



Training & Consulting in Banking & Finance

We specialise in Excellence

About Catalyst Consulting:

Catalyst Consulting is a senior IIM alumni initiative, established in 2004.

It is a niche Training and Consulting firm, in Banking and Financial Services.

Catalyst has trained **10,000+** participants across **6** countries

– France, India, Sri Lanka, UAE, UK and the USA

Promoters/Faculty:



H. Jaishankar:

(IIM Bangalore '91)

Jai is a Markets specialist. He's worked with ANZ Grindlays, Citibank, and Deutsche Bank, where he was Head, Forex & Short term Derivatives. His areas of expertise are: Fixed Income, Foreign Exchange, Derivatives, Risk Management and ALM.

The Central Bank of Sri Lanka has made Jai's Treasury program, mandatory for all Sri Lankan Treasury professionals.

Anjali Mullatti:

(IIM Lucknow '93)

Anjali has worked in **Bank of America** and **Cognizant Tech Solutions**, (Pre Sales & Domain Competency, Financial Services Group)

She is featured amongst IIML's notable Alumni; and awarded at IIMPACT , a global IIM alumni forum, as an outstanding Alumnus.

Her areas of expertise are: Fundamentals of Finance and Banking, Consumer Lending and Online Education Advisory.



Jai & Anjali set up and managed www.learnwithflip.com – India's largest range of e.learning and certifications in Banking & Finance (2010-'20); FLIP had 70,000+ alumni.

Training Catalogue:

The programs are offered online. They include interim quizzes, assignments and a final assessment. E.mail query support is provided. They are interactive, with strong focus on application and practice. A custom branded course completion certificate can be provided. Program customization is also available.

Program	Details	Target Segment	Indicative Duration
Finance and Banking Fundamentals	Key Concepts; Financial Markets; The Banking Business	Fresh/Lateral hires, who need a strong foundation in Finance/ Banking	19 hours/ 3 days
Wealth/Investment Management (Sri Lanka only)	Client prospecting, Financial Planning, Asset Allocation and Investment products	Private Banking Relationship Managers	15 hours/ 2 days
Fixed Income Markets – Overview	Fixed Income products and Arithmetic; Factors affecting markets; Typical Trading strategies and Settlement.	For junior traders and Treasury sales officers in Banks/FIs and mid/back office.	10 hours/ 2 days
Foreign Exchange Operations	Foreign Exchange products and Arithmetic; Factors affecting markets; Typical Trading strategies and Settlement	For junior traders and Treasury sales officers in Banks/FIs and mid/back office.	15 hours/ 3 days
Financial Derivatives – products and pricing	OTC Currency and Interest Rate derivative products and pricing; Documentation and Settlement.	For Senior traders and treasury sales officers in Banks/FIs and mid/back office.	15 hours/ 3 days
Equity Futures and Options – Exchange Traded	Equity futures & Options; Pricing Trading strategies.	For junior traders and sales officers in Banks/FIs/CSE, brokers/financial advisors.	7 hours/ 1 day
Market Risk – Value at Risk	Basel norms covering Market Risk, Measurement and Monitoring of Market risk in practice.	For junior traders and mid/back office personnel in a bank/FI	7 hours/ 1 day
Asset & Liability Management (ALM) (Sri Lanka only)	ALM - the concept; Duration management, Transfer pricing mechanism.	For junior/mid officers in a bank/FI	7 hours / 1 day
Private Equity, M&A - overview	How P/E, M&A works; The deal cycle Valuation techniques	For junior/mid officers in a bank/FI offering/looking to set up I-banking services.	7 hours/ 1 day

Key Clients:

- ✓ Capgemini: India, the UK, U.S.A
- ✓ Oracle Financial Services (India, U.K.)
- ✓ The Institute of Bankers – Riyadh, Saudi Arabia
- ✓ CRISIL, India
- ✓ The Central Bank of Sri Lanka's Center for Banking Studies
- ✓ Sampath Bank, Sri Lanka
- ✓ Peoples' Bank Sri Lanka
- ✓ Capital Alliance Ltd., Sri Lanka