



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

Batch
03

Your Power Move to Elite **Financial Leadership**

Professional Certificate Programme in
Investment Banking

Programme by IIM Kozhikode



NIRF India Rankings,
(Management)
2024



70th in Global, Financial
Times Open Enrolment
Rankings 2024



151+ in Global, QS World University
Rankings by Subject 2024: Business
& Management Studies

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 revenue in the Investment Banking market is projected to reach US\$0.38tn in 2024. It is expected to show an annual growth rate (CAGR 2024-2029) of 2.02% resulting in a projected total amount of US\$0.42tn by 2029.

*Statista

”

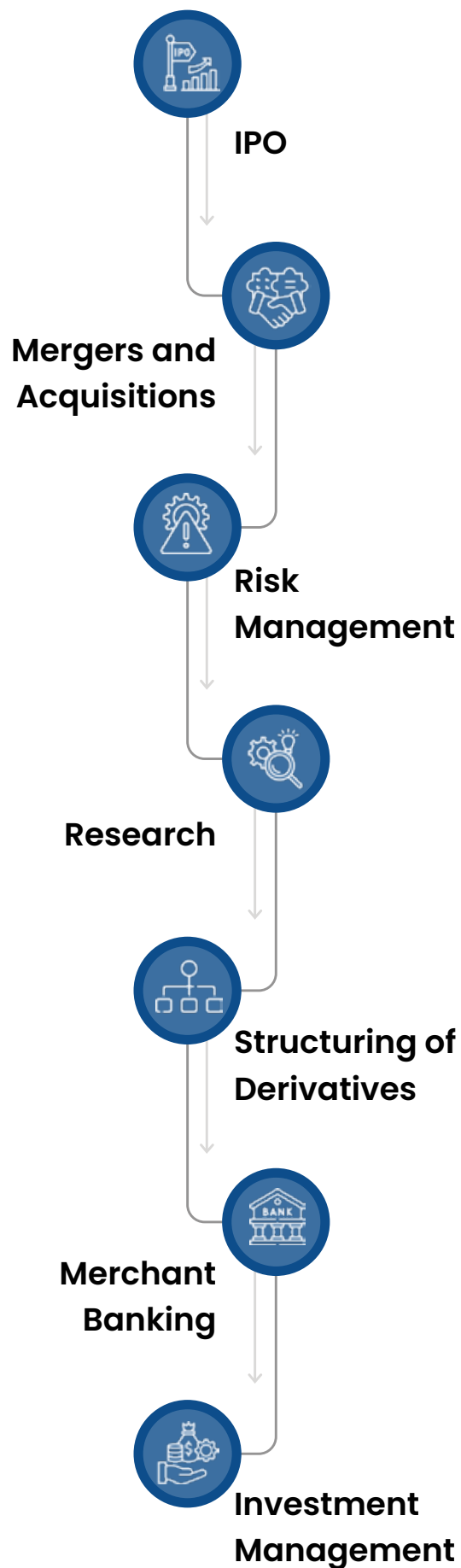
“

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.

