



भारतीय प्रबंध संस्थान कोषिकोड  
**Indian Institute of Management Kozhikode**  
*Globalizing Indian Thought*

Batch  
**04**

Your Power Move to Elite **Financial Leadership**

↑ Professional Certificate Programme in  
**Investment Banking, Risk & Capital Markets**

Programme by IIM Kozhikode



**1st**  
Rank  
Times B-School  
Rankings, 2025



**3rd**  
Rank  
NIRF India Rankings,  
(Management) 2024



**4th**  
in India  
70<sup>th</sup> in Global, Financial  
Times Open Enrolment  
Rankings 2024

Marketing Partner  
**jaro education**

## From The Director's Desk

It is imperative for business leaders and investment bankers of today and the future to expand their knowledge across domains and proactively make decisions to be effective leaders. IIM Kozhikode programmes designed by world-class faculty with their cutting-edge thought leadership and industry-leading insights empower participants to manage and lead complex business challenges with confidence and informed decision-making ability. Our growing global footprints acknowledged and accredited by leading institutions of the world are a testimony to the growth we have achieved in our nearly 28-year journey of academic excellence.

At this juncture, it is also pertinent to share that both the future and past are integral to the path taken by an institution on this journey of excellence. Having a wide, far-seeing vision is not an indulgence but an activity that is necessary to give meaning to our present, to give this Institution a sense of purpose, direction and imagination. That is why we have chosen to think in terms of what IIM Kozhikode will be able to contribute to India and the world some three decades from now with 'Vision 2047: Globalizing Indian Thought'. The sheer scale, scope and potential impact that India will have on 21st-century business makes us believe that this is a legitimate aspiration.

Invest in your potential, and enhance your growth in an Investment Banking career by enrolling in IIM Kozhikode's Professional Certificate Programme in Investment Banking.



**Prof. Debashis Chatterjee**

Director,  
IIM Kozhikode



## Understanding the Growth of Investment Banking by the Numbers

“

The investment banking market size has grown strongly in recent years. The global investment banking market is projected to reach **USD 150.49 billion** in 2025 and go upto **USD 202.06 billion** in 2029.

\*researchandmarkets

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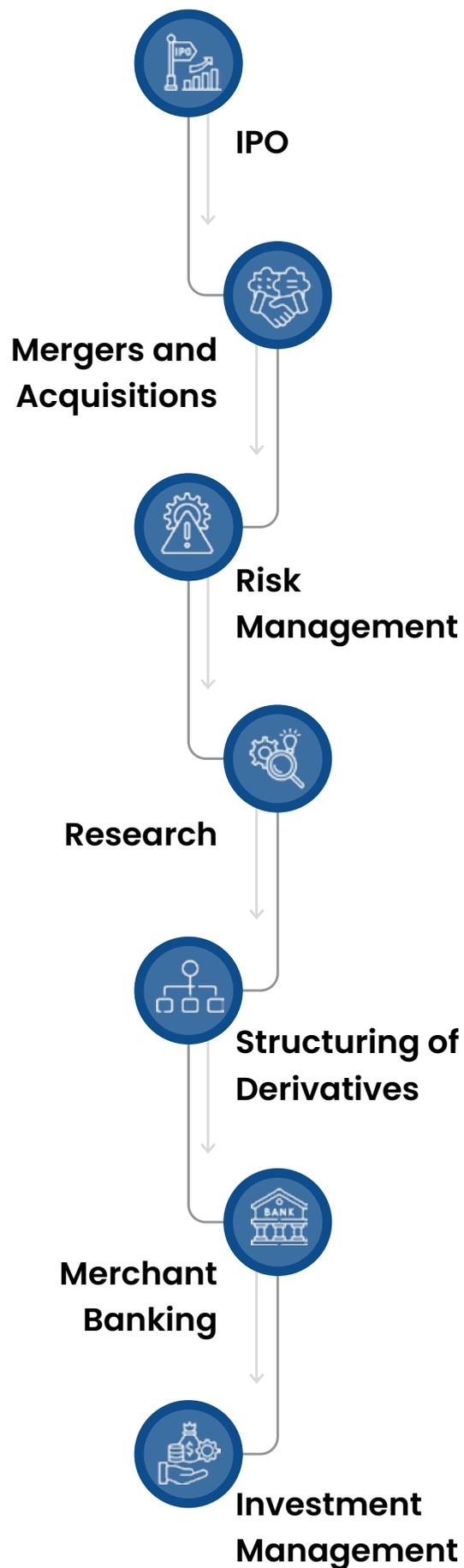
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The employment outlook for investment bankers is positive, with a projected growth rate of **7% from 2022 to 2032**, outpacing the average growth rate for all occupations.

