling in Securitization
- Conduct Mortgage-based Credit Analysis and Structuring
- Distinguish Traditional and Emerging Market CDOs
- Review Global Best Practices in Asset Securitization

Program integrates traditional instructor-led training with dynamic, interactive e-learning

# Asset Securitization

**Comprehensive three-day program covering the latest in Cash Flow Modeling and Structuring Successful Deals**

**Accreditations & Training Subsidy**

Details on page 3

**CERTIFIED FINANCIAL PLANNER™**

Details on page 6



- New Fees: US\$ 3,900 only
- Early-Bird Discount of US\$ 400 (Net Fee: US\$ 3,500)
- Seminar includes 3-months free access to e-learning

## Conducted by

**Sam L Srinivasulu, Ph.D.**

Consultant and Trainer for the U.S. Federal Reserve System and leading financial institutions worldwide

- San Diego, U.S.A.: 15-17 December, 2003
- New York City, U.S.A.: 17-19 May, 2004
- Singapore: 26-28 July, 2004
- San Diego, U.S.A.: 25-27 October, 2004

More than 10,000 delegates have benefited from over 500 of our public and in-house training programs across 40 countries

## Sponsors/Official Websites

- ALMProfessional.com
- Asset-Backed Alert
- Securitizability.com
- Securitization.net
- BalanceSheet
- Securitization news
- BondWeek
- Inside MBS & ABS
- GTNews.com
- Instituto del Riesgo Financiero

For event updates and more information

**PO Box 910207, San Diego, CA 92191, U.S.A.**

**[www.gftt.com](http://www.gftt.com)**

## Invitation from Sam Srinivasulu, Ph.D.; President, GFTT

Dear Financial Executive,

It is my pleasure to invite you to a comprehensive three-day seminar on **Asset Securitization** that will be held in San Diego, New York City and Singapore as per schedule listed on the front page of this brochure. Recently, I completed a project to design, develop and present programs on Asset Securitization to the Office of the Superintendent of Financial Institutions(OSFI) in Canada. For the past five years, I have presented 25 such programs to the U.S. Federal Reserve System. In the last 20 years, nearly 10,000 delegates from over 40 countries have attended my various in-house and open enrollment public programs on Asset Liability Management, Asset Securitization, Capital Adequacy Planning, Liquidity Management & Contingency Funding Plan among several others. Nearly 50 institutions have used them in their in-house training programs. In addition to the material from the previous seminars, this seminar includes:

- Web-based interactive exercises, case studies, and self-tests
- Access to Web-based Learning Solutions throughout the seminar and for three-months, post seminar
- Discussions of new developments including the impact of Basel-II: New Capital Proposals on Asset Securitization
- International Case Studies and Actual Deals
- Global Best Practices

Enclosed is a registration form. I invite you to register now by mailing us the completed form.

Very truly yours,  
Sam Srinivasulu

## Who Should Attend

- Corporate Finance Managers
- Funding Managers
- Accountants
- Back-office Personnel
- Internal Audit Managers
- Financial Analysts
- Capital Market Managers
- Risk Managers
- Brokers & Traders
- Credit Managers
- Portfolio Managers
- Bond Traders
- Foreign Exchange Managers
- Hedging Managers
- Investment Managers
- Chief Financial Officers
- Corporate Treasurers
- Pension Fund Managers
- Rating Agency Personnel
- Bank Supervisors
- Treasurers & Controllers

## Theme

Asset Securitization has revolutionized the field of finance. It provides an opportunity for financial institutions to enhance Liquidity, generate fee-based income and optimize the usage of capital. It can be a source of competitive financing for corporations. For investors, Securitized Assets offer additional investment opportunities with different Risk/Return Trade-offs.