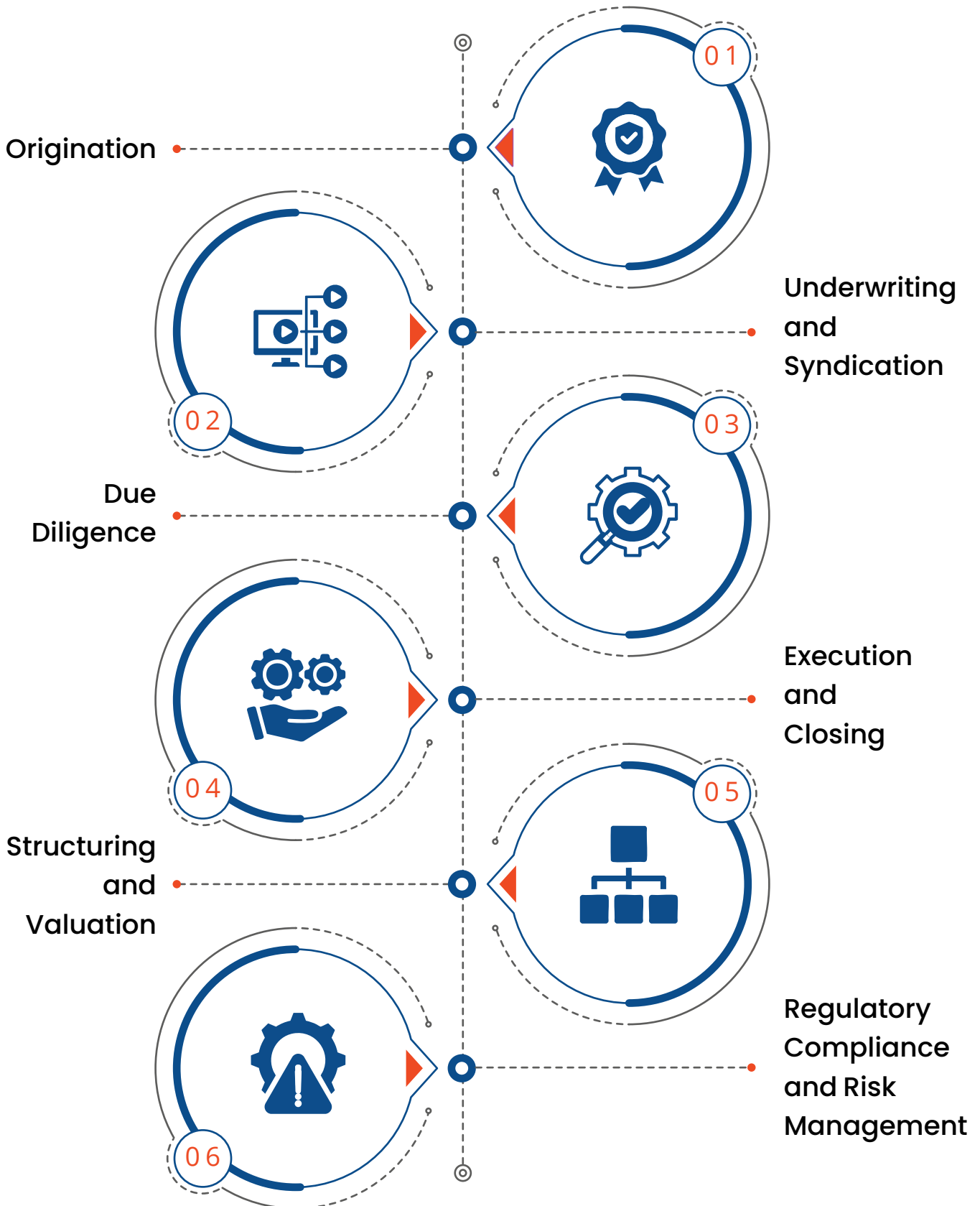
*365 Financial Analyst

”

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 the context of India's liberalized economy, the nation has emerged as one of the fastest-growing major economies in the world, recording impressive GDP growth rates. This economic momentum has fueled the rapid expansion of the investment banking industry in India. As a critical driver of India's dynamic private sector, the investment banking industry plays a pivotal role in supporting corporate growth, facilitating capital formation, and enabling strategic financial transactions.

The growing prominence of this sector has created a surge in career opportunities, underscoring the need for a deeper understanding of its business dynamics. To meet this demand, the Professional Certificate Programme in Investment Banking by IIM Kozhikode offers a comprehensive exploration of the industry's structure, management, and operational practices, particularly in the Indian context.

This programme is meticulously designed to equip participants with advanced competencies in corporate finance. Key areas of focus include higher-level mathematics, applied economics, corporate valuation, mergers and acquisitions (M&A), and corporate restructuring. By contextualizing these concepts within the Indian investment banking landscape, the program aims to provide participants with a holistic perspective on the sector's unique challenges and opportunities.

Participants will gain valuable insights into the strategic and analytical aspects of investment banking, empowering them to drive value in financial advisory, capital raising, and corporate transactions. This certification not only strengthens technical expertise but also enhances strategic thinking, positioning graduates to excel in the ever-evolving world of investment banking.



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

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 Accounting

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

MODULE 3

Fundamentals of Investment Banking & Emerging Trends

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

MODULE 4

Corporate Finance

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

MODULE 5

Corporate Valuation

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

MODULE 6

Mergers, Acquisitions, and Corporate Restructuring (Leveraged Buyouts)

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

MODULE 7

Financial Modelling

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

MODULE 8

Investment Analysis and Portfolio Management

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

MODULE 9

Options, Futures, and Derivatives

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

MODULE 10

Supply Chain Finance

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

Final Capstone Project

- The Final Capstone Project serves as the culmination of the course, allowing students to integrate and apply the knowledge and skills they have acquired across all topics. This project emphasizes practical, real-world application and encourages critical thinking, collaboration, and problem-solving in a comprehensive manner. The Final Capstone Project is not just an academic exercise but a stepping stone for students to showcase their capabilities and prepare for impactful careers in finance.