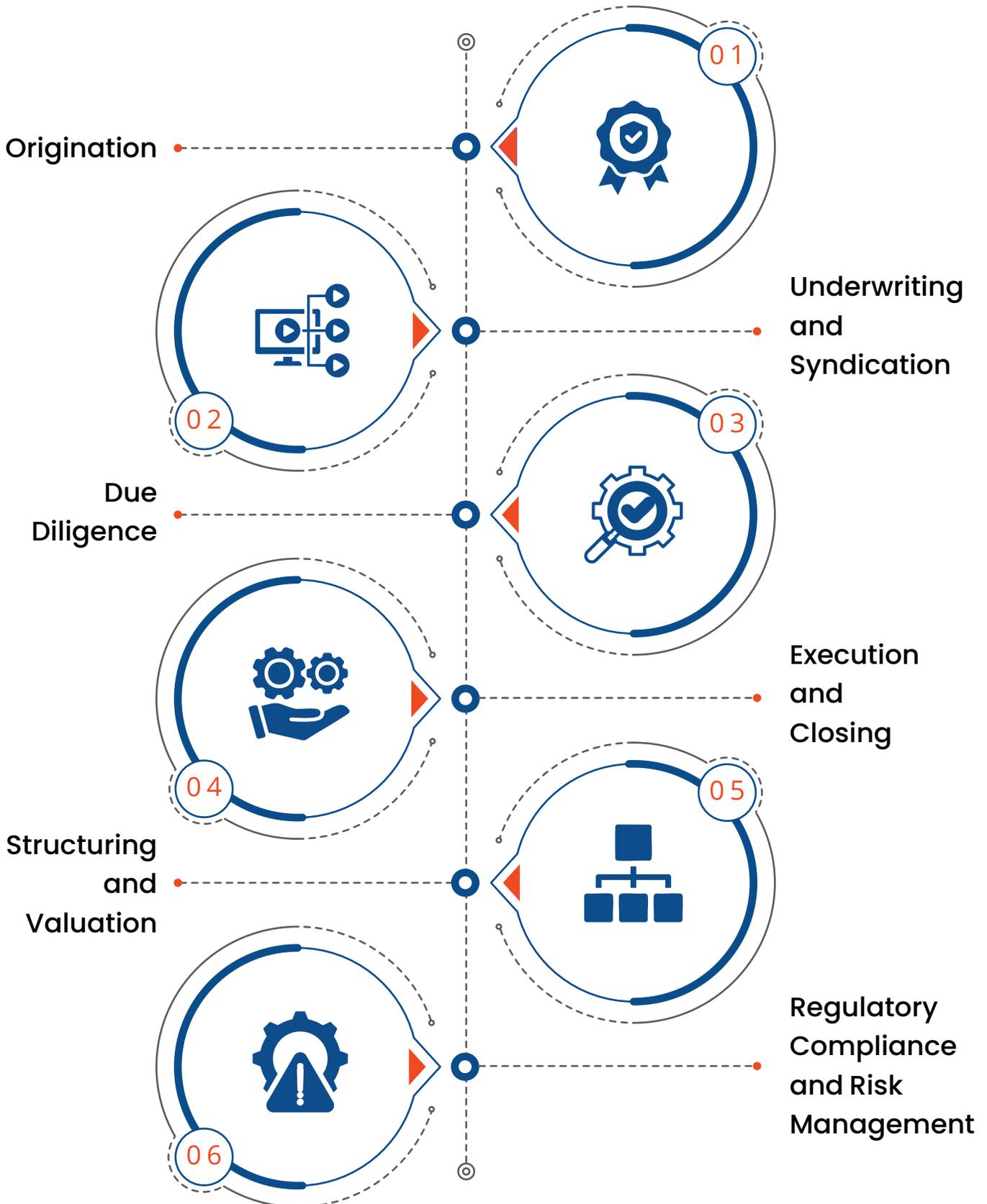
\*365 Financial Analyst

”

# Investment Banking Functions



# Investment Banking Process



# Current Challenges in the BFSI Sector



## Regulatory Compliance

Financial institutions face ever-increasing regulatory scrutiny and compliance requirements, which add operational costs and complexity.



## Technological Disruption

Rapid advancements in technology, such as fintech innovations and digital payment systems, are reshaping customer expectations and market dynamics.



## Economic Uncertainty

Geopolitical instability, inflation, and fluctuating interest rates challenge profitability and risk management.



## Cybersecurity Risks

Increased reliance on digital platforms makes BFSI institutions vulnerable to cyberattacks and data breaches.



## Intense Competition

Traditional players face stiff competition from fintech startups and big tech firms entering the financial space.



## Customer Experience

Customers demand seamless, personalized, and omnichannel experiences, which require significant investment in technology and data analytics.

# How Investment Banking Can Help

- **Strategic Advisory**

Investment banks provide strategic guidance on mergers, acquisitions, and restructuring to help BFSI players remain competitive.

- **Capital Raising**

Investment banks assist BFSI institutions in raising capital through equity, debt, or hybrid instruments to meet regulatory requirements or fund growth initiatives.

- **Market Insights**

Investment banking teams offer in-depth market analysis and insights to help BFSI firms navigate economic uncertainties and identify growth opportunities.

- **Risk Management Solutions**

Investment banks provide tailored hedging and risk management solutions, leveraging derivatives to mitigate exposure to interest rate, currency, or credit risks.

- **Digital Transformation Support**

Investment banking arms often facilitate partnerships, joint ventures, or investments in cutting-edge technologies to enable digital transformation.

- **Global Expansion Assistance**

Investment banks aid BFSI firms in expanding to new markets by providing insights into local market dynamics and regulatory landscapes.

- **Restructuring and Turnaround**

For BFSI institutions facing financial distress, investment banks offer restructuring solutions to stabilize operations and restore profitability.



