



# Institute of Financial Markets of Pakistan

A company set up under Section 42 of Companies Ordinance, 1984  
(Formerly Institute of Capital Markets)



**SETTING NEW  
STANDARDS FOR  
FINANCIAL MARKETS**



*“Reliable Professionals,  
Informed Investors”*

## INSTITUTE OF FINANCIAL MARKETS OF PAKISTAN (Formerly Institute of Capital Markets)

The Institute of Financial Markets of Pakistan (IFMP), Pakistan's first securities market institute, has been established as a permanent platform to develop quality human capital, meet the emerging needs of financial markets and create standards among market professionals. The institute has been envisioned to conduct various licensing examinations leading to certifications for different segments of the financial markets. IFMP develops a pool of trained and certified professionals, skilled not only to deal in conventional instruments but also to trade in new and complex financial market products like options, index futures, and exchange traded funds and commodity futures. The IFMP Certifications address the needs of a new generation of professionals who are not only knowledgeable but have attained certified standards to contribute to the sound development of the financial markets.

### CORE OBJECTIVES

- > To provide a platform for the development of financial markets professionals through certification examination.
- > To enhance the knowledge, set competency and educational standards for financial market professionals.
- > To inculcate in the members of the Company, the feeling, understanding and spirit of maintaining and observance of the professional ethics and character.
- > To establish an effective forum of discussions, and communicate the results of such discussions to the relevant government agencies and regulators in Pakistan.

### IFMP SPONSORS

IFMP has been established as a discrete legal entity, and is operating as an association not-for-profit registered under Section 42 of Companies Ordinance, 1984. The sponsoring shareholders of the institute are:



### IFMP CERTIFICATION PROGRAMMES

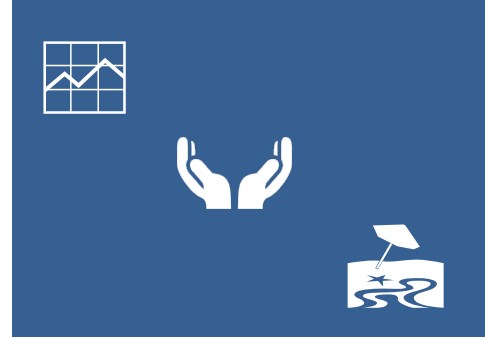
The institute has developed curriculum for distinct courses targeting professionals working in various segments of financial markets. The segments are given below:

- > Brokerage Houses (Brokers / TREC holders)
- > Leasing Companies, Modarabas and Investment Finance Companies
- > Asset Management Companies, Pension Fund Managers and Investment Advisors
- > Mutual Fund and Pension Fund Trustees
- > Registered Exchange, Depository and Clearing Company
- > Insurance Companies

## IFMP CERTIFICATION CATEGORIES

The certification programmes of IFMP are divided into three categories:

1. Licensing Certifications
2. Insurance Certifications
3. Specialized Certifications



### LICENSING CERTIFICATIONS

- . Fundamentals of Capital Markets
- . Pakistan's Market Regulations
- . Stock Brokers' Certification
- . Mutual Fund Distributors (Basic & Advance)
- . Commodity Brokers' Certification
- . Research Analyst Certification

### INSURANCE CERTIFICATIONS

- . General Takaful Agents
- . Family Takaful Agents
- . Life Insurance Agents
- . Non-Life Insurance Agents

### OTHER SPECIALIZED CERTIFICATIONS

- . Financial Advisors Certification
- . Financial Derivative Traders Certification
- . Compliance Officers Certification
- . Clearing and Settlement Operations Certification
- . Risk Management Certification
- . Capital Budgeting and Corporate Finance Certification
- . Investment Banking and Analysis Certification
- . Islamic Finance Certification

## IFMP FUNDAMENTALS OF CAPITAL MARKETS

**FCM** is designed for all the capital market participants at brokerage houses and asset management companies providing investment advice. It has been licensed to ensure that all such intermediaries have basic understanding of capital markets and its structures. It covers the basic concepts of financial markets, types of assets and contracts, financial intermediaries and their mechanisms, available instruments of investment and trade, risks and returns, and market indices.

## IFMP PAKISTAN'S MARKET REGULATIONS

**PMR** is designed for all the financial market participants at brokerage houses and asset management companies. It is to ensure that all such intermediaries have an understanding of Pakistan's markets and the rules and regulations governing them. It covers the concepts of financial markets regulatory framework, operational aspects of clearing, settlement, SBP, stock and commodity exchanges & depository, income tax regime, and ethics & code of professional standards.

## IFMP STOCK BROKERS CERTIFICATION

**SBC** is designed for capital market participants at brokerage houses to ensure that they are competent to provide buying & selling services to stock market investors. It is mandatory for brokers, agents/sales staff of brokers, equity traders and brokerage firms.

## IFMP MUTUAL FUND DISTRIBUTORS (BASIC & ADVANCE)

**MFDC** is specifically designed to meet the minimum qualification needs of the for mutual fund distributors working either directly with an asset management company or through a distribution agent. It intends to ensure that these professionals are competent to provide advisory services to the mutual fund investors. This certification has been mandated for sales staff of mutual fund companies / collective investment schemes and their distributors.

## IFMP COMMODITY BROKERS CERTIFICATION

**CBC's** primary focus is to instill a working knowledge of the regulatory environment for commodity futures trading in the country. All staff working at commodity brokerages must take this course to better prepare themselves for client advisory and trade execution services. In addition to commodity futures brokers, this course is also recommended for futures traders, asset managers, bankers, regulators, academia and anyone else interested in learning and participating in commodity futures trading.

## IFMP INSURANCE CERTIFICATIONS

The objective of all **Insurance** certifications is to equip the candidates with the knowledge and skills which will enable them to perform as an agent efficiently and effectively. The certifications are recommended for sales staff of insurance companies and banks selling/ distributing insurance products.

## SPECIALIZED CERTIFICATIONS

These are designed to ensure that financial market participants at brokerage houses, asset management companies / Pension fund management companies, risk management companies, banks and those financial advisors / planners working independently have sufficient understanding of the financial planning, investment management, insurance planning, retirement planning and income tax.

## IFMP CANDIDATE REGISTRATION & MEMBERSHIP

Candidates are required to fill out and send the Candidate Registration Form and Examination Registration Form through courier service along with the pay order / demand draft in favor of "INSTITUTE OF FINANCIAL MARKETS OF PAKISTAN". The soft copy of the study guide will be sent to the candidates after they get themselves registered. The cost of study guide and reference material for all IFMP programmes will be included in the examination fee. The details of all programmes are available along with the forms, syllabus and examination specifications at IFMP's website ([www.ifmp.org.pk](http://www.ifmp.org.pk)).

## MEMBERSHIP BENEFITS

- > Subscription to IFMP's monthly newsletter
- > Access to IFMP website's member area
- > Access to IFMP's electronic library resources
- > Access to Continuing Professional Development (CPD) assessments online
- > Discounts on cost of learning opportunities provided by the institute and its partners
- > Networking opportunities for advancement of career

## IFMP Collaboration and Affiliation



**Institute of Financial Markets of Pakistan**

Website: [www.ifmp.org.pk](http://www.ifmp.org.pk) | Email: [info@ifmp.org.pk](mailto:info@ifmp.org.pk)