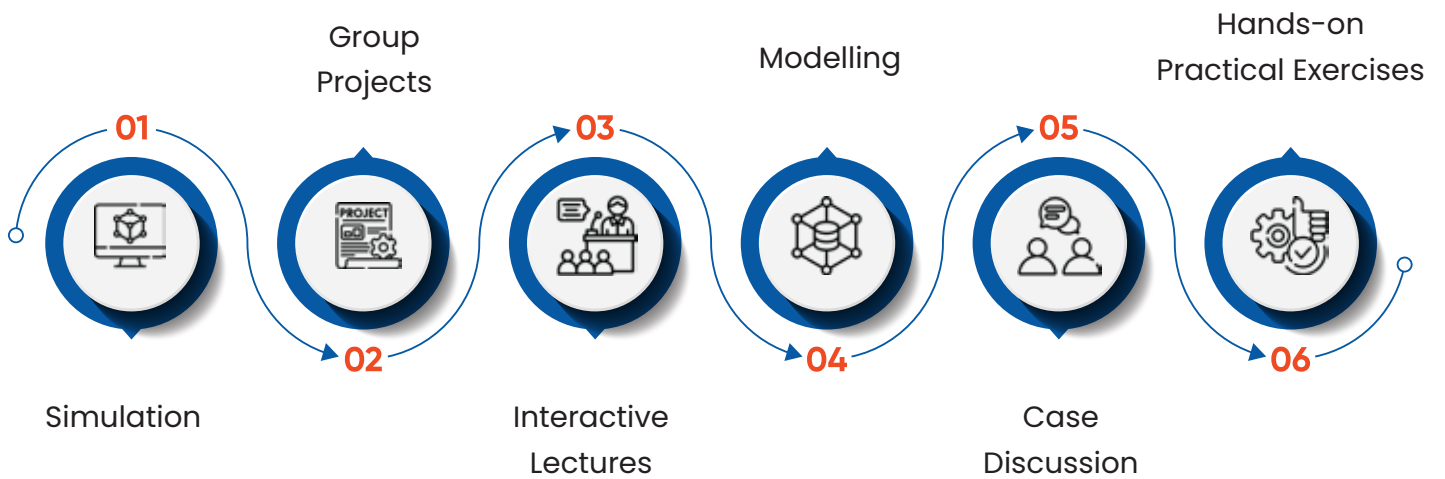
NOTE:

- The above list is indicative and is subject to change at IIM Kozhikode's discretion.





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



Application Closure Date		30 th April 2025
Technical Orientation		10 th May 2025
Academic Orientation		11 th May 2025



➤ Eligibility Criteria

- Graduates (10+2+3) or Diploma Holders (only 10+2+3) from a recognized university (UGC/AICTE/DEC/AIU/State Government/recognized international universities) in any discipline.
- By the Programme start date (Technical Orientation) the candidate should have a minimum of 1+ years of work experience (after graduation).
- Selections will be based on a detailed Profile in the candidate's own words, elaborating on their Academic record, Profile, Designation, Salary, Roles, Responsibilities, Job Description, and a write-up on "Expectations from the Programme".

➤ 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/-
Total Programme Fee (Exclusive of Application Fee)	INR 2,40,000/- + GST*

INSTALMENT PATTERN

Booking Amount	INR 70,000/- + GST	3 days from the release of the offer letter (latest by 5 th May 2025)
Instalment I	INR 70,000/- + GST	15 th August 2025
Instalment II	INR 50,000/- + GST	15 th November 2025
Instalment III	INR 50,000/- + GST	15 th February 2026