## Programme Overview

In today's economic liberalized India, we find India recording one of the highest GDP growth rates with a rapid growth of the investment banking industry in India. This has led to a growth in opportunities in this sector as well the contribution of the investment banking industry in India's vibrant private sector and overall growth story necessitates an in-depth enquiry into the business of investment banks. The program examines the structure, management and practices of investment banking industry, notably in the Indian context. It aims to contextualize and consolidate the learnings in advanced corporate finance that includes higher maths, economics, Corporate Valuation and Mergers, Acquisition, and Corporate Restructuring.

At the end of the program, the participants will be able to develop an appreciation of the raison d'etre of investment banks; develop an in-depth understanding of structure and functioning of the investment banking industry; Re-equip with necessary theoretical and conceptual tools used by investment banks; Analyse the primary line of businesses of investment banks; Appreciate the peculiarities and challenges of the investment banking industry. This uniquely designed program aims to build the knowledge and skillset required for the purpose. The course is delivered through online mode during weekends for 12 months and the pedagogy includes expert lectures by industry experienced faculty from IIMs, case studies of successful and failed ideas, hands-on practical, modelling, simulation and projects including preparing to enter the industry. This will equip the participants to acquire advance level skills to enter this industry.



# Who can attend ?

- Junior to Top-Level Executives from BFSI and IB industry.
- Junior to Top-Level Executives from IT companies who have to deal with the aspects of IB.
- Entrepreneurs in the finance space.
- Academicians and Researchers in the area.
- Junior to Top-Level Executives from the PE, VC and Investing Firms.
- Post-graduate Students in Finance.

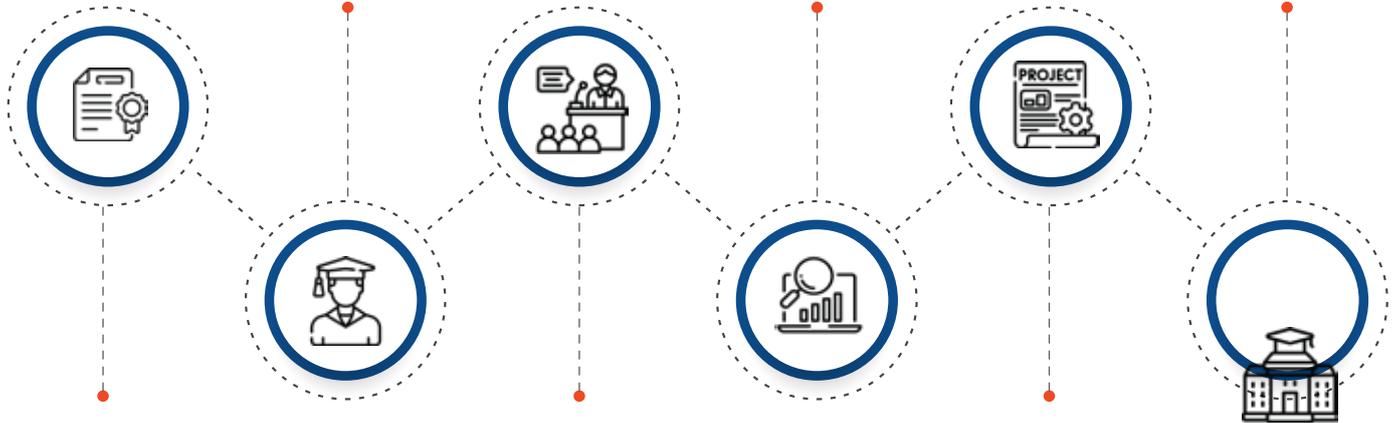
In short, the course is best suited to those employed or who wish to pursue a career in financial services, firms, investment banks, etc. Presently the finance industry is on a constant lookout for contemporary developments in this sector that help to harness high-level finance and algorithms to conduct business. Hence, a certification in a related field is inevitable to ride the wave in this competitive dynamic industry. The learners will acquire a broad and deep understanding of the application of advanced skills boosting their experiences, confidence, and professional qualifications.

## Programme Highlights

Gain Executive  
Alumni Status of  
IIM Kozhikode\*

High Impact Learning:  
Industry Case Studies,  
Practical Insights

High-Intensity  
Classroom: 2-Day  
In-campus Immersion



Certificate of  
Completion from  
IIM Kozhikode

Learn from Eminent  
IIM Faculty and  
Industry Experts

Assimilate and Apply  
Learnings via  
Capstone Project

### IIM Kozhikode Executive Alumni status benefits:

- Eligible to receive Publications and Newsletters of IIMK periodically.
- Online access login details to Kasebook (Online Alumni Portal).
- Availing MDC/Guest Rooms at prevailing rates subject to availability.

## Learning Outcomes

- Develop an appreciation of the *raison d'être* of investment banks.
- Develop an in-depth understanding of the structure and functioning of the investment banking industry.
- Re-equip with necessary theoretical and conceptual tools used by investment banks.
- Analyse the primary lines of business of investment banks.
- Appreciate the peculiarities and challenges of the investment banking industry.



