

IBF Standards

CAPITAL MARKETS

The IBF Standards are a set of competency standards developed by the industry for the industry. They are benchmarked against international standards and represent the key skill sets required for various jobs in the financial industry. They currently cover 12 industry segments:



**CAPITAL
MARKETS**



COMPLIANCE



**CONSUMER
BANKING**



**CORPORATE
BANKING**



**FINANCIAL
MARKETS**



**FINANCIAL
PLANNING**



**FUND
MANAGEMENT**



**GENERAL
INSURANCE**



**LIFE
INSURANCE**



**RISK
MANAGEMENT**



**TECHNOLOGY
& OPERATIONS**



**WEALTH
MANAGEMENT**

Skills for Capital Markets



Find a training programme
to suit your needs
<https://goo.gl/1Y6JWK>

About Capital Markets

Capital Markets is typically organised according to the types of corporate finance businesses such as debt and debt-linked markets, equity and equity-linked markets as well as advisory on mergers, acquisitions, leverage buyouts, raid defence, spin-offs and other restructurings.

About Proficiency Levels

The IBF Standards offer three proficiency levels to help you track the development and sophistication of your skills in relation to your career aspirations. You can also use the Standards to identify training programmes at the right level to meet your skills development needs.

- Level 1 a basic understanding of key concepts and ability to apply skills to routine tasks
- Level 2 ability to apply skills to complex tasks
- Level 3 ability to apply skills in the context of broader organisational considerations

About IBF Certification

IBF Certification is an industry endorsed mark of quality for finance professionals in Singapore. To achieve certification, you will need to complete an IBF accredited programme. In addition, for IBF Level 2 and 3 Certification, you will need to meet the relevant experience requirement. IBF Certified individuals may use their professional certification titles "IBFQ" or "IBFA" on their business cards and correspondences.



IBF Qualified (IBFQ)

An individual certified as "IBF Qualified" is equipped with foundational skills to undertake new roles.

- Certified via IBF Level 1 Programmes






IBF Advanced (IBFA)

An individual certified as "IBF Advanced" has demonstrated applied knowledge and advanced analytical skills for specialist or managerial functions.

- Certified via IBF Level 2 or Level 3 Programmes
- 3-15 years of experience

Skills	Proficiency Level		
	1	2	3
 Bond Syndicate			
Book building	•	•	•
Distribution and roadshow strategy	•	•	•
Post issuance documentation and compliance	•	•	•
Pricing and allocation	•	•	•
 Business Ethics			
Codes of conduct, ethics and duty of care	•	•	•
 Corporate Finance-Equity			
Block trading	•	•	•
Business trust structuring	•	•	•
Deal origination	•	•	•
Initial public offering / Private placement	•	•	•
REITS structure	•	•	•
Rights offering	•	•	•
 Debt Capital Market			
Deal origination	•	•	•
Financial modelling	•	•	•
Pricing and due diligence	•	•	•
Transaction documentation and prospectus development	•	•	•
 Equity Syndicate			
After-market price stabilisation	•	•	•
Book building	•	•	•
Distribution and roadshow strategy	•	•	•
Origination and pitch book	•	•	•

Skills	Proficiency Level			
	1	2	3	
 Mergers & Acquisitions (M&A)	Documentation and compliance	•	•	•
	Due diligence and deal negotiation			•
	Financial modelling and business valuation	•	•	•
	Origination	•	•	•
	Pre-deal planning	•	•	•
	 Regulatory Advisory	Impact analysis		
 Risk Management		Know your customer / Anti-money laundering / Countering financing of terrorism	•	•
	Operational risk management			•
	 Team Management	Operational efficiency and effectiveness		
Team leadership and talent management				•

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