JUPITER PRIME

Consulting • Training • Advisory

جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

# Investment Bank Business Lines and Mandate Economics Training Course

18 – 22 April 2027
Cairo

# Investment Bank Business Lines and Mandate Economics Training Course

**Ref:** 2668_101657 **Date:** 18 – 22 April 2027 **Location:** Cairo **Fees:** 3500 GBP

Investment Bank Business Lines and Mandate Economics is a 1-week training course for junior analysts and coverage support staff, built around a mandate economics worksheet showing what one client assignment earns and costs. Fee pools are shifting between desks, so juniors who see how a mandate pays its way are trusted sooner. Jupiter Prime Training delivers this course on investment bank business lines and mandate economics.

## Why Investment Bank Business Lines and Mandate Economics Matters Now

Three pressures shape how investment banks earn money today. Corporate clients ask for fewer, broader relationships. Automation of trading and research desks moves revenue towards judgement-heavy advice. Balance sheet and capital costs push leadership to ask which mandates return enough for the resources they tie up. A bank that reads mandate economics well spends senior time on the right clients and declines thin assignments early; one that reads them badly wins league positions while losing money on staffing, write-offs and unpaid work.

## Who Gains Most from Investment Bank Business Lines and Mandate Economics

- Staff who prepare pitch materials and client coverage notes for merger and financing discussions
- Analysts who build deal models and track the time spent on each live assignment
- Juniors on debt and equity origination desks who support issuer conversations
- Sales, trading and research support staff who need to see how their desk links to advisory clients

Analyst classes and newly formed coverage teams gain most when several members attend together.

## Investment Bank Business Lines and Mandate Economics Capabilities

Participants learn to read the money behind each client assignment.

- Map the revenue sources of each investment bank division and how they interlock — coverage and division heads
- Calculate the expected fee, cost and break-fee position of an advisory mandate — the mandate acceptance committee
- Weigh retainer, success fee and minimum fee structures in an engagement letter — the senior banker negotiating terms
- Assess the staffing hours and opportunity cost a mandate absorbs — the resourcing lead
- Identify cross-selling links between advisory, financing and trading desks — the client relationship owner
-

Communicate mandate economics clearly in a one-page note — the deal team and business management

## Key Investment Bank Business Lines and Mandate Economics Terms

- Mandate — A formal appointment of the bank to advise on or arrange a transaction, set out in an engagement letter.
- Success Fee — The fee payable only when the transaction completes, usually a percentage of deal value.
- Retainer — A fixed periodic fee paid during the assignment, often credited against the later success fee.
- Fee Pool — The total fees paid by clients for a product line in a market, shared among competing banks.
- Client Coverage — The relationship function that owns a client and brings in product specialists from each division.
- Wallet Share — The portion of a client's total annual banking fees that one bank captures.

## Investment Bank Business Lines and Mandate Economics Day by Day

### Day 1: How an Investment Bank Is Organised

- Division Map of Advisory, Financing, Markets and Research — Where Each Fee Arises
- Coverage Versus Product Specialist Roles — Who Owns the Client Relationship
- Information Barriers Between Public and Private Sides — Conflict Control
- Fee Pool Trends by Product Line — Where Revenue Is Moving
- Client Wallet Share Analysis — Choosing Which Relationships to Grow

### Day 2: Merger and Acquisition Advisory Economics

- Sell-Side and Buy-Side Mandate Stages — Effort Across the Deal Timeline
- Engagement Letter Fee Clauses — Retainer, Success and Minimum Fees
- Break Fees and Aborted Deal Recovery — Protecting Earned Effort
- Fairness Opinion Work — Separate Fee and Liability Considerations
- Pitch Book Investment Decisions — When Unpaid Work Is Worthwhile

### Day 3: Financing and Markets Desks

- Debt Origination Revenue Sources — Arrangement Fees and Balance Sheet Use
- Equity Origination Revenue Sources — Underwriting Spread and Risk Taken
- Sales and Trading Revenue — Client Flow Versus Inventory Income
- Research Funding Models — Paying for Analysis Separately from Execution
- Cross-Selling Between Desks — Linking Financing to Advisory Clients

## Day 4: Costs, Capital and Mandate Choice

- Deal Team Staffing Hours — Measuring the True Cost of a Mandate
- Compensation Ratio and Desk Cost Base — Reading Division Profitability
- Capital and Balance Sheet Charges — Weighing Commitments Against Return
- Mandate Acceptance Committee Criteria — Approving or Declining New Work
- Reputational and Conflict Screening — Reasons to Walk Away from Fees

## Day 5: Practising the Mandate Economics Worksheet

- Client Case Selection from Industrial and Healthcare Sectors — Setting the Scenario
- Fee Structure Modelling for the Chosen Case — Applying Engagement Letter Terms
- Staffing and Capital Cost Estimate — Applying Day Four Measures
- Cross-Selling and Wallet Share Assessment — Applying Coverage Analysis
- Completing the Mandate Economics Worksheet — Peer Challenge and Final Note

## Applying Investment Bank Business Lines and Mandate Economics After the Course

- Prepare a fee, staffing and break-fee estimate for one live mandate and share it with the deal lead.
- Build a wallet share summary for one covered client, showing which divisions earn from it.

## Investment Bank Business Lines and Mandate Economics Questions FAQ

### What is investment bank business lines and mandate economics and why does it matter now?

It is how each division of an investment bank earns money and what a client assignment returns. It matters now because capital and staffing costs force banks to choose mandates carefully.

### Which roles gain most from investment bank business lines and mandate economics?

Junior analysts, associates and coverage support staff gain most.

### How does investment bank business lines and mandate economics differ from a capital markets instruments course?

It looks at the bank as a business rather than at securities. An instruments course explains securities; this one explains how desks earn fees and choose mandates.

## What do you bring back from investment bank business lines and mandate economics?

You bring back a completed mandate economics worksheet for a realistic client case. It shows fees, staffing cost, capital use and cross-selling links.

## Investment Bank Business Lines and Mandate Economics: The Way Forward

The mandate economics worksheet first informs whether a new assignment should go to the acceptance committee at all. Deal leads and coverage bankers use it to agree fees and staffing before work begins. After its first use, revisit the staffing hours estimate against actual time recorded, since that comparison shows how well the team forecasts its own effort.