# Programme Content

## MODULE 1

### Business Communication for Finance Professionals

- Communication skills for Finance Professionals

## MODULE 2

### Financial Reporting & Analysis

- Introduction to Financial Statements
- Income Statement and Balance Sheet Analysis
- Cash flow statement and Financial ratios

## MODULE 3

### Fundamentals of Investment Banking & Industry Structure

- Structure of Investment Banking
- IPOs, Equity Offerings, and Debt Underwriting
- Regulatory and Ethical Considerations
- Emerging Trends: Blockchain and AI in Investment Banking

## MODULE 4

### Capital Market Ecosystem

- Time value of money
- Capital Budgeting Techniques
- Estimation of future cash flows
- Cost of capital
- Risk and Return

## MODULE 5

### Corporate Finance

- Overview of Valuation Methods
- Discounted Cash Flow (DCF) Analysis
- Relative valuation
- Valuation of young companies

## MODULE 6

### Mergers, Acquisitions & Corporate Restructuring

- M & A Process and Deal Structures
- Leveraged Buyouts (LBOs) and Financial Engineering
- Corporate Restructuring Techniques

## MODULE 7

### Financial Modelling (Excel/Python/R)

- Basics of Excel for Financial Modelling
- Advanced Financial Modelling Techniques

## MODULE 8

### Credit Analysis, Risk Management & Structured Finance

#### Credit Risk Assessment

- Financial covenant analysis
- Credit scoring models
- Default probability estimation
- Recovery rate analysis

#### Risk Management in Banking

- Market risk (VaR, stress testing)
- Operational risk frameworks
- Liquidity risk management
- Tool: Risk simulation using Excel

#### Structured Finance Products

- Asset-backed securities (ABS)
- Mortgage-backed securities (MBS)
- Collateralized debt obligations (CDO)
- Project finance structures
- Case Study: Infrastructure financing in India

## MODULE 9

### Investment Analysis & Portfolio Management

- Basics of Portfolio Theory
- Asset Pricing Models
- Investment Philosophies

## MODULE 10

### Options, Futures, and Derivatives

- Introduction to Derivatives
- Options, Futures, Forwards, Swaps, Hedging

## MODULE 11

### Supply Chain Finance

- Working Capital Optimization in Supply Chains using SCF instruments
- Factoring, Reverse Factoring, and Dynamic Discounting
- Blockchain applications in Supply chain finance

## MODULE 12

### Generative AI & Emerging Technologies in Finance

#### Generative AI in Investment Banking

- AI for Financial Analysis
  - ChatGPT/Claude for equity research
  - Automated earnings call analysis
  - Sentiment analysis of management commentary
  - Demo: Using AI to analyze 10-K/Annual Reports
- AI in Deal Execution
  - Due diligence automation
  - Contract review using AI
  - Risk identification in M&A
  - Hands-on: Prompt engineering for financial queries
- AI-Powered Valuation & Forecasting
  - ML models for revenue forecasting
  - Automated comparable company selection
  - Predictive analytics for M&A targets
  - Tool: Python libraries (Prophet, scikit-learn basics)

## PART 2

## Fintech & Blockchain Disruption in IB

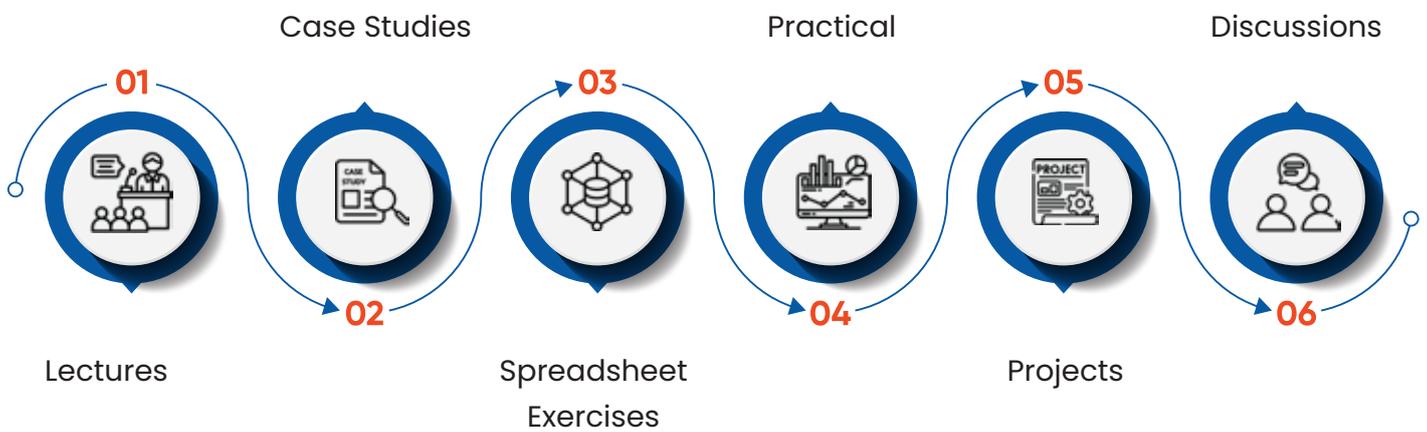
- Digital lending platforms
- Robo-advisory
- Peer-to-peer lending
- Neobanks and their IB implications
- Blockchain & Tokenization
  - Smart contracts in deal settlements
  - Tokenization of assets (real estate, bonds)
  - Decentralized finance (DeFi) overview
  - Case Study: Blockchain in syndicated loans

### Final Capstone Project





## Pedagogy



## Programme Details

- ▶ **Duration** • 10 Months\* | 120 Hours of Learning
- ▶ **Mode of Delivery** • Direct-to-Device (D2D) mode
- ▶ **Campus Visit** • One Visit for 2 days.
- ▶ **Programme Schedule** • Sunday, 3:30 pm to 6:30 pm



