

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

TSC Category	Investment and Financial Management					
TSC	Valuation					
TSC Description	Research and analyse information to perform valuation for business and financial assets in accordance with applicable frameworks and regulatory requirements					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			FSE-CFI-3005-1.1-1	FSE-CFI-4005-1.1-1	FSE-CFI-5005-1.1-1	
			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			<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> Techniques and inputs used in valuation Relevant trends in industry and business environment Scope of research for valuation purposes Valuation metrics contributing to valuation conclusions Quantitative methods used in the implementation of risk measurement, valuation and behavioural models 	
Abilities			<ul style="list-style-type: none"> Select suitable valuation methods and perform 	<ul style="list-style-type: none"> Determine the strengths and weaknesses of each valuation method 	<ul style="list-style-type: none"> Assess the appropriateness of 	

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			<p>valuation based on chosen method</p> <ul style="list-style-type: none"> 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 	<ul style="list-style-type: none"> 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 	<p>methods and inputs used for valuation</p> <ul style="list-style-type: none"> 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 	
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