

# The 14th Securitisation & Covered Bonds School

**20<sup>th</sup> – 25<sup>th</sup> February, 2012,  
Kolkata, India**

- Full Length Coverage on alternative forms of on-balance sheet securitisation, synthetic securitisation
- By far the most comprehensive and complete training program on securitisation and covered bonds anywhere in the world – well established, drawing participants from all over the world every time.
- Changed modular structure from this time – with ample stress on hands-on modeling and cashflow structuring
- The whole package is competitively priced: others charge twice the price we charge for half the duration.
- You may sign for the full-course of 2 modules or choose any one of the two modules (3 days each)

**Venue: Leading star hotel,  
Kolkata, India**

To register, email at  
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## Securitisation and Covered Bonds School

An international training course on securitisation and integration of capital markets with asset markets – the only one that prepares you to jump headlong into this important financial instrument of the future

Vinod Kothari Consultants presents the Securitisation and Covered Bonds School.

As imparter of training on structured finance, securitisation, credit derivatives, leasing, etc., our success is almost peerless. From the nerve-center of World financial markets to developing economies, we have been at variety of places, and have addressed variety of groups – bankers, investment bankers, regulators, lawyers, rating agencies, investors, students, etc.



### The Previous Securitisiation Schools:

The Securitisiation School is our regular feature. All our past securitisiation schools have received an overwhelming response drawing participants from different countries. Here is an idea about our scorecard: the past participants thoroughly enjoyed the 6-day training course that gave inputs on every conceivable issue relating to securitisation. 85% of the participants rated the course as “Excellent”. On a rating scale of 1-16, 50% of the participants rated the faculty at 16, and 90% of the participants rated the faculty between 13 to 16 (the “excellent” boundary). Though the daily routine was tough, participants enjoyed it thoroughly.

Our residential training courses are recognized as a global brand and have drawn participants from the USA, UK, Germany, Japan, Hong Kong, Sydney, Singapore, South Africa, Eastern Europe, British Virgin Islands, Kenya, Nigeria, Sri Lanka, Bangladesh, Gulf, Pakistan, Philippines, Indonesia, Malaysia, etc

### Focus on Cash flow Modeling

The School delves deep into the cashflow modeling and we spend more time on hands-on cashflow modeling, which has been the highlight feature of past schools.

### Most competitively priced event

This event might stand out as one of the most competitively priced event on financial topics in the market. Event producers would charge similar price for a two-day non-residential course, and regrettably, in several cases the faculty is your workshop leader himself.

If training costs matter to you, this course is the simplest buy-out. After adding the cost of travel to the venue (please do allow our travel agent to suggest you convenient flight routes), the course will be cheaper than any other non-residential course of much smaller duration.

What allows us to price the event so cheap? As there is no intermediating event producer, we save a lot of money and transfer the savings to you. Besides, we have taken advantage of very tightly priced hotel package, again, to your advantage

## Course fees per participant:

	Complete package	Any one module
<b>Residential</b>		
Overseas participants	USD 2750	USD 2000
Indian participants	Rs. 1,25,000/-	Rs. 75,000/-
<b>Non-residential</b>		
Overseas Participants	USD 2000	USD 1650
Indian Participants	Rs. 90,000/-	Rs. 60,000/-

Overseas participants may pay by credit card or bank remittance. For payment by credit card, do write back to us.

### Course fee includes:

- 6- days’ Tuition (three days per Module)
- Residential accommodation for maximum n+1 nights, one room per person
- Breakfast and lunch for the duration of the course
- Course materials including comprehensive presentation materials

### Venue:



Calcutta (Kolkata) is a bustling city in the eastern part of India, with a rich colonial and cultural heritage. The city has several unique faces: the cultural capital of India; the place where Mother Teresa worked for the “poorest of the poor”; a city where every 5th

person or so is a poet or litterateur, singer or fine artist; a city where architectural beauties of the British empire are preserved in elegance. Calcutta is easily connected with international destinations: direct flights from Singapore, Bangkok, Dubai, Frankfurt, London etc. In addition, overseas travelers may find travel connections from Delhi or Mumbai.