<b>Application Closure Date</b>		31 <sup>st</sup> March 2026
<b>Technical Orientation</b>		11 <sup>th</sup> April 2026
<b>Academic Orientation</b>		12 <sup>th</sup> April 2026



### ➤ Eligibility Criteria

- Graduates (10+2+3) or Diploma Holders (only 10+2+3) from a recognized university (UGC/AICTE/DEC/AIU/State Government/recognised international universities) in any discipline
- By the Programme start date (Technical Orientation) the candidate should have minimum of 3 years of work experience (after graduation)

### ➤ Assessment and Evaluation

- The evaluation methodology is at the discretion of the faculty. The methodology includes online quizzes, case analysis, class contribution, assignments, and any other component as decided by the faculty. A minimum of 75% attendance is a prerequisite for the successful completion of this programme. The participants will have to secure the minimum pass marks in the evaluation components specified by the faculty.
- Participants who successfully complete the same and satisfy the requisite attendance criteria will be awarded a Certificate of Completion. Participants who are unable to clear the evaluation criteria but have the requisite attendance will be awarded a Participation Certificate.
- The programme may require participants to work on individual/group assignments and/or projects. The main objective of such assignments/projects will be to help the participants apply their conceptual learning of the programme to actual organizational decision scenarios.

### Note:

- The eMDP programmes are designed to deliver a comprehensive learning experience with a focus on the total number of instructional hours as per the programme structure. While the programme is typically planned over a specific duration, the actual duration may vary depending on the completion of the required instructional hours. This ensures that the quality and content of the programme remain intact, irrespective of the time taken for its completion.
- The 120-hour programme is designed to span 10 months.
- In case only the Valedictory function is attended, the expenses for it will be separate. These details will be communicated at a later stage, and participants will be required to pay these charges independently.
- Placements are not provided or assured by IIMK for this programme.

# Programme Fee Details

Fee Details	Amount
Application Fee	INR 2,000/- + GST
<b>Total Programme Fee</b> (Exclusive of Application Fee)	<b>INR 2,40,000/- + GST*</b>

## INSTALMENT PATTERN

Booking Amount	INR 70,000/- + GST	3 days from the release of offer letter (latest by 5 <sup>th</sup> April 2026)
Instalment I	INR 70,000/- + GST	15 <sup>th</sup> July 2026
Instalment II	INR 50,000/- + GST	15 <sup>th</sup> October 2026
Instalment III	INR 50,000/- + GST	15 <sup>th</sup> January 2027

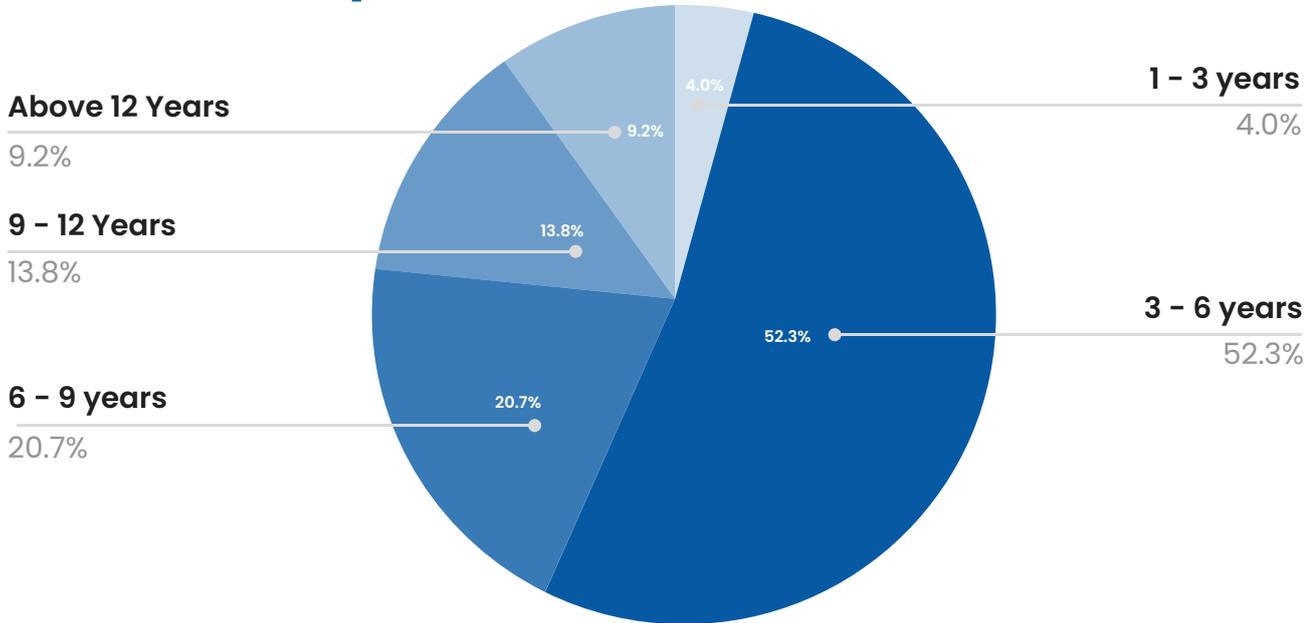
## Certificate

- Participants who successfully meet the evaluation criteria and satisfy the requisite attendance criteria will be awarded a 'Certification of Completion'.
- Participants who are unable to clear the evaluation criteria but have requisite attendance will be awarded a 'Participation Certificate'.
- The "Professional Certificate Programme in Investment Banking" is offered by IIM Kozhikode.

