

# Fintech: Disruption and Innovation in Financial Services

By Wong Kah Teck, CFA, MBA (Chicago Booth), BSc (Wharton School) and BA (University of Pennsylvania)

## Program Overview

*What is fintech? What are the different fintech business models and how do they operate? How has the emergence of fintech impacted financial services incumbents? What is blockchain and what are its rationales? Are cryptocurrencies such as bitcoin a viable investment? What are initial coin offerings and crowdfunding? How should financial services incumbents deal with the opportunities and threats posed by fintech? How do we evaluate a fintech investment opportunity?*

The **Fintech: Disruption and Innovation in Financial Services** program provides valuable frameworks to address such questions and more.

Specifically, in this Program, participants will gain valuable insights into the following topics:

- Evolution of fintech
- Fintech business models
- Fintech ecosystem
- Blockchain and cryptocurrencies
- Crowdfunding and Initial Coin Offerings
- Robo-advisors
- Strategies for financial services incumbents to deal with opportunities and threats posed by fintech
- Evaluating a fintech investment opportunity

This Program is essential for professionals in banking and capital markets, entrepreneurs, consultants, investors and legal/compliance professionals keen to develop a better understanding of fintech.

**This program emphasizes practical learning over academic theory.** It relies heavily on real world case studies and computer simulations to clarify concepts, develop intuition and most importantly, to make learning fun.

## Key Program Takeaways

- Define financial technology (fintech)
- Elaborate on the evolution of fintech, its impact on traditional financial institutions and efforts to regulate it
- Analyze the conditions that have led to the emergence of fintech
- Discuss the roles played by various participants in the fintech ecosystem
- Describe factors that led to the emergence of various fintech businesses
- Explain the mechanics of blockchain and crypto currency, such as bitcoin
- Justify the inclusion of cryptocurrency in an investment portfolio
- Compare and contrast initial coin offerings (ICOs) with initial public offerings (IPOs)
- Discuss crowdfunding (including crowdfunding models) and their rationales
- Describe the range of fintech innovations and the thinking behind these innovations, particularly in wealth management and banking

- Discuss opportunities and threats posed by fintech firms on traditional financial institutions
- Recommend strategies for incumbent financial services firms to deal with digital disruption
- Evaluate a fintech investment opportunity

## How Will You Learn

- Case study discussions and presentations
- Spreadsheet simulations and reading materials
- Interactive lectures; group discussion and role plays

## Date and Venue

25 – 26  
NOV

Mon – Tues 09:00 – 17:30

Perdana Room,  
Royal Lake Club, Kuala Lumpur

## Fee (subject to 6% service tax)

Standard	RM 3,800
Early Registration*	RM 3,600

10% discount applies for group registration of 3 or more from the same organization

\* by **25 Oct 2019**

## Target Audience

- Entrepreneurs
- Banking and Capital Markets Professionals
- Investors
- Management Consultants
- Legal/Compliance Professionals

## Others

10 SIDC CPE points

Eligible for HRDF claim

## Prerequisites

- A strong desire to challenge oneself and participate via case-based learning
- Collected and read the assigned cases before the Program

Participants are encouraged to bring along their laptops equipped with Microsoft Excel 2007 or higher.

## Enquiries

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E [fmtcs.sb@gmail.com](mailto:fmtcs.sb@gmail.com)

## Program Outline

### Day 1

#### Session 1: Fintech: Evolution, Impact and Regulation

- Defining fintech
- The evolution of the fintech landscape and the various companies involved
- The impact of fintech on traditional banks and financial institutions
- Efforts to regulate the fintech industry
- Overview of regulatory technology (“regtech”)

##### Case Study:

- Recommend strategies for firms to deal with digital disruption

#### Session 2: Fintech Ecosystem

- Participants in the FinTech ecosystem
- Roles of various participants in the FinTech ecosystem
- Describing various fintech business models
- Factors contributing to the emergence of fintech businesses

##### Case Study:

- Analyzing factors that led to the emergence of various fintech businesses

#### Session 3: Blockchain and Cryptocurrency

- Mechanics and rationale of blockchain technology
- The investment case behind cryptocurrencies
- The role of cryptocurrencies-current and potential
- Rationales for including cryptocurrencies in an investment portfolio

##### Case Study:

- Bitcoin-A Viable Investment or a Fad?