### Why should you participate?

If you have anything to do with securitisation, covered bonds or asset-backed funding, and getting inputs on this very important financial instrument is on your wish list, you would find it extremely sensible to join this event.

As the coverage is very comprehensive, you will emerge with complete inputs on securitisation, covered bonds and synthetic securitisation. The residential course allows us to make the most of the available time and we involve you to workings, work on projects, etc. We will hand-hold you in learning modeling and structuring for securitisation. We equip you with understanding of the legal, taxation, accounting and regulatory complexities as well.

The workshop will provide inputs from both investors’ viewpoint, as also issuers’ viewpoint. **We do issue a participation certificate.** We have happily noted that practitioners from over the world have proudly displayed our participation certificate at their workstations.

## About your faculty:



**Vinod Kothari** is internationally recognized as author, trainer, consultant and expert on specialized financial subjects, viz., securitisation, credit derivatives, accounting for financial instruments, etc. As such, he lectures all over the world. The locations where he has lectured on these subjects include New York, Washington, London, Milan, Singapore, Hong Kong, Sydney, Colombia (South America), South Africa, Malaysia, Jordan, Egypt, Dubai, Kuwait, Sri Lanka, Bangladesh, etc., besides almost every important location in India.

And we have handled very diverse groups – from rating agency professionals in Malaysia, to group of investors in Sydney, to tax officers in South Africa, to group of lawyers in India, to executives of the World's largest securitisation agency in Washington, to a group of quants in New York.

### **Consulting assignments:**

Vinod Kothari claims extensive consulting experience in securitisation – offering comprehensive securitisation-related consulting services to a variety of clients including originators, investors, IT companies, etc. Apart from one-off services to several companies in different countries, Vinod Kothari has been retained by an Indian rating agency for structured finance ratings. Vinod Kothari had been retained by Govt. of Jordan for suggesting and working on funding for a high-profile low-cost housing project. Vinod Kothari has been currently engaged as a consultant by a micro finance company in Egypt for their Leasing venture.

### **Author of Books:**

- **Securitisation, Asset Reconstruction and Enforcement of Security Interests**, 2010 Third edition has been published by Butterworths Lexis Nexis Wadhwa: This book is a detailed commentary on the law by the same name enacted in India. Besides a thorough and incisive commentary on the law, the book contains generic chapters dealing in detail with the law of enforcement of security interests in global context.
- **Credit Derivatives and Structured Credit Trading, 2009 edition**: This is one of the very few comprehensive texts on credit derivatives and is read all over the World.
- **Introduction to Securitisation by Frank J. Fabozzi and Vinod Kothari**, July 2008 outlines the basics of securitization, addressing applications for this technology to mortgages, collateralized debt obligations, future flows, credit cards, and auto loans. The authors present a comprehensive overview of the topic with experience they have gathered through years of interaction with practitioners and graduate students around the world. This book contains coverage of such key topics as: structuring agency MBS deals and non-agency deals, credit enhancements and sizing, using interest rate derivatives in securitization transactions, asset classes securitized, operational risk factors, implications for financial markets, valuation of MBSs and ABSs, and applying securitization technology to CDOs.
- **Securitisation: The Financial Instrument of the Future**, Third edition 2006: Published by Wiley, this highly popular book runs over nearly 1000 pages, and is an internationally-read publication. The book has received rave reviews from readers and reviewers all over. The book explains securitisation techniques in lucid details and includes comprehensive coverage on multi-faceted issues relating to securitisation and international case studies to illustrate different aspects of securitisation.
- **Lease Financing and Hire purchase** (4<sup>th</sup> edition, 1996): This book, first published in 1985, is widely recognized as the bible on leasing in the continent and has been the most popular text on the subject for last 15 years. The book runs over 2000 pages and has elaborate contents on leasing, hire purchase and similar credit agreements.
- Author of 3 Chapters in Handbook of Finance, (editor Frank Fabozzi), published by Wiley, USA
- **Editor - Guide to the Companies Act, 1956, A. Ramaiya, 17th Edition, 2010**: The book runs over nearly 12000 pages of commentary on Indian company law.