## Key Learning Outcomes

- **Discover** the most critical guidelines for Cash Flow Modeling in Securitization
- **Conduct** Mortgage-based Credit Analysis and Structuring
- **Distinguish** between Traditional and Emerging Market Collateral Debt Obligations (CDOs)
- **Simulate** loss scenarios for different Assets and create scenarios for Stress Tests
- **Prepare** detailed 'project plan' from Conception to Issue of Asset-backed Securities
- **Analyze** templates of Policy statements and Procedure Manuals
- **Perform** Computer-based Structuring and Analysis of Securitization for Auto Loans, Credit Card Receivables and Mortgage Loans
- **Compare** Alternative Structures for Future Flow Securitization
- **Ascertain** how to meet the precise needs of Issuers and Investors
- **Review** Global Best Practices in Asset Securitization

## Course Director



Sam L. Srinivasulu, Ph.D., a specialist consultant and trainer in Asset Liability Management and Asset Securitization for leading financial institutions worldwide, is the key force behind KESDEE. For over 20 years, Sam L. Srinivasulu has been presenting in-house and public training

programs – across the U.S., Canada, Europe, the Middle-East, Latin America, Australia and Asia – to global financial executives. Recently, Sam L. Srinivasulu successfully completed a five-year assignment with the U.S. Federal Reserve System to provide Executive Development Programs to Senior Regulators, Policy Makers and Examiners. The course was presented 25 times over to 500 delegates from the U.S. Federal Reserve System. For the last 15 years, he has been conducting training programs (over 35 times) on Advanced Capital Markets (Mortgage-backed Securities, Derivatives and Risk Management) to the U.S. Department of Treasury/Office of Thrift Supervision (OTS). He has also completed a project to design, develop and present programs on ALM for Insurance and Asset Securitization to the Office of the Superintendent of Financial Institutions (OSFI) in Canada. The programs were presented several times in Toronto and Ottawa. In addition, he has also conducted public training programs on various topics in the U.S. and several other countries.

## Accreditations



Global Financial Training and Technology (GFTT) is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding

registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: [www.nasba.org](http://www.nasba.org)

**Program Level:** Intermediate, Advanced

**Recommended CPE Credits:** 28.0

**Field of Study:** MANAGEMENT- Balance Sheet and Treasury Management Functions of Organizations in the Global Financial Services Industry

**Prerequisites:** Graduate

**Method of Presentation:** Instructor-led training with dynamic interactive e-learning

**Advanced Preparation:** Access to pre-course binder one month prior to the event

## Financial Sector Development Fund (FSDF)

### Training Subsidy

*Participants may be eligible for FSDF support on a case by case basis. Please submit applications to the FSDF Secretariat directly. As part of the application and evaluation process, participants will be required to complete and submit an FSDF evaluation form upon completion of course.*

### f-NEXT PARTNERSHIP

Global Financial Training and Technology (GFTT) is registered as a f-NEXT Partner with the Institute of Banking and Finance (IBF), Singapore.

## Sponsors/Official Websites



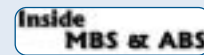
The website is dedicated to servicing the diverse needs of ALM professionals. We provide all the critical information required to manage an institution's ALM process. Visit today and register for FREE at [www.almprofessional.com](http://www.almprofessional.com)



The premier guide to the asset and mortgage-backed securitization industry, Asset Securitization Report ([www.ASReport.com](http://www.ASReport.com)) provides comprehensive, in-depth analysis and unique perspective on the emerging securitization markets. Asset Securitization Report features inclusive coverage of the national and international securitization markets as well as a full account of the mortgage-backed securities market. The publication is the leading source of knowledge for market trends, regulations, and developments that affect the entire industry.



