



ALTERNATIVE INVESTMENT FUNDS



NISM Series XIX-A:

**Alternative Investment Funds (Category
I and II) Distributors Certification**

Mode of Delivery: Online Live Interactive + Online Self-paced Learning*

Duration :- 24 Hours

Study Materials :

- Recording available of online live sessions (for 90 days)
- PPTs (700+ Slides)
- 800+ MCQs and 30+ Case Studies
- Quick revision summary notes.
- Career Guidance/Counseling

The NISM Series XIX-A Certification Examination is designed to establish a knowledge benchmark for individuals working as distributors or placement agents in the domain of Alternative Investment Funds (AIFs).

This voluntary certification focuses on Category I and Category II AIFs, enhancing the quality of sales, distribution, & investor services while equipping professionals with a deeper understanding of the AIF industry.

Upon successful completion of the training, candidates will:

- Understand Alternative Investments:
Develop a foundational understanding of alternative asset classes, their characteristics, and their role in portfolio management.
- Comprehend AIF Industry Concepts:
Gain insights into due diligence, investment processes, governance, risk-return dynamics, and fund monitoring.
- Master AIF Regulatory Frameworks:
Learn about SEBI regulations, FEMA provisions, and the legal environment governing Alternative Investment Funds (AIFs) in India.
- Evaluate Fund Performance and Structuring:
Understand valuation methodologies, risk metrics, and best practices in fund structuring and performance evaluation.
- Enhance Distribution and Client Servicing Skills:
Develop expertise in distributor responsibilities, client interaction, fund due diligence, and legal documentation to deliver investor-focused solutions.

Assessment Details:

- 100 Multiple Choice Questions
 - 80 multiple-choice questions (1 mark each).
 - 5 case-based questions, each with 4 multiple-choice sub-questions (1 mark each).
- Total Marks: 100
- Duration: 2 Hours
- Passing Score: 60%
- Negative Marking: 25% of marks assigned per incorrect answer
- Certificate Validity: 3 years

*** Online Self-paced contents access will be provided for 90 days to the Register Candidates only.**

ICAPITAL ACADEMY & CORPORATE ADVISORY LLP :

The Institute is Leading Excellence in Financial Education and Advisory Services

Since its establishment in October 2020, **ICAPITAL Academy** has become a premier institution in financial education and professional advisory services. We specialize in delivering NISM certification programs and Financial Market training through versatile formats, including online, self-paced, and classroom courses, tailored to diverse learning preferences and professional aspirations

Our comprehensive educational offerings span finance, securities markets, and allied domains, providing participants with a robust understanding of the financial ecosystem. Through our coaching centers and innovative learning platforms, we deliver a holistic educational experience, empowering individuals with the skills and insights to succeed in competitive financial landscapes.

ICAPITAL Academy also excels in corporate training and human resource development, designing bespoke programs that enhance workforce competency & organizational growth. Our services aim to equip teams with the tools needed that enhance workforce competency to navigate complex financial markets confidently

In advisory services, we are recognized for our expertise in financial research, project finance, personal finance, and loan syndication. Acting as a critical bridge between clients and financial institutions, we assist in marketing financial products, managing project appraisals, and facilitating structured debt syndication. Additionally we provide strategic guidance on debt restructuring and corporate financial planning fostering sustainable success for our clients.

Expanding both domestically and globally, **ICAPITAL Academy** aims to become a leader in financial knowledge dissemination. Our specialized job-oriented courses, covering areas such as Financial Modeling, Stock Market, Derivatives, Forex, Technical Fundamental Analysis, and Mutual Funds are meticulously designed to prepare and participants for industry demands.

At **ICAPITAL Academy**, we prioritize quality education delivered by industry experts, enabling informed investment decisions and professional excellence. Our commitment to innovation and expertise positions us as a catalyst for growth in the ever-evolving financial world.

About NISM :

The National Institute of Securities Markets (NISM), established by SEBI in 2006 enhances securities market standards through capacity building initiatives. It offers 29 SEBI-mandated and voluntary certifications across 250+ test centers and manages six schools of excellence.

NISM Certification

Under SEBI regulations, NISM provides:

- Mandatory certification for securities market intermediaries.
- Continuing Professional Education (CPE) for certificate renewal.

Certificates are valid for three years and can be renewed by passing the relevant exam or completing a one-day CPE program within 12 months of expiry.