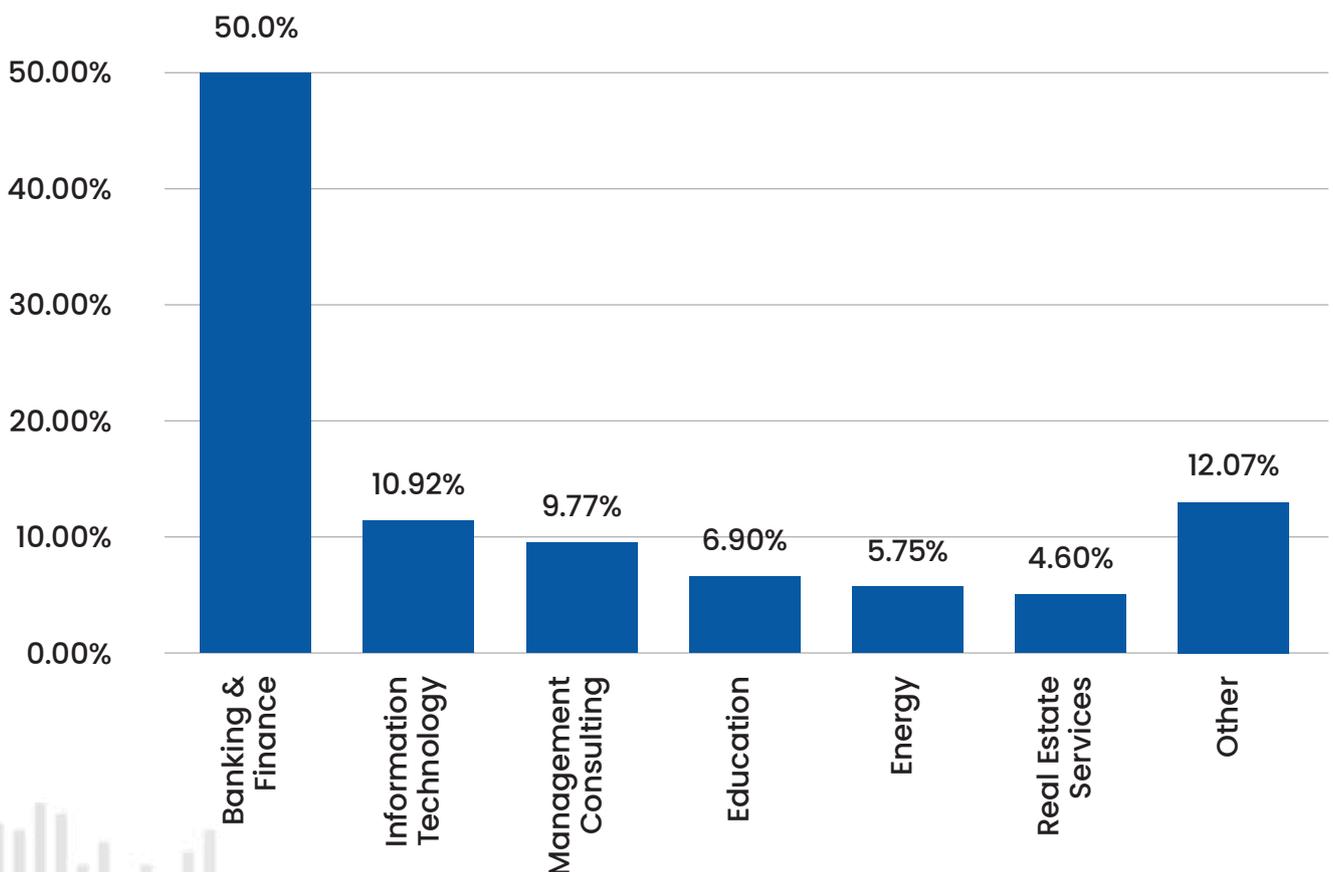


# Recent Batch Analysis

## Work Experience



## Industry-wise bifurcation



## Recent Batch Analysis

### ➤ Top Profiles of our Alumni

Chief Executive Officer

Vice President

General Manager

Senior Manager

Team Lead

Regional Head Sales

Accounting and Financial Analyst

Business Analyst

### ➤ Top Companies where our alumni are working at:

JPMorganChase

ORACLE

Bank of America.

standard chartered

EY

accenture

FEDERAL BANK  
YOUR PERFECT BANKING PARTNER

HSBC

Deutsche Bank

BARCLAYS

pwc

BNY MELLON

#### Note

- The above list is partial.
- Highlighted above are the previous batch demographics of IIM Kozhikode's programme.
- All company names are trademarks or registered trademarks of their respective holders. Use of them does not imply any affiliation with or endorsement by them.

## Hear from our Alumni



The Professional Certificate Programme in Investment Banking at IIM Kozhikode was truly a game-changer for me. The faculty's deep expertise in investment banking, IPOs, and M&A brought immense value to my role as a Wealth Regional Head at a leading wealth management company. Beyond enhancing my knowledge, the program provided practical insights that I apply daily, strengthening my leadership in wealth management. This experience has been instrumental in my professional growth, and I highly recommend it to anyone looking to advance their career in finance. My overall experience with Jaro Education was wonderful. What I liked most was the seamless learning experience and the exceptional support provided throughout the programme.