Balance Sheet Magazine gives you the information and the management tools you need to maximize Balance Sheet profitability. Each issue offers sharply focused advice, analysis, surveys, guidelines and case studies on every aspect of ALM, Balance Sheet and Risk Management. For further information, an online free trial or sample copy, contact [fmanks@managementfirst.com](mailto:fmanks@managementfirst.com) or visit our website at [www.managementfirst.com](http://www.managementfirst.com)

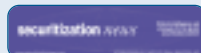


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### SPOT SECURITIZATION OPPORTUNITIES

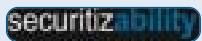
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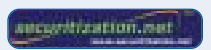
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## Seminar Format at a Glance

This seminar integrates instructor-led training with interactive e-learning. You will receive:

### Instructor-led training

- Pre-course material- Access to our online preparation material four weeks prior to the course
- Course binder- A comprehensive set of case studies, exercises and reference material
- Exposure to actual case studies based on our vast consulting experience
- The latest regulations from regulatory institutions worldwide
- Practitioner's perspective on Securitization issues

### Post Seminar 3-months FREE Access to e-learning

- Financial Calculators for Asset Securitization covering Accounting, Credit Enhancement, Pricing and other subjects
- Dynamic Simulations, Self-Tests and Job Aids
- Interactive exercises and Case Studies
- Policy Templates for Asset Securitization
- Database of Asset Securitization Disclosures/Regulations
- American, Asian, Australian and European Case Studies of actual deals

## Past Delegates

- Federal Reserve System
- Office of the Superintendent of Financial Institutions (OSFI) in Canada
- New York State Banking Department
- The U.S. Department of Treasury/Office of Thrift Supervision(OTS)
- Royal Bank of Canada
- UBS
- ABN AMRO
- American Express
- Hong Kong Mortgage Corp.
- Monetary Authority of Singapore
- DBS Bank
- Bank Negara Malaysia
- Bank Boston
- Bank of Montreal
- Korea Supervisory Agency
- Southern Bank
- Bank Exim-Indonesia
- Asian Development Bank
- Toronto Dominion Bank
- Insurance companies, Mutual Funds, Multinational Corporations, Central Banks and Regulatory Agencies

## Online Exam Tutorials

A comprehensive web-based tutorial for Global Association of Risk Professionals (GARP) annual Financial Risk Manager (FRM) Exam and Professional Risk Managers International Association (PRMIA) Professional Risk Manager (PRM) Exam.

Comprehensive, unparalleled subject matter, exhaustive mock exams, personalized results, real time reports and much more.

For more details, visit [www.kesdee.com](http://www.kesdee.com)

## Testimonials

**Recent Seminars on AS held in Miami, New York city and London:**

- Very comprehensive and thought provoking course, particularly useful that Dr. Sam addressed individual questions and interests".  
— Asst. Vice President Structured Finance, Deutsche Bank.
- "Really appreciated the time Sam gave us to discuss product-specific issues we are facing."  
— Senior Financial Analyst, American Honda Finance
- "Very Comprehensive and thought provoking (Asset Securitization) course"  
— East West United Bank, Managing Director
- "The E-Learning concept makes the core principles of Securitization easily accessible at all times and places"  
— Telia Finans, CFO

### Past Testimonials:

- "Simply excellent. Have not attended a better one."  
— Assistant Vice-President, ABN-AMRO
- "Sam was a marvelous course leader. He's obviously a seasoned practitioner..."  
— Vice-President, Bank of America
- "Sam was extremely knowledgeable on all topics covered; he was able to communicate complex ideas in easy-to-understand terms"  
— Senior Officer, Federal Reserve Bank
- "Sam did a fantastic job. His expertise and experience were clear".  
— Morgan Stanley

## About GFFT

Global Financial Training and Technology (GFFT) is a division of KESDEE Inc. KESDEE develops e-learning solutions based on the in-house, public training programs and consultancy services provided by GFFT for over two decades. KESDEE offers a portfolio of reference solutions focusing on Balance Sheet Management of Financial Institutions such as Asset Liability Management, Liquidity Management & Contingency Funding Plan, Capital Adequacy Planning, Asset Securitization, Asset Liability Management for Insurance Companies, Operational Risk Management, and several others. GFFT specializes in conducting seminars & conferences for financial practitioners worldwide. Over 500 institutions and 10,000 professionals worldwide have benefited from GFFT's training programs. The training sessions have received outstanding reviews from well-known finance practitioners.