### **Articles:**

- Vinod Kothari's articles on asset-based finance, securitisation etc. have appeared in several national and international journals including Duke Journal of Comparative International Law (USA), US Banker (USA), Exportrader (Spain), Trade and Forfeiting Review (UK), Journal of International Banking Law and Regulation (UK), Equipment Finance Journal (USA), MonitorDaily (USA), Analyst (India), etc.
- Vinod Kothari also contributes to Euromoney's yearbooks on leasing and securitisation.

### **Lecturing:**

- Regular speaker at professional institutes,
- Visiting faculty at Indian Institute of Management, Joka, Calcutta for several years. Currently, offering a course on structured finance, rated as one of the most popular courses (last term had 130 registrations).
- Guest faculty at National University for Juridical Sciences: the subject taught here are insolvency and credit interest enforcement laws in India and other countries. The course included a comparative study of the insolvency and creditors' rights in USA, UK and Australia.

## **Websites**

Vinod Kothari owns and runs some of the World's most popular websites on specialized financial subjects:

- Securitisation: <http://vinodkothari.com>
- Credit derivatives: <http://credit-deriv.com>
- Leasing and asset-backed financing: <http://india-financing.com>
- Asset reconstruction companies: <http://india-financing.com/arc/>

## **Positions**

- Vinod Kothari has been retained by the Asian Development Bank, Manila for two important projects: to advise the Govt. of India on reforming secured lending law in India; and to develop securitisation-related legal framework in the Asian region.
- Vinod Kothari is the Director of Association of Leasing and Financial Services Cos., a body of over 500 top leasing companies in India and is editor of its Newsletter Fin-n-lease.
- Vinod Kothari is the former Chairman of the Institute of Company Secretaries of India.
- Vinod Kothari is the Executive Director of the Asian Securitisation Forum
- Is the Director on the Board of Ispat Industries Limited
- Director of All Bank Finance Limited
- Director and Chairman-Investrust Capital, Sri Lanka

## **Awards**

In 1987, a voluntary organisation of Calcutta chose him as the Outstanding Young Person of Calcutta in the field of Finance and Taxation. Vinod Kothari won several academic awards.

## **Which Module should you take?**

If you are or intend to be securitisation practitioner or securitisation-investor, securitisation consultant, adviser or otherwise concerned with securitisation and you think an intensive and complete understanding is required for you, we strongly suggest you must sign up for the complete securitisation school. There is nothing like a total understanding.

Module 1 is for a quick understanding of securitisation basics, basics of covered bonds, transaction structures, structuring for various asset classes. This module also includes all technical issues - with at-length discussion of legal issues, taxation, accounting and regulatory issues. A MUST for all law firms, accounting firms. Practitioners would find this module important to understand that the nuances that are otherwise shrouded in mystery. You will find concepts like true sale, gain on sale and derivatives accounting come absolutely clear.

Module 2 is dedicated to cashflow modeling. Knowledge of Excel is compulsory for this Module. We have earlier run this module in several countries and found it very interesting. Understanding the cashflow mechanics of securitisation allows you to understand intricacies of securitisation. The whole concept becomes crystal clear as you see the numbers running before you. A MUST for practitioners.

