

Thailand's Center of Securities Training and Professional Examination Moves On with International Standards and the Technological Age

In striving to develop the human resources for the Thai capital market, Thailand Securities Institute (TSI) employs an up to date learning facility to facilitate the need for professional certification in the securities industry. According to the regulations of the Securities and Exchange Commission (SEC), three groups of securities professionals need to be certified to perform their jobs: marketing representatives, investment advisors, and investment unit agents. These securities professionals can take an exam to get their certificates and register with the SEC starting January 1st, 2002. The TSI is an authorized training and examination center for all of the certificates required. Its courses have been designed with the assistance of international experts. The DevPar Financial Consulting team consists of veterans in training and qualification examinations in the U.S. market. Therefore, under the guidance of experts in the international capital markets, the TSI courses are by far compatible with international standards.

Professional Certificates

There are three types of marketing certificates categorized according to the product group: certified marketing representatives for equity products, debt instrument products, and derivatives products. Marketing representatives who previously obtained certificates are all eligible for the present certificate in equity products. Under this certification, they are qualified to give advice for investment in ordinary shares, preferred shares, transferable subscription rights, depository receipts, warrants, and derivative warrants.

For marketing debt instruments, a certified marketing representative can give advice regarding investment in debentures, bonds, asset backed papers, and unsecured bonds. Authorized bond-marketing representatives must register with the SEC by June 30th, 2002.

The other two categories, investment advisors and investment unit agents, have longer deadlines for their certification and SEC registration. An investment advisor who gives either direct or indirect advice about the appropriate timing, price and period of investment in securities is entitled to be certified and register with the SEC by December 31st, 2002.

Agents for selling or buying investment units also need certification. The agents are classified into two groups: investment planners and fundamental guides. While a fundamental guide can give only general advice about investment units, an investment planner is capable of giving both general and

special advice. These agents will have to register with the SEC by March 31st, 2002 for those in Bangkok and its vicinity, and by March 31st, 2003 for those in other areas.

Courses at TSI

The courses offered by TSI include the prerequisite course of fundamental knowledge of financial and capital markets that all professionals wishing to sit for an exam must pass before taking their specific certification, except for certificates for fundamental guides for whom the exam was already specially designed.

Currently TSI provides services in training and examination for three licenses: Fundamental Knowledge of Financial and Capital Markets, Certified Marketing Representative (Equity), Certified Marketing Representative (Debt). The course curricula are as follows:

Fundamental Knowledge of Financial And Capital Markets

- 1 Investment risk and expected return
- 2 Financial market and investment product
- 3 Financial statement analysis
- 4 Securities analysis
- 5 Portfolio management and financial planning
- 6 Regulatory organizations, financial institutions, and associated associations
- 7 The securities business and services in Thailand
- 8 Brokerage service standard

certified Marketing Representative: Equity

Prerequisite: Fundamental Knowledge of Financial And Capital Markets.

- 1) Rules and regulations of the Securities and Exchange Commission (SEC)
- 2) Rules, regulations, and security trading process at the Stock Exchange of Thailand (SET)
- 3) New issue procedure
- 4) Transaction of listed companies
- 5) Roles of equity marketing representatives
- 6) Knowledge of equity products

Certified Marketing Representative: Debt

Prerequisite: Fundamental Knowledge of Financial And Capital Markets. However, this will not be

compulsory until June 30, 2002.

- 1) Investor, risk and expected return
- 2) Regulatory organizations and financial institutions
- 3) Knowledge of debt securities
- 4) Rules and regulations of the Securities and Exchange Commission (SEC)
- 5) Debt securities trading procedures

In addition, the TSI also provides a refresher course for those wishing to renew their professional licenses. The attendants must complete 6 required credit hours plus 3 elective credit hours for the refresher course. After that, they can ask for their official renewal certification, which last for one year, to be declared to the SEC.

For the training and examination schedule, information can be obtained at <http://www.tsi-thailand.org/calendar/calendartsi.html>

e-Learning by TSI

To enhance the opportunities whilst breaking the barriers of time, distance, and basic knowledge of each individual, the TSI offers new learning channel via the Internet. Interested securities professionals can now attend the TSI courses over the Internet. All current three training courses above are available as e-learning course as well. The certified marketing representative for debt securities will be the first course available online, which will commence on February 1st, 2002. Then it will be followed by the certified marketing representative for equity securities on March 1st, 2002, and then the fundamental course on May 1st, 2002.

TSI will have an official launch of its e-learning courses on the coming January 29th, 2002, aimed at introducing the initiatives and promoting the services to all industry practitioners. During this promotional period, TSI offers special prizes for the SET member companies by 50% reduction in all course fees. Moreover, the promotional package includes special Internet access fee, the demonstration of the e-learning courses, special invitation to attend the e-learning workshop on January 31st, 2002, and a one-week free Internet account for the first class. More information on e-learning can be obtained at <http://www.tsi-thailand.org/e-learning/index.html>

For more information about TSI and its activities, please call 66-2229-2120 to 2, or Fax. 66-2654-5578, or e-mail: info@tsi-thailand.org