

Press release

News from the International Capital Market Association (ICMA)

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Please see foot of release for contact details

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release: immediate

ICMA launches skills training for capital markets

(London, UK) The International Capital Market Association (ICMA) is pleased to announce the launch of a suite of training programmes for capital market participants. These will focus on the skills required to develop best practice in sales and marketing, client relationship management, presentation and negotiation skills and management and leadership. The courses have been developed in direct response to the requirements of the investment banking industry and will deliver the practical skills essential to add value to an international capital markets business.

Increasingly financial regulation, including the recently implemented Markets in Financial Instruments Directive (MiFID), requires that employees of investment firms demonstrate high levels of competence and the obligation to ensure that employees meet these standards falls on the senior management of financial services firms. ICMA will address this obligation by providing skills training directly dedicated to the needs of the international capital markets, drawing on best market practice and delivered by faculty of internationally recognised business skills trainers.

In line with its 40 year experience of setting market standards, ICMA's skills training will emphasise ethical standards, ensuring customers are treated fairly, and promoting an environment of transparency and trust, both with customers and colleagues in the work place. Conflicts of interests in different investment banking work streams will also be identified and addressed. Classes will be limited in size, highly interactive, with a focus on individual exercises and role plays to develop key skills.

The first public ICMA Skills courses; Successful Sales, Mastering Mandates, Management and Mentoring, will run in the latter half of 2008, detailed information is available from the ICMA website www.icmagroup.org. ICMA Skills courses can also be delivered on an in-house basis and targeted to suit a particular firm's needs.

More follows/...

ICMA Skills compliments the high quality executive education programmes that ICMA has offered to its membership and the market at large for over three decades, via the ICMA Centre at the University of Reading.

-ENDS-

Notes for editors

1. International Capital Market Association (ICMA)

The International Capital Market Association is the self-regulatory organisation and trade association representing constituents and practitioners in the international capital market worldwide. ICMA's members are located in 49 countries across the globe, including all the world's main financial centres, and currently number some 400 firms in total.

ICMA performs a central role in the market by providing and enforcing a self-regulatory code of industry-driven rules and recommendations which regulate issuance, trading and settlement in international fixed income and related instruments. ICMA liaises closely with regulatory and governmental authorities, both at the national and supranational level, to ensure that financial regulation promotes the efficiency and cost effectiveness of the capital market.

ICMA is unique amongst financial industry associations in that it represents a broad range of capital market interests, its members include both global investment banks and smaller regional banks, as well as asset managers, exchanges, central banks, law firms and other professional advisers, making it an influential voice for the global market.

www.icmagroup.org

2. Contact details for further information

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