Test Objectives :

Upon passing the examination, candidates will:

- **Understand Alternative Investments:**
Develop a foundational understanding of alternative asset classes, their characteristics, and their role in portfolio management.
- **Comprehend AIF Industry Concepts:**
Gain insights into due diligence, investment processes, governance, risk-return dynamics, and fund monitoring.
- **Master AIF Regulatory Frameworks:**
Learn about SEBI regulations, FEMA provisions, and the legal environment governing Alternative Investment Funds (AIFs) in India.
- **Evaluate Fund Performance and Structuring:**
Understand valuation methodologies, risk metrics, and best practices in fund structuring and performance evaluation.
- **Enhance Distribution and Client Servicing Skills:**
Develop expertise in distributor responsibilities, client interaction, fund due diligence, and legal documentation to deliver investor-focused solutions.

Course Details:

- NISM exam registration fees not included in the above mention Course Fee.
- PPTs (700+ Slides), 800+ MCQs, 30+ case studies and PDFs for practice (mock exams & mock paper shared for self-practice).
- Sessions would cover doubt solving from the Mock Exams.
- Online Interactive Session for the practice on software's required in particular module

Eligibility :

The NISM Series XIX-A: Alternative Investment Funds (Category I and II) Distributors Certification Examination is suitable for:

- **Associated Professionals:**
 - Distributors and placement agents working with Alternative Investment Funds in India.
 - Employees of SEBI-registered entities involved in AIF sales, distribution, and compliance functions.
 - Professionals handling investor servicing, fund structuring, or governance aspects of AIFs.
- **Aspiring Individuals:**
 - Candidates pursuing 10th, 12th, undergraduate, or postgraduate studies with an interest in alternative investments and financial markets.
 - Financial advisors, wealth managers, and portfolio managers seeking specialization in AIFs.
 - Individuals aiming to deepen their understanding of fund distribution, valuation, and client-focused solutions.

Curriculum Overview:

NISM Series XIX-A: Alternative Investment Funds (Category I and II) Distributors Certification Examination

Unit 1: Overview of Alternative Investments

- Gain insights into alternative investment avenues, their historical evolution, role in portfolio management, and distinguishing characteristics like 'alpha' and 'beta.'

Unit 2: Alternative Investment Funds in India

- Understand the growth and development of AIFs in India, post-2008 trends, categories of AIFs, suitability of AIF products, and the current market landscape

Unit 3: Concepts in the AIF Industry

- Explore critical concepts such as the private capital ecosystem, sponsor and capital commitments, due diligence, co-investments, ESG principles, and key financial metrics like preferred returns and waterfall distributions.

Unit 4: AIF Regulatory Framework

Develop knowledge of the SEBI (Alternative Investment Funds) Regulations, 2012, and relevant provisions of the Foreign Exchange Management Act (FEMA), 1999, impacting AIF operations.

Unit 5: Alternative Investment Fund Structuring

Understand the principle of pooling, structural considerations for AIFs, and templates for fund constitution and governance.

Unit 6: Risk and Return – Fund and Investor Perspective

Analyze the nature and types of debt and equity investments, investor risks in AIFs, and key metrics for measuring returns, including the J curve and worked-out scenarios

Unit 7: Investment Process and Governance of Funds

Learn about deal sourcing, due diligence reviews, definitive agreements, co-investments, governance structures, and investor protection mechanisms in AIFs.

Unit 8: Fund Due Diligence – Investor Perspective

Examine fund selection processes, manager evaluation, due diligence strategies, and sales approaches for distributors.

Unit 9: Legal Documentation and Negotiation – Investor Perspective

Understand the significance of key legal documents such as trust deeds, partnership agreements, private placement memorandums, and subscription agreements, along with negotiation strategies

Unit 10: Fund Monitoring, Reporting, and Exit

Master techniques for monitoring fund performance, regulatory reporting, addressing conflicts, secondary market exits, and portfolio company divestitures.

Unit 11: Valuation

Explore valuation basics for fixed income, equity, and businesses, including methods like discounted cash flow, asset-based, and multiple-based valuations, alongside regulatory considerations and the role of valuers.

Unit 12: Taxation – India Specific

Understand the taxation framework for AIFs, including business and investment income taxation, GST, and local taxes, with specific emphasis on residents and non-residents in India.

Unit 13: Good Practices

Learn best practices for AIF distributors, including distributor agreements, pre- and post-distribution services, preparation of distribution pitches, and ethical considerations for client interactions.



Faculty/Trainer[∞]:

Mr. Amit Gupta

MS Finance, MMS Finance (NIT), MBA Project Mgmt(SMU), CCRA™, AIM®, BE(Electrical, Govt. College), Passed CFP & CWM, Dip T&D (ISTD, New Delhi).

