### SKILLS FRAMEWORK FOR FINANCIAL SERVICES
### TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT

<table>
<thead>
<tr>
<th>TSC Category</th>
<th>Investment and Financial Management</th>
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</thead>
<tbody>
<tr>
<td>TSC</td>
<td>Valuation</td>
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<tr>
<td>TSC Description</td>
<td>Research and analyse information to perform valuation for business and financial assets in accordance with applicable frameworks and regulatory requirements</td>
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<table>
<thead>
<tr>
<th>TSC Proficiency Description</th>
<th>Level 1</th>
<th>Level 2</th>
<th>Level 3</th>
<th>Level 4</th>
<th>Level 5</th>
<th>Level 6</th>
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<tr>
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<td>FSE-CFI-3005-1.1-1</td>
<td>FSE-CFI-4005-1.1-1</td>
<td>FSE-CFI-5005-1.1-1</td>
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- Compile relevant information from different sources to perform valuations for business and financial assets and execute risk management processes
- Review valuation for business and financial assets and develop risk management processes
- Evaluate the information for accuracy and relevance, and oversee valuation and risk management processes and the scope of research for valuation purposes

### Knowledge

- Financial modelling
- Forecasting techniques
- Appraisal techniques
- Types of business assets
- Types of financial assets
- Stress testing processes
- Typical market indices and benchmarks for valuing different asset classes
- Primary and secondary sources of information relevant to valuation
- Relevant databases and information available in such databases
- Industry and business environment that subject matter operates in
- Quantitative methods used in the implementation of risk measurement, valuation and behavioural models

- Financial modelling
- Forecasting techniques
- Appraisal techniques
- Types of business assets
- Types of financial assets
- Regulatory trends and developments in the financial services industry
- Quantitative methods used in the implementation of risk measurement, valuation and behavioural models
- Stress testing design and development processes
- Subject assets and liability characteristics

### Abilities

- Select suitable valuation methods and perform
- Determine the strengths and weaknesses of each valuation method
- Assess the appropriateness of
| **SKILLS FRAMEWORK FOR FINANCIAL SERVICES**  
**TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT** | **Valuation based on chosen method**  
- Analyse the results of financial modelling and derive best issuance options  
- Carry out stress testing processes  
- Prepare qualitatively sound and effective cash flow and repricing risk mitigation strategies  
- Support development of the prospectus and preparation of transaction documents  
- Perform sensitivity analysis by testing business assumptions  
- Translate possible mergers and acquisitions (M&A) additional value into future cash flow by performing synergy analysis  
- Value financial market products from different asset classes based on market liquidity, indices and benchmarks  
- Use sources of information for industry and business benchmark comparison  
- Extract information from relevant databases for valuation purposes  
- List parameters to be considered based on valuation purposes  
- Validate the results for use in decision making according to entity  
- Recommend suitable valuation methods depending on scenarios  
- Review analysis and due diligence to ensure compliance with regulatory guidelines  
- Develop and implement behaviour models and management processes to ensure a robust Asset and Liabilities Management framework  
- Develop stress testing processes  
- Review relevance and reliability of primary and secondary information  
- Review relevance and reliability of industry and business benchmark comparisons  
- Review relevance and reliability of parameters to be considered based on valuation purpose  
- Articulate relevant databases for valuation processes | **Methods and inputs used for valuation**  
- Identify potential gaps in information to design plan to address these gaps  
- Evaluate suitability of parameters for consideration  
- Establish information to guide the team in selecting relevant details to the valuation process  
- Define objectives for the design of stress testing processes and analytics  
- Determine if the information compiled is sufficient to arrive at the valuation conclusion |