**Mr. Abhimanyu Rai**

*Wealth Regional Head, HDFC Wealth (Kolkata)*



I had an incredible learning experience from the IIM Kozhikode Investment Banking program. Most of the facilities were awesome and the group assignments might at times be hectic along with daily work schedules but made more team interactions and engagement even though it was an online curriculum.

Investment banking is my core subject of interest and this program overall has helped me to scale-up my domain knowledge & sharpen my practical skills.

**Mr. Surojit Jaspal**

*Sr SME (Record to Report), Wipro Ltd*



I'm thoroughly impressed with the Professional Certification in Investment Banking program from Jaro Education. The comprehensive curriculum, expert faculty, and supportive guidance have been instrumental in my learning journey. Jaro Education's team has been fantastic, providing timely assistance and resources. The resume-making support was particularly valuable, helping me showcase my new skills to potential employers. I've gained valuable insights and skills, boosting my confidence in investment banking. Highly recommend this program to anyone looking to excel in the field!

**Ramesh Sathyamoorthy**

*Investment Adviser, ICICI Investment Management Company Ltd*

## Programme Directors



### PROF. ABHINAV ANAND

Associate Professor,  
Finance, Accounting & Control,  
IIM Kozhikode.

Prof. Abhinav's research interests span the fields of financial economics and game theory. In finance, his current research includes topics related to corporate finance; asset pricing; corporate governance; banking and risk management; quantitative finance; bankruptcy; fat tails and power laws; central bank communication; as well as text analysis. He also works in the field of theoretical economics, especially in contract theory, mechanism design, principal-agent problems and industrial organization.

In the past, he was faculty at IIM Bangalore where he taught Corporate Finance to MBAs and Financial Mathematics and Computation to PhDs. He has also consulted for several banks (UBI, DBS, Federal Bank) and regulators (IBBI).



### PROF. ASWIN ALORA

Assistant Professor,  
Finance, Accounting & Control,  
IIM Kozhikode.

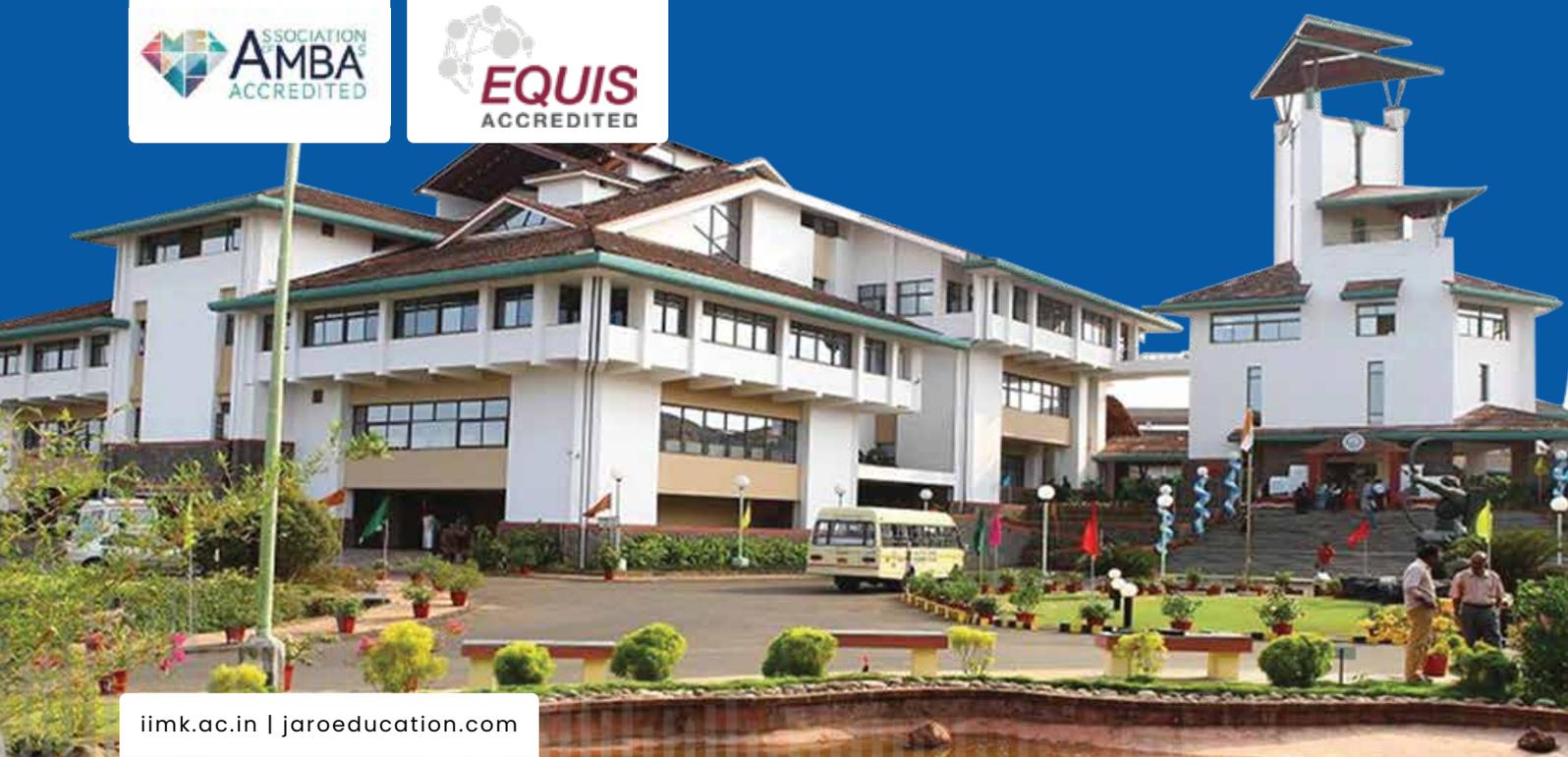
Dr. Aswin Alora is an Assistant Professor (Grade II) in the Finance, Accounting & Control area at IIM Kozhikode. He holds a PhD from IIT Roorkee and an M.Com from Pondicherry Central University. With prior experience as an Assistant Professor at IIM Jammu and Christ University, he teaches Corporate Finance, Financial Markets, Supply Chain Finance, and related subjects.