Amit is a seasoned financial professional with over 20 years+ of expertise in the Indian capital markets, specializing in Equity Research, Financial Modeling, Stock Trading & Risk Management, Business, Wealth management, and Investment Advisory. Renowned for a strong track record of excellence, he has delivered impactful results across diverse financial domains. He worked as the **Principal Officer** at a leading Portfolio Management Services (PMS) firm in Mumbai he combines industry expertise with academic rigor. He worked in middle management positions with leading corporates like ICICI Securities Ltd, ISE India, Financial Technologies (I) Ltd, and Standard Chartered Securities Ltd. Defining, executing and delivering the analytical solution to business problems.

He brings extensive teaching experience, conducting courses in financial modeling, valuation, corporate finance, fundamental analysis, and portfolio management. With a robust academic foundation, he holds advanced certifications, including an MS in Finance (CFA Charter holder pathway, ICFAI), MMS in Finance (NIT), CCRA™, AIM®, and a Bachelor of Engineering in Electrical Engineering from MBM Er. College (govt.) Jodhpur. He passed CFP, CWM certification examination. He holds Post Graduate Diploma in Training and Development (ISTD, New Delhi)

[∞] : A trainer for a specific training course may be changed without prior notice.

Registration & Fee Payment:

- Name of Module: NISM Series XIX-A: Alternative Investment Funds (Category I and II) Distributors Certification
- Mode of Delivery: Online Live Interactive + Online Self-paced*
- Call us for an Individual and Customized Corporate Training
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- 📞 <https://wa.me/+919967813782>



Payment:

(1) Scan the QR Code:

(2) Transfer to a bank account:

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IFSC- **HDFC0000540**

Branch: HDFC Bank, Sector-17, Vashi, Navi Mumbai

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LLP



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Refund Policy

- Registration Fees paid by the candidate shall not be refunded under any circumstances after the classes have commenced.
- In case the registered candidate wishes to cancel the registration for the program, the candidate shall intimate ICAPITAL Academy via a written request or Email within 3 working days prior to the commencement of the program. Once the request has been approved by ICAPITAL Academy the candidate will be refunded 90% of the total course fees paid for the respective program.
- ^ ICAPITAL Academy reserves the right to change or modify the class date/ time due to certain exigencies

Disclaimer

- The content provided in this program/course is for educational and informational purposes only. ICAPITAL Academy & Corporate Advisory LLP does not provide financial, legal, or investment advice. Participants are encouraged to consult qualified financial advisors before making any investment decisions.
- While all reasonable efforts have been made to ensure accuracy and completeness of the material, ICAPITAL Academy does not guarantee or warrant the reliability, accuracy, or completeness of the information presented. The program/course does not ensure success in examinations, certifications, or job placement.
- The financial markets are subject to risks, and past performance is not indicative of future results. Participants are responsible for their own investment and financial decisions.



Terms & Conditions

1. Enrollment and Fees

- o Enrollment is confirmed only upon receipt of the full course fee.
- o The course fee is non-refundable under any circumstances, except where explicitly stated.
- o NISM certification examination registration fees are not included in the course fee.

2. Course Access

- o Access to course materials (PPTs, recordings, mock exams, etc.) is provided for the duration of the program or as specified by ICAPITAL Academy.
- o Unauthorized sharing, reproduction, or distribution of course materials is strictly prohibited.

3. Participation

- o Participants must attend sessions regularly and adhere to the schedule.
- o **ICAPITAL Academy** reserves the right to reschedule or cancel sessions with prior notice.
- o I understand and agree, I should use the same email id and mobile number throughout the course run.

4. Certification

- o Completion of this program/course does not guarantee passing the NISM certification exam. Participants must register independently for the exam through NISM.

5. Liability

- o **ICAPITAL Academy** is not liable for any direct, indirect, or incidental loss or damage resulting from reliance on the course material or participation in the program.
- o Participants acknowledge that the financial markets involve risks, and they are solely responsible for their investment decisions.

6. Code of Conduct

- o Participants are expected to maintain a professional demeanor during sessions. Any disruptive behavior may result in removal from the program without refund.

7. Amendments

- o **ICAPITAL Academy** reserves the right to update or modify the terms and conditions at any time. Participants will be notified of such changes.

8. ICAPITAL Academy Privacy Notice

- o ICAPITAL Academy respects your privacy. We may use your contact information, such as your name, address, and email id to fulfil your request and service your account and to provide you with additional information from ICAPITAL Academy For further information on ICAPITAL Academy's privacy policy please visit www.icapitalacademy.com



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