## **A typical training day's routine**

We will take full advantage of a residential course to provide participants quality training inputs, supplemented by time-tested methods that enhance efficiency and energy. Each training day starts at 9.00 AM and ends at about 5.30 PM. A typical day's routine goes as follows:

9.30 AM – 1:00 PM: Tuition (with tea/coffee breaks)

1:00 PM – 2:00 PM: Lunch

2:00PM – 5:30 PM Tuition, followed by practical exercises, discussions and assignments (with tea/coffee breaks)

## Course outline

### Module 1 Structuring of Securitisation, synthetic transactions and covered bonds 20-22 February, 2012

#### *Day 1: Concepts, motivations, do's and don'ts, experiences sweet and sour*

##### **Session 1: Getting the fundas right**

- Is it so different or just corporate finance re-stated?
- Securitisation as a self-standing mini-corporation
- Corporate finance and securitisation: parity and disparities
- The special purpose vehicle as an embodiment of assets
- Motivations in securitisation
- Default and recovery studies in securitisation instruments. Rating transition histories. Sad episodes in global securitisation and lessons to be learnt.
- The Securitisation Hall of Fame, and that of Shame – case studies and anecdotes from the real world

##### **Session 2: Introduction to securitisation structures:**

1. Isolation of cashflows.
2. Credit enhancing the cashflows
3. Pass through and pay through mechanism
4. Nature of reinvestments
5. Pay down structures, structural triggers

##### **Session 3: Introduction to credit derivatives**

Introduction to credit derivatives and synthetic assets. Credit derivatives: meaning- Types of credit derivatives- Mechanics of credit default swap- Main terms of a credit default swap- Standard documentation for credit default swaps- Credit events- Settlement methods- Mechanics of a TROR swap- TROR swap- Credit linked notes- Credit derivatives and financial guarantees- Credit derivatives and insurance - Motivations for the protection buyer- Motivations for the protection seller- Factors that may limit the growth of credit derivatives.

##### **Session 5: Covered bonds structures**

Covered bonds as alternative form of on-balance sheet securitisation – covered bonds and securitisation - S. SPV and non-SPV structures. Advantages and disadvantages of covered bonds vis a vis securitisation. Combining covered bonds with securitisation

##### **Session 6: Synthetic securitisations**

Using synthetic securitisation for risk transfers. Advantages and limitations of synthetic structures. Combination of covered bonds and synthetic structures.

**We will review documentation for several real life transactions to provide participants with a first-hand review of the documentation involved.**

#### *Day 2*

##### **Session 1: Basic legal issues:**

Assignment of receivables - legal complications in assignments. - Legal structures for securitisation in different markets - legal structures for securitisation in various countries. Models of securitisation law in some countries: Italian law, Korean law, Japanese law. US article 9 of UCC and securitisation transactions.

##### **Session 2: True sale:**

Isolation and asset-backed rating in securitisation transactions. Concept of “true sale” – why “true”, and what is it that might make it “not true”? Case law in the USA, UK, Canada and elsewhere. Elements that make or mar a true sale. Recharacterisation – what are the consequences.

##### **Session 3: Bankruptcy remote entities**

What makes a special purpose vehicle bankruptcy remote - creation of bankruptcy-remote securitisation – criteria and preconditions for bankruptcy remote entities – consolidation risk.

##### **Session 4: Legal issues in securitisation**

Commingling risk; set-off risk; legal issues in residential and commercial mortgage backed transactions. Legal issues in revolving transactions. Legal issues future flows transactions.

##### **Session 5: Secured loan based structures**

The basis of secured loan structures – enforcement of security interests in bankruptcy. Legal position in different countries. UK Enterprise law. Fixed and floating charges as the basis for secured loan structures. Whole business transactions.

##### **Session 6: Legal issues in synthetic transactions**

Legal issues relating to derivatives – enforceability of derivatives. Decision of US and UK courts on credit derivatives.

##### **Session 7: Documentation for securitisation transactions**

Assignment agreement/transfer deed. Pooling and servicing agreement. Trust documentation.