#### Session 4: Role of Fintech in Fundraising

- What are initial coin offerings (ICOs)?
- Rationales for ICOs
- Types of ICOs
- Comparing ICOs with Initial Public Offerings (IPOs)
- Crowdfunding mechanics, models and rationales for crowdfunding

##### Case Study:

- Analyzing fintech fund raising models

### Day 2

#### Session 5: Fintech in Wealth Management

- Definition of robo-advisors
- Mechanics of robo-advisors
- Benefits and disadvantages of robo-advisors
- Challenges and opportunities faced by new and incumbent firms in a rapidly changing wealth management industry

##### Case Study:

- Strategic positioning of robo-advisors

#### Session 6: Fintech in Banking

- The impact of digital disruption on the banking sector
- The challenges and opportunities of new digital technologies for banks
- How a traditional bank can capitalize on its strengths in an age of digital disruption

##### Case Study:

- Recommend strategies for a traditional bank to respond to challenges and opportunities presented by fintech

#### Session 7: Evaluating a Fintech Investment Opportunity-Qualitative Factors

- The importance of due diligence
- Factors to consider in conducting a due diligence of a fintech
- Conducting a size up analysis of a fintech

##### Case Study:

- Qualitative due diligence of a fintech

#### Session 8: Evaluating a Fintech Investment Opportunity-Quantitative Factors

- How are fintechs financed?
- The impact of multiple funding rounds on investors’ stakes in a fintech
- Evaluating financial projections and projected returns from investing in a fintech
- Program summary and conclusion

##### Case Study:

- Quantitative due diligence of a fintech and the investment decision

## Trainer's Profile



Kah Teck has more than a decade of capital markets experience. He was a portfolio strategist in CIMB Investment Bank and Am Investment Bank where he was responsible for spearheading investment advisory and product development initiatives and also played an active role in evaluating numerous plain vanilla and hybrid fund raising options. He has also worked for the Securities Commission in research and formulating capital market development policies.

Now the Managing Director and Principal Trainer for FMTCS Sdn Bhd, Kah Teck passionately shares his knowledge and experience with professionals in many of Malaysia's leading financial institutions and government-linked institutions. His trainees frequently credit him with the ability to make finance interesting and demystify complex finance concepts.

Kah Teck graduated *summa cum laude* with a dual degree in finance and economics from the University of Pennsylvania's Wharton School and School of Arts and Sciences, and holds an MBA (with Honors) from the Booth School of Business, University of Chicago. He is also a Chartered Financial Analyst (CFA) charterholder. Kah Teck was also awarded the prestigious ASEAN scholarship to pursue pre-university studies in Singapore.

His teaching and research interests are in corporate finance, derivatives, securities valuation, financial risk management, financial modelling and financial analysis.

### What our past participants say about Kah Teck's training delivery:

- *"Covers many topics in fun ways and knows how to make a supposedly dry and complex topic like finance simple yet engaging"*
- *"He has immense knowledge of finance and is very passionate and eager to teach and share-it amazes me how one can make finance so interesting and easy to comprehend"*
- *"Effectively uses case studies, computer simulations and real-life examples to bridge the gap between financial theory and practice"*
- *"Very useful in my role as a corporate finance professional as it covers relevant qualitative and quantitative issues"*
- *"Case studies are an effective and interesting way to learn and bring finance to life"*
- *"Many valuable analytical tools for finance were gained"*

## Registration Form

### Fintech: Disruption and Innovation in Financial Services

on 25-26 Nov 2019, Perdana Room, Royal Lake Club, Kuala Lumpur

09:00 – 05:30

Registration commences at 08:30

Fee (subject to 6% service tax): RM3,800 (RM3,600 by 25 October 2019)

**Name** : \_\_\_\_\_

**Designation** : \_\_\_\_\_

**Company** : \_\_\_\_\_

**Contact Tel. No.** : \_\_\_\_\_

**Fax No.** : \_\_\_\_\_

**Email Address** : \_\_\_\_\_

**Training Dept.** : \_\_\_\_\_

**Name:** : \_\_\_\_\_

**Contact Tel. No.** : \_\_\_\_\_

**Email Address** : \_\_\_\_\_

### Payment Details

**BY CHEQUE** Cheques should be made payable to “FMTCS Sdn Bhd”. Please indicate the following details at the back of your cheque.

- Your Full Name as per registration detail
- Contact Number & Email Address

**BY TELEGRAPHIC TRANSFER**

- Participants will bear all bank telegraphic transfer charges.
- Once we receive your registration form, we will provide you with an invoice and bank-in details.

### Cancellation and refund policy

Cancellations are allowed up to 15 working days before the date of the program.

Cancellation made with less than 15 working days will not receive a refund but may nominate a substitute.

### Enquiries

Please contact +6 016 633 2883 or email us at [fmtcs.sb@gmail.com](mailto:fmtcs.sb@gmail.com)

### Disclaimer

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Fee includes tuition, documentation, lunch and refreshments. Participants are responsible for their own flights and accommodation. An invoice will be sent upon receipt of registration form.