



**To:** APMI Members,

**Subject:** Two Additional Trainers for NISM XXI A Certification

**Dear APMI Members,**

NISM XXIA examination seeks to create a common minimum knowledge benchmark for distributors and relevant employees of PMS providers. This certification aims to enhance the quality of distribution and related support services in the PMS industry.

**PMS Industry Statistics:**

- There are about **1,50,000 PMS Clients** who are serviced by SEBI Registered Portfolio Managers through their service offerings under Discretionary, Non-Discretionary and Advisory.
- These clients are mapped to **408 Portfolio Managers** who manage an **asset base of over Rs. 30.24 lacs Crs** and
- There are around **8,440 NISM XXIA certified professionals**.

There is a tremendous upside expected in all of the above parameters and imparting training to the personnels of the PMs and their registered distributors will be the key essence in achieving further milestones.

To manage this growth track, professional expertise and required certifications are essential, which are incorporated in the Securities & Exchange Board of India notification dated **7th September 2021**.

Looking at the requirements of NISM certification in the PMS industry, based on our discussions and meetings with the industry participants and with the approval of the APMI Board, we are pleased to share with you that APMI has engaged with **2 additional trainers**:

- M/s Serene Waters and
- Mr Romit Barat

as its **Training Partners** for imparting training to the employees of the Portfolio Managers and their registered distributors.



We believe that through this initiative, the quality of training and the standardisation of the same can be introduced in the PMS industry. The essence of our initiative is to facilitate Training & Certification facility for the PMS Industry at large.

APMI, on behalf of its members and under the guidance of its Board Members has negotiated on the following fees with these training providers:

- Fees, Training hours and Max number of candidates:

<b>Fees for each batch (taxes extra)</b>	<b>Maximum Number of Candidate in each batch</b>	<b>Training hours for each batch</b>
Rs. 50,000/-	50	16 hrs

- The above fees include, Live Webinar based session, Study material, Doubt Solving Session and Mock Test/s provided by M/s Serene Waters and Mr Romit Barat.

**The following points should be noted:**

1. These terms are offered and available to all APMI Members, who in turn can engage with these trainers, as per the terms mutually agreed between the APMI member and the training/s provider.
2. M/s Serene Waters and Mr Romit Barat will be billing and charging the fee for the training directly from the Portfolio Managers and their respective Distributors.
3. APMI will not be responsible for payment of any fees or charges related to the training.
4. M/s Serene Waters and Mr Romit Barat will also be sharing their training calendars and schedules with APMI and APMI will share the same with its members through email.
5. The contact details of M/s Serene Waters and Mr Romit Barat are mentioned below:



<b>Contact Details</b>				
<b>APMI Training Partner</b>	<b>Contact Person</b>	<b>E-mail id</b>	<b>Mobile Number</b>	<b>Web Address</b>
M/s Serene Waters	Mr. Sanjeeva Mathur	sanjeeva@serenewaters.in	91466 11011	serenewaters.in
Mr Romit Barat	Mr Romit Barat	romit.barat@gmail.com	98920 72790	-

6. APMI Members are free to engage with any of the above Training Partners of APMI or any other vendor of their own choice for facilitating these/similar Training & Certification programmes.

We hereby request all our members to take this initiative of NISM XXIA Certification forward.

Looking forward for your continuous support.

Sincerely yours,

**For Association of Portfolio Managers in India**

Rashim Bagga  
Principal Officer

**Association of Portfolio Managers in India**

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