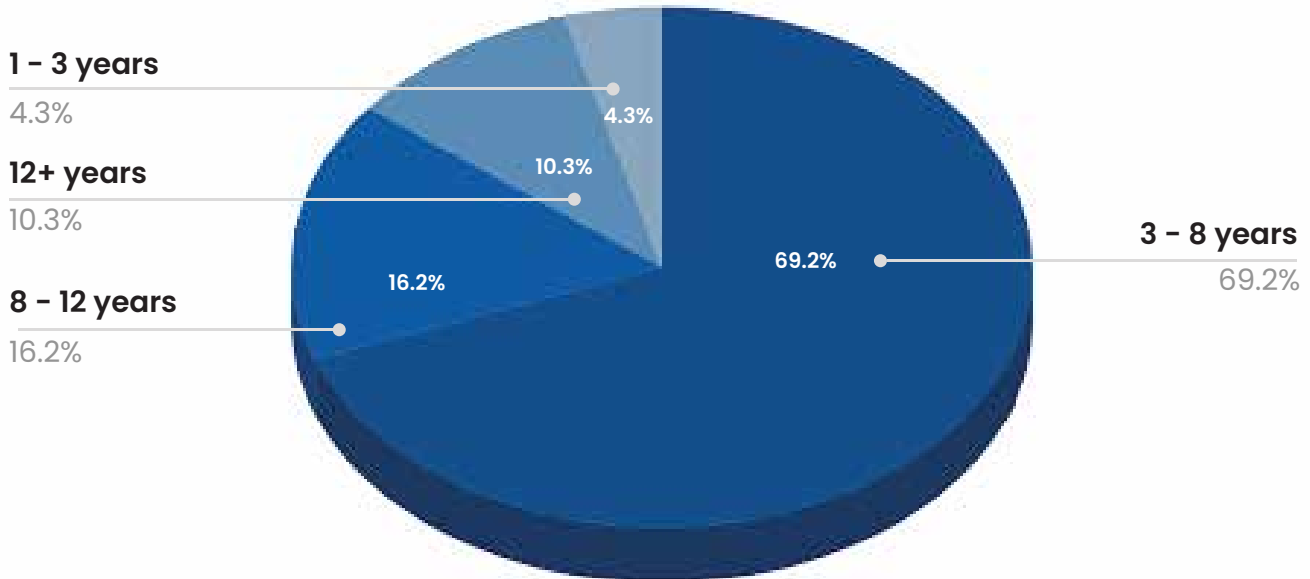
Certificate

- 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.

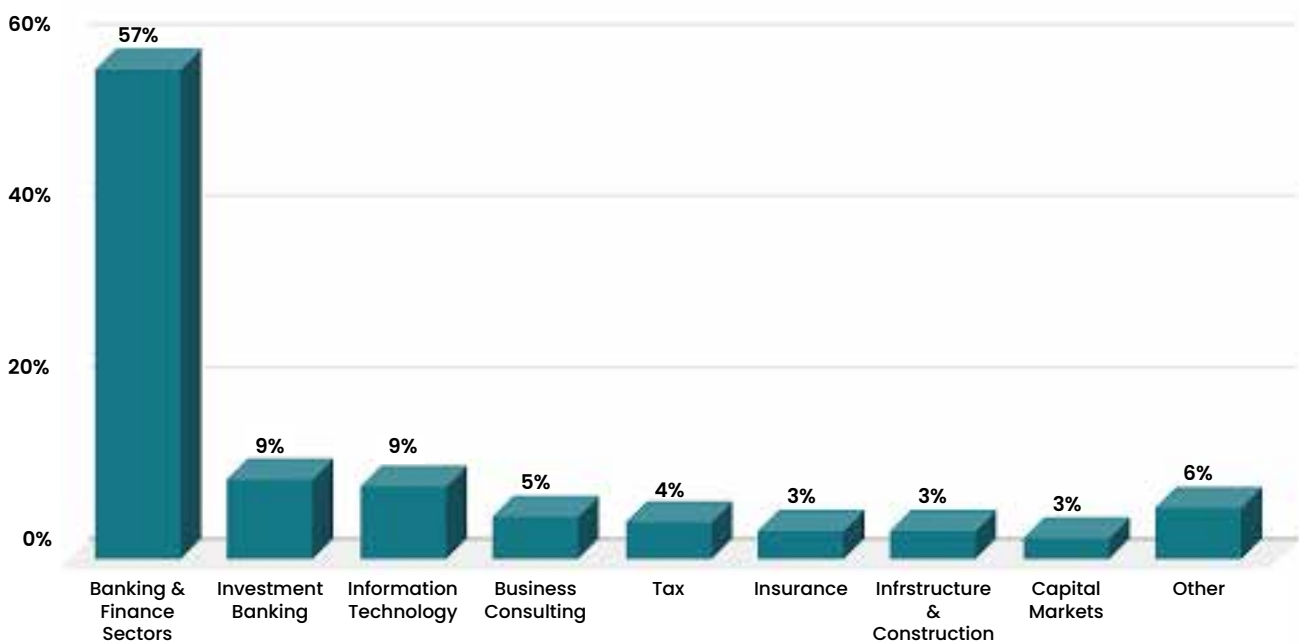


Recent Batch Analysis

Work Experience



Industry-wise bifurcation



Recent Batch Analysis

> Top Profiles of our Alumni

Partner

Senior Manager

Vice President

Area Business Manager

Associate Director

Senior Analyst

> Top Companies where our alumni are working at:

Goldman Sachs



JPMorganChase



WELLS FARGO



citibank



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.

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).



DR. 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 3rd 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. The institute had also entered in global top 100 at Rank #77 for FT Masters in Management (MIM) 2023 Rankings, for its full-time MBA programme. 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



0495 2809557



mdp1@iimk.ac.in

JARO EDUCATION PROGRAMME EXPERT

Mr. Karthikeyyan



+91-7397749519



karthikeyyan@jaro.in

Jaro Education's Presence

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