FIN579 (C & D)
Asian Capital Markets
Winter Quarter 2018
Thursday 6:00 – 9:00 pm, Paccar Hall 293
Stephan Siegel
(ss1110@uw.edu)

Goals
This 2-credit course provides you with a framework to think about capital markets and financial systems in Asia, the fastest growing continent over the past 40 years. To focus ideas, we will typically approach topics from the perspective of a U.S investor, including corporate investors engaging in cross-border greenfield investments and mergers and acquisitions. Naturally, many of the questions we will discuss are also relevant for individual investors, investing, for example, for retirement.

Asia is a huge and diverse continent, and we will be able to cover only a small set of countries. Specifically, we will study China and India in some depth and hear about Japan, Indonesia, Hong Kong, and Cambodia from some of our guest speakers. In terms of asset classes, we will cover currencies, stocks, real estate, private equity, and fixed income.

Of course, many of the questions we will encounter when analyzing a specific case or investment opportunity in a given country will apply to other countries in Asia and often beyond Asia. Indeed, one key objective of this course is to understand the many dimensions, which characterize a country’s financial system and along which countries can and do make different choices, compared to, for example, the U.S. These choices include the type of exchange rate regime, the regulation around foreign capital entering and leaving a country as well as around foreign ownership of local assets, the organization of equity, bond, and derivative markets as well as of the banking sector, the role of state owned enterprises (SOEs), as well as the rules that apply when events deviate from expectations, for example, in the case of default and bankruptcy.

Learning Approach and Materials
The course will combine case discussions, lectures, and several guest speakers. While business cases allow you to explore a given asset class in the specific setting of one country, lectures will provide an overview over how other Asian economies and, importantly, a general economic framework. Guest speakers will give us up-to-date insights into conditions and developments in Asia.

You are expected to prepare all cases we will discuss and read the background material assigned for each class. In addition, reading about current trends in Asian capital markets in the financial press, such as the Wall Street Journal, the Financial Times, or the Economist, will allow you to benefit from discussions with our guest speakers.

Cases and copyright protected reading materials will be in your required course packet (available through the University Bookstore). Additional reading materials, including required as well as optional readings, and lecture slides will be available on Canvas. I will also provide detailed questions for each case as well as additional commentary on readings and related topics on Canvas. Please refer to Canvas for your preparation for each class.
Depending on your finance background, you might want to consult an international finance textbook to familiarize yourself with some of the finance topics which we will discuss. The book, which I recommend and which I will make available through the Foster Library, is Eun and Resnick, International Financial Management, 8. edition (earlier editions are fine as well). If you want to buy the book, you can consider the international paperback edition. Also, if you are in the EMBA or GEMBA program, please note that I use the same book in my International Finance class in your programs. For Asian Capital Markets the textbook is not required, but an option to dig deeper into the international finance aspects of the course.

The course is paired with an optional study tour to Asia, organized by the Global Business Center. As part of the study tour, we will visit Beijing and Shanghai, China, as well as Tokyo, Japan between March 11 and 22, 2018. The objective of the study tour is to further enhance your understanding of investing in Asia, with a focus on Japan and China, through in-country meetings with investors, local financial institutions, and government officials.

Participation in the study tour is not required for successful completion of this course, but participation in the study tour requires that you take this course. Study tour participants will also be required to attend additional pre-departure sessions on January 27 and March 3 and will have additional deliverables. Successful participation in the study-tour provides you with two additional course credits, such that successful completion of this course and the study tour corresponds to a total of four credits. The Global Business Center administers the study tour to Japan and China.

All course requirements listed in this syllabus apply only to the “Asian Capital Markets” course.

Requirements and Grading
Your grade in this course will be based on the following:

- Participation in class discussions (individual) 40%
- One case write-ups and one topic write-up (group) 60%

Participation in class discussions is important in this class. You will understand and remember the material better if you participate in the discussions. Also, you will contribute to the learning of others in the class. The quality of your participation is more important than quantity. You should try to participate in each session, without dominating the class discussion.

Each study group, consisting of up to three students, will prepare a written analysis of one of two business cases: “Alibaba’s Bonds Dilemma” (Class 4) or “SOHO China” (Class 8). The case write-ups are due at the beginning of the class, in which the case will be discussed. I will provide specific questions for each case write-up that I ask you to address.

Each group also has to prepare a write-up on a topic related to Asian capital markets. I will provide several topic ideas at the beginning of the quarter, some of which will be provided by our guest speakers. While a topic write-up should provide an overview over a given subject, it must go beyond a summary of facts and include an (economic) argument why or how something of relevance to investors has happened, is happening or will happen. All topic-write ups are due by Sunday, March 11.

All write-ups should be no more than four pages of double-spaced text, with no more than four pages of charts or tables. The grade will depend on the quality of the analysis and the effectiveness with which you present your argument.
Course Schedule
The class will meet on Thursday evenings between 6 and approximately 9:00 pm. See below for the detailed course schedule. Note that the schedule is subject to change.

Course Schedule: Winter 2018 (subject to change)

Class 1 – Jan. 4, 2018
- Lecture: Asia: An Introduction
- Lecture: Financial Systems: Elements and Comparisons
  ➢ Finance background reading: Eun and Resnick: Chapters 2 and 11

Class 2 – Jan. 11, 2018
- Lecture: Growth and Global Asset Allocation
- Guest Lecture: Investing in Japan
  Brian Heywood, Managing Partner and CEO, Taiyo Pacific Partners, Seattle
  ➢ Finance background reading: Eun and Resnick: Chapters 13 and 15

Class 3 – Jan. 18, 2018
- Lecture: Market Segmentation and Liberalization
- Mini Case: ICICI Bank and the Issue of Long Term Bonds
- Guest Lecture: India’s Financial System
  ➢ Finance background reading: Eun and Resnick: Chapters 12 and 15

Jan. 25, 2018: No Class

Class 4 – Feb. 1, 2018
- Case: Alibaba's Bonds Dilemma: Location, Timing, and Pricing
- Guest Lecture: China’s Financial System
  Andrew Collier, Managing Director and Founder, Orient Capital Research, Hong Kong
  ➢ Finance background reading: Eun and Resnick: Chapters 12 and 15

Feb. 8, 2018: No Class

Class 5 – Feb. 15, 2018
- Lecture: Private Equity and Corporate Acquisitions
- Mini Case: Leopard Capital: Private Equity in Cambodia
- Guest Lecture: Private Equity in Frontier Markets
  Doug Clayton, Founder & CEO, Leopard Capital, Phnom Penh
  ➢ Finance background reading: Eun and Resnick: Chapter 16
Class 6 – Feb. 22, 2018
- Lecture: FX Regimes and Crises
- Mini Case: Global Asset Allocation: Whither the U.S. Dollar?
- Guest Lecture: Currency Investing
  Anand Iyer, Portfolio Manager, WorldQuant, San Francisco
  ➢ Finance background reading: Eun and Resnick: Chapters 2, 5, and 6

Class 7 – March 1, 2018
- Lecture: Real Estate Investing
- Guest Lecture: Investing in Indonesia
  Marini Sulaeman, Managing Partner, Legisperitus Lawyers, Jakarta

Class 8 – March 8, 2018
- Case: SOHO China: Transformation in Progress
- Guest Lecture: Real Estate Investing in Hong Kong and Mainland China
  Peter Churchouse, Director, Asian Property Services, Hong Kong

Sunday, March 11, 2018: Topic write-up is due.