**Session 8: Legal issues in covered bonds:** security interest laws and covered bonds legal issues.

#### *Day 3*

**Session 1: Taxation of securitisation transactions:** tax neutrality as a key condition for efficient securitisation deals. SPEs as mini-corporations and the significance of debt-equity distinction. Key principles of originator taxation

and taxation of gains on sale. Taxation of servicing fees and residual returns.

Debt versus equity – fundamental differences. Taxation of SPEs. Tax neutral SPEs. Tax-neutral structures in several countries – US REMICs and FASITs. Italian SPEs.

Taxation of investors. Withholding taxes and other relevant issues.

### **Session 2: Taxation of synthetic transactions:**

Key issues in derivatives taxation.

### **Session 3: Basic Accounting issues**

Accounting for securitisation - off-balance-sheet versus on-balance-sheet treatment -IAS 39, SFAS 140, FAS 166, FAS 167. Amendments in IAS 39, IFRS 9 and the emerging end of off balance sheet securitisation. Will securitisation survive on the balance sheet?.

### **Session 4: Components approach and gain-on-sale computation**

Understanding the components approach. Identification and Valuation of the components: expected cashflows approach and discounting approach. Illustration of each approach with practical spreadsheet examples. Allocation of carrying value to the components. Valuation of assets/liabilities arising out of securitisation. Example and exercises on computation of gain on sale. End of components approach with IAS 39 changes and FAS 166.

### **Session 5: SPV accounting, consolidation, SIC 12 and FIN 46**

Accounting for the SPV - US Variable interest entity rules. FAS 167. Revised IAS norms on consolidation of special

## **Module 2: Cash flow Modelling for Securitisation 23-25 February, 2012**

### ***Day 4: Securitisation Structures - Get to the crux: understand the cashflows***

#### **Session 1: Understanding RMBS structure:**

How regulation and agencies shape RMBS structures: differences between US, UK, Australian and other countries' RMBS structures. US RMBS market - agency and non-agency issuance. UK RMBS deals. The Australian RMBS system. Case study: A US private label RMBS. Comparing RMBS and covered bonds;

#### **Session 2: Understanding Home equity loan structures:**

Key differences between prime and subprime portfolios; structuring under US REMIC rules; home equity deals in other countries.

Case study: a US home equity deal

purpose entities and existing SIC12 and consolidation practices in other countries.

Big picture of accounting for financial instruments – FAS 115, FAS 133, IAS 39, IFRS 7.

### **Session 6: Accounting for synthetic transactions**

Accounting for synthetic transactions – basics of derivatives accounting. Financial instruments - accounting for HTM, AFS and Trading assets. Mark to market valuation rules. Preconditions for hedging treatment. Illustration of the fair valuation and accounting under hedging and non-hedging approaches.

Accounting for covered bonds

### **Session 7: Regulatory issues**

Regulatory issues in securitisation - securitisation and capital adequacy - recent bank failures in the USA and regulatory concerns - BIS II and securitisation. Rating-based capital norms. Regulations in some countries. Basle II and credit derivatives. Consultative paper III. Recent FDIC regulations on securitisation and credit derivatives in the USA - does it reflect the shape of regulation to come? Regulatory capital in case of synthetic transactions – residual risk in case of credit derivatives. Regulatory minimum risk retention requirements under EU rules and Fed rules in the US. Impact on minimum risk retention requirements on securitisation market

### **Session 8: Economic Capital**

Economic capital – concept and computation. Models for estimation of economic capital. Impact of cash and synthetic securitisation on economic capital computation.

### **Session 3: Understanding CMBS structures:**

Key elements of CMBS structure: the value of commercial real estate; valuation methods. Deal structures and bullet loan payouts. Arbitrage CMBS deals.

Case study: a US CMBS deal.

### **Session 4: Auto loan and other asset finance structures:**

Plain vanilla auto loan and equipment lease deals: typical features. Typical risks in asset finance business. Modeling delinquency and prepayment risks. Credit enhancements.