## In-house Training

GFFT also provides in-house training in Asset Securitization, Asset Liability Management, Risk Management, Capital Adequacy Planning, Basel-II: New Capital Proposals and other subjects. If you are interested in learning more about our customizable training programs, visit our website at:

[www.gfft.com](http://www.gfft.com)

### Register now

- Limited seating is available
- Block discounts available on group reservations
- Receive discounted pricing on KESDEE's Web-based Learning & Reference Solutions

# Course Outline

## Day One

### Introduction to Asset Securitization

- A Conceptual Framework
- Definition of Asset Securitization
- Motives for Asset Securitization
- Sources of Benefits
- Liquidity/Fee Income
- The Impact of Risk-based Capital Guidelines on Originators and Buyers of Asset-backed Securities
- How Securitization Enhances Liquidity and Optimizes Utilization of Capital
- Assets Suitable for Securitization

### Participants and their Roles

- Originators/Sellers

- Servicers
- Underwriters
- Advisors (Legal, Accounting, Tax)
- Credit and Liquidity Enhancers
- Trustees
- Rating Agencies

### Pricing the Securitization

- Benchmarks
- Yield Spreads for Credit Prepayment and Other Risks
- Relative Value Analysis

### Securitization of Mortgages

- Pass-Throughs

- Collateralized Mortgage Obligations (CMOs)
- Complex CMO Structures

### Cash Flow Modeling

- Simulating loss scenarios for different assets
- "Stress Test" scenarios for different types of asset-backed securities
- Rating Agencies
- Case Studies

## Day Two

### Securitization of Car Loans

- Securitization of Automobile Receivables
- Case Study on CARs
- Credit Enhancement Techniques
- The Rating Process: Assumptions, Collateralization, Letters of Credit, Spread Account, Put Options, and "First Loss" to Issuer
- Pay-Through vs. Pass-Through Structures

### Securitization of Credit Card Receivables

- Market Overview
- Case Study

- Alternative Amortizing Structures
- Trigger Events for Payout
- Cash Flow Modeling for Different Time Frames (Revolving Period, Accumulation Period, Amortization Period, and Early Termination Scenario)

### Exercise: Cash Flow Modeling of Credit Card Receivables

### Special Cases of Securitization

### Deal Mechanics: Rating Agency Perspective

### Credit Rating Process

- Due Diligence
- General and Asset Specific Factors
- Investor Objectives/Originator Objectives

### Credit Enhancement

- Issuer Provided Credit Enhancement
- Third Party Provided Credit Enhancement
- Role of Credit Enhancement: Investor Objectives, Rating Agency Objectives and Balance Sheet Objectives

## Day Three

### Accounting, Disclosure, Tax, and Legal Issues of Asset Securitization

### Risks in Securitization/Regulator's Perspective

- Multiple Roles of an Institution: Lender, Packager, Trustee, Servicer, Investor, Credit Enhancer
- Risks and Rewards of each role
- Regulatory perspectives and guidelines of Asset Securitization
- Basel-II Proposals on Asset Securitization

### Management of Risks in

### Securitization: Strategic Issues

- The Strategic Issues and Management Challenges

- Sell/Securitize/Hold Decision
- Capital Allocation
- Systems Requirements for Securitization

### Collateralized Bond Obligations (CBOs)

- Product Overview: Repackaging of Bonds
- Cash Flows of CBOs
- Key Areas of Risk (Sovereign Risk, Credit Risk, Market Risk) and Risk Management
- Credit Enhancement
- Operational and Legal Aspects
- Simple vs. Multijurisdiction Transactions
- Case Study of a CBO Transaction