Dr. Alora's research interests include financial markets, equity valuation, and supply chain finance. He has published in reputed journals like Supply Chain Management, Finance Research Letters, and Tourism Management. His work focuses on issues such as supply chain disruptions, CBDC adoption, and supply chain risk assessment, underscoring his expertise in finance and supply chain management.

## About IIM Kozhikode

Started in 1997 with its Post Graduate Programme (PGP), the Indian Institute of Management Kozhikode (IIMK) is on a high growth trajectory today, offering a wide range of academic programmes in the field of management education. These include the Fellow Programme in Management, Executive PG Programmes, Management Development Programmes and Faculty Development Programmes. IIMK set up a Satellite campus at Infopark, Kochi, in 2013 dedicated to Executive Education. IIMK also has the unique distinction of launching a PhD (Practice Track) programme for working professionals besides bringing in new dynamic programmes such as the one-year Post Graduate Programme in Business Leadership (2019) MBA in Finance and MBA in Liberal Studies & Management (2020). The institute is also home to IIMK LIVE a first-of-its-kind startup incubation programme and the Indian Business Museum. IIMK is ranked 3<sup>rd</sup> as per NIRF India Rankings 2024: Management. The institute also features regularly among top global institutes for its flagship MBA (PGP) and EMBA programme (EPGP) in the QS World University Rankings. The institute has leapfrogged 100 spots to be placed in the Top 151-200 Institutes in Business & Management Studies globally, as per the QS World University Rankings by Subject 2024. IIM Kozhikode is also globally accredited by EQUIS (EFMD) and AMBA (UK).

IIM Kozhikode also made its debut in the prestigious Financial Times Rankings in 2023 and was recently ranked #70 among the top 80 open-enrolment executive programme providers globally for the year 2024. The feat has further consolidated the 28-year IIMs footing in an exclusive list of the foremost providers of executive education in the world. Marking a significant achievement, the institute has risen 9 spots for its full-time MBA programme in the FT Masters in Management (MIM) Rankings, from Rank #77 in 2023 to an impressive global Rank #68 in 2024, reaffirming its standing among the world's top institutions. IIM Kozhikode has successfully delivered close to 1300 MDP programmes over the past two decades, training more than 41,000 participants from 150+ organizations, which also includes several Fortune 500 companies in the process.



## About Jaro Education

**3,50,000+**

Careers Transformed

**150+**

Programs from a Quality  
Bucket of Diverse Domains

**30+**

World's leading Academic  
Partners

**23+**

Learning Centres across  
India, USA, and Singapore

**20+**

Top NIRF Ranked Indian  
Institutes & Universities

**10+**

Top QS Ranked Global  
Institutes & Universities



e-India Awards

The Best ICT Enabled  
Higher Education  
Institute Award



Educational  
Excellence Awards

Most Innovation &  
Successful online MBA  
Program in India



MODI Awards

Outstanding  
Contribution in Online  
Education



ABP Education  
Awards

Best Digital Learning  
Innovation Award



World HRD  
Congress

National Best  
Employer Accolade



World HRD  
Congress

Edtech Leadership  
Awards

OUTLOOK BUSINESS



Outlook Business Icon  
Awards 2023

India's Most Trusted  
Online Higher Education Company



The Business  
Awards 2024

Leading Edtech Company  
of the Year

Jaro Education is an online higher education and upskilling company that specialises in executive education, serving as a liaison between the world's leading universities and institutes to create online and technology-driven programmes. The company provides a quality bucket of online executive education programmes catering to domains such as Doctorate & Ph.D., Analytics & Data Science, Management, Finance, etc., from renowned national and international institutions to meet the needs of working professionals. Our goal is to foster the growth of entrepreneurs and professionals at all levels, from entry-level to C-Suite, through world-class executive education programmes.

jaro education

# CONNECT

With Us Now!

## IIM KOZHIKODE MDP OFFICE



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## JARO EDUCATION PROGRAMME EXPERT

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+91-7397749519



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### Jaro Education's Presence

Ahmedabad | Bangalore | Chennai | Chandigarh | Delhi/NCR | Hyderabad | Jaipur |  
Kolkata | Mumbai | Nagpur | Pune