Case study: a US auto ABS deal; an Indian auto ABS deal.

### **Session 5: Credit card and other revolving asset deals**

Essential nature of revolving credits: a securitised working capital. Extent of originator dependence in revolving type deals. Key risks and structural mitigation.

Case study: a US credit card structure

### **Session 6: Synthetic securitisation structures:**

Key differences between cash and synthetic CLOs/CDOs and other asset-backed deals. Balance sheet and arbitrage deals. Portfolio building and Asset selection criteria. Structural mitigants against leverage. Paydown structures in CLOs: importance of paydown to maintain weighted average cost.

### **Session 7: Future flows structure:**

Future flows: securitisation or cash flow trapping devices?  
Performance risk in future flows and their relevance for

ratings arbitrage. Domestic and cross border future flows.  
Will future flows be truly bankruptcy remote?

### **Day 5&6 Transaction modeling**

[Both these days would be largely practical - each participant or groups of participants will be required to build models on Excel with both classroom and real-life deal data.

**We encourage participants to bring their own laptops, but for those who are unable, we will provide stand-by PCs at no extra cost]. Proficiency in Excel is a MUST. We will intimate in advance the financial and other functions that we intend to use. If you are using a non-English version of Excel, it is important for you to familiarize yourself with the English equivalents.**

**Key elements of modeling:** understanding how cash comes in; how cash is allocated. Allocation of cash for expenses, service fees and credit enhancements; allocation of cash for investor payouts.

**Basics building blocks of securitisation structures:** credit enhancements, pay down structures, pass through and bond structures. Cash and synthetic structures. Securitisation and loan structures.

Introduction to individual projects: each participant is expected to execute a project at the end of the School.

**Building models for classroom transactions:** Cashflow schematics – pass through structure with just one class of

Case study: A Latin-American future flow deal.

Case study: a Belgian inventory securitisation deal.

### **Session 8: Inventory securitisation structure:**

Anything can be securitised - even inventories. Converting inventories into securities: use of SPVs for holding physical assets.

investment. Understanding the payback structure of pass through transactions. Asset liability mismatches in

securitisation. Economic argument of the pass through structure. Bringing in credit enhancements. Stress testing the transaction.

**Investor perspective of securitisation:** The payback structure. Impact of prepayments. Understanding of extension and contraction risk. Duration and weighted average maturities as investor analytics.

**Modeling of real life transactions** RMBS models, CMBS models, Auto loan transactions. CDO modeling.

**We will take each participant through the model building exercise and hope that every participant will develop requisite understanding of securitisation modeling.**

**We develop simulation-based models for developing probability distributions for variety of asset-backed transactions and corporate loan pools.**

**We also model risk of business cycles, correlation, and volatilities.**

**For registration and details, contact:  
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**REGISTRATION FORM**  
**Securitisation and Covered Bonds School - 2012**

**KOLKATA**  
**20-25 February, 2012**

1. Name \_\_\_\_\_  
Designation \_\_\_\_\_  
Qualification \_\_\_\_\_ Signature \_\_\_\_\_  
2. Name \_\_\_\_\_  
Designation \_\_\_\_\_  
Qualification \_\_\_\_\_ Signature \_\_\_\_\_  
Name of the Organisation \_\_\_\_\_  
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Address: \_\_\_\_\_  
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City: \_\_\_\_\_ Pin Code: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
E-mail \_\_\_\_\_ Fax \_\_\_\_\_

Enclosed (Check one):

(Cheque)

(Demand Draft)

(Cash)

For fees details check the enclosed brochure.

Payment may be made by Cheque/remittance favouring **VINOD KOTHARI CONSULTANTS PVT LTD.** Foreign participants may make direct remittance using their credit card. Please contact us for credit card payment instructions.

Cancellation made upto 5 days before the event will be entitled to refund of 75% of the fee paid. No refund will be made for cancellations.

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