### Collateralized Loan Obligations (CLOs)

- Product Overview: Repackaging of Loans
- Motives: Credit Risk Management and Regulatory Capital Arbitrage
- Differences between CBOs and CLOs
- Key Areas of Risk and Risk Management
- Case Study

### Collateralized Debt Obligation (CDOs)

- Case studies and current issues

# E-Learning

Post-seminar, all delegates receive FREE 3-months access to our e-learning solution on Asset Securitization. The solution supplements classroom training and fosters interactive learning through exercises, simulations and analysis of case studies. If you wish to learn more about any of our e-learning solutions, visit us at [www.kesdee.com](http://www.kesdee.com)



## CERTIFIED FINANCIAL PLANNER™ Certificant

KESDEE's e-learning & reference solution on Asset Securitization meets the requirements of the Certified Financial Planner Board of Standards for Continuing Education Credits.

**Granted CE Credits: 16.0**

## Product Features



### User Guide

Consists of a detailed set of instructions that highlight the special features of the product. It also aids in product navigation.



### Bulletin Board

A virtual bulletin board that enables collaborative interaction between users for discussion and information exchange.



### Tracking Report

Facilitates the individual/training manager to monitor personal/group progress. This tool highlights the courses completed and lists the scores on self-tests.



### Glossary

An exhaustive list of complex terms and techniques used in the courses have been highlighted with their definition and meanings. The glossary also cites references related to the subjects.



### Notepad

Functions as a scribble pad to note queries or important facts without interrupting the online training session.



### E-mail Content Expert

Queries/requests/comments relating to the content within a product can be E-mailed to KESDEE for feedback.



### Bookmark

An indexing feature that helps highlight a section of interest to enable easy tracking and return.



### E-mail Training Manager

Facilitates users to send doubts/suggestions to their training managers.



### Search

Enables users to search for required information in the product through keyword or phrase search mechanism.



### FAQs

A consulting tool that lists a set of questions most frequently asked by users.

## Asset Securitization

Library of 24 Courses

1. Overview & Concepts
2. Credit Enhancement
3. Ratings Approach to AS
4. Mortgage-backed Securities (Residential)
5. Mortgage-backed Securities (Commercial)
6. Home Equity Loans
7. Auto Loan Receivables
8. Credit Card Receivables
9. Collateralized Bond Obligations (CBOs)
10. Collateralized Loan/Debt Obligations (CLOs/CDOs)
11. Future Flow Receivables Securitization
12. Case Studies (Non-performing Assets)
13. Case Studies (Different Products)
14. Case Studies (North America/Europe)
15. Case Studies (Asia/Australia)
16. Insurance Risk Securitization I
17. Insurance Risk Securitization II
18. Asset-backed Commercial Paper/Conduits
19. Project Management for AS
20. Risk Management
21. Legal Aspects
22. Accounting
23. Tax
24. Supervision

## Job Aids

- Benchmarking Data
- Policy Templates
- Measurement Tools
- Regulatory Database
- Disclosures
- Global Best Practices

# Registration Form

## Terms and Conditions

### Registration

Seating for the seminar is limited. Please register early to reserve your seat. To receive an Early-Bird Discount of US\$ 400, you must register one month prior to seminar date. To register by fax or mail; complete, sign and submit this Registration Form. To register on-line, visit [www.gftt.com](http://www.gftt.com) to complete and submit your registration. To register via E-mail or by phone send an E-mail with the requested details listed on this form to [information@gftt.com](mailto:information@gftt.com) or call us. For contact details see Four Easy Ways to Register at the lower end of the page.

### Fees

- Cost per delegate(each seminar) is US\$ 3,900
- Fee covers:
  - a. Three days of seminar work
  - b. Pre-course material
  - c. Course binder
  - d. Complimentary three-month post-seminar access to KESDEE's Web-based e-Learning and Reference Solutions
  - e. Discounted pricing on KESDEE's Web-based e-Learning and Reference Solutions
  - f. Refreshments and Coffee
  - g. Membership in GFTT's "ALuMni Club" with regular updates and newsletters
- Fees **DO NOT** cover airfare or hotel accommodation

### Discounts

- Register at least one month prior to seminar date and receive an Early-Bird Discount of US\$ 400
- US\$ 225 discount for previous seminar attendees
- US\$ 225 discount for a second delegate attending this seminar from the same company
- US\$ 450 discount for the third and subsequent delegates attending this seminar from the same company

### Payment

- Payment must be received at least four weeks prior to the seminar.
- Payment must be received within two weeks of registration

Payment Options (Tick any one)

- ☐ **Bank Transfer**  
 Bank of America  
 ABA # 121000358  
 To the credit of: GFTT Account # 2351507573
- ☐ **Check Payable to GFTT**
- ☐ **Credit Card Payment**

I hereby authorize GFTT to charge my credit/charge account US\$  in payment for seminar fees as per seminar Registration Terms and Conditions.

☐ Master Card
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Expiry Date

Signature

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Date

### \*U.K. VAT

Under excise regulations, delegates from all countries are required to pay VAT 17.5% for seminars in U.K.. In many cases, U.K. VAT is reclaimable. Information upon registration

### Cancellation

In order to allow for maximum flexibility in schedules, there will be:

- No deduction from fee for cancellations notified up to four weeks before the meeting
- A 50% deduction for cancellations notified between four and two-weeks
- Deduction of the full amount for later cancellations and no-shows
- Cancellations must be sent in written form

### Substitution

Delegates can send representatives in their stead. However, this will not be entertained after the seminar begins

### Disclaimer

GFTT reserves the right to change or cancel any part of this program in the event of unforeseen circumstances

## Asset Securitization

Register me for the seminar in: (tick your choice)

Location	Dates	Cost
San Diego, U.S.A.	<input type="checkbox"/> 15-17 Dec, 2003	US\$ 3,900
New York City, U.S.A.	<input type="checkbox"/> 17-19 May, 2004	US\$ 3,900
Singapore	<input type="checkbox"/> 26-28 Jul, 2004	US\$ 3,900
San Diego, U.S.A.	<input type="checkbox"/> 25-27 Oct, 2004	US\$ 3,900

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Position: .....

Department: .....

Company: .....

Address: .....

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Phone: .....

Fax: .....

E-mail: .....

I hereby register under the registration terms and conditions:

Signature:

Date:

**Note:** Please photocopy this form for additional delegates

Gross Total	
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08/23

For More Information, **Contact**

### USA

Jay Ibrahim [1] (858) 755-8527

e-mail: [jibrahim@gftt.com](mailto:jibrahim@gftt.com)

### PACIFIC-ASIA

Sherry Ann Daniel [60] (19) 228 2303

e-mail: [sherryd@kesdee.com](mailto:sherryd@kesdee.com)

### ASIA/EUROPE/MIDDLE-EAST

Mahesh Urs [91] (80) 229 6658

e-mail: [maheshu@kesdee.com](mailto:maheshu@kesdee.com)

Four Easy Ways to **Register**

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 Website : [www.gftt.com](http://www.gftt.com)

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Mail: GFTT P.O. Box 910207, San Diego CA. 92191, U.S.A

# REPLY FORM

Name.....(Mr/Mrs/Ms)

Company.....

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Address.....

☐ I will not be able to participate

**Asset  
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☐ Please send me a brochure and keep me updated on:

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| <input type="checkbox"/> Worldwide seminar calendar for 2003      | <input type="checkbox"/> Asset Securitization                  |
| <input type="checkbox"/> Asset Liability Management for Insurance | <input type="checkbox"/> Top Management Forum                  |
| <input type="checkbox"/> Global Best Practices in ALM             | <input type="checkbox"/> Trading Risk Management including VaR |

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Organization .....

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