# Structured Products For Non Client-Facing Staff

## 1st – 2nd December 2008
## Singapore

### A comprehensive 2-day practical workshop designed to demystify the role of structured products

- Understand why derivative and structured products are used
- Explore fundamental concepts behind derivative products
- See the coordination between front, middle and back offices
- See how to mine for information so we offer suitable and appropriate solutions

**Training methodology:**

The programme is highly interactive and it will encourage participation through exercises and case studies, which the delegates will solve individually or in small work-groups.

These activities are designed to allow attendees to practise and to consolidate the concepts that will be discussed during the lectured sessions of the program.

The program will focus on the practical realities of the market, rather than taking an excessively mathematical or academic approach.

**This is an intensive course which will require concentration.**

**Who should attend:**

The programme is designed for:

- Staff offering wealth management and private banking services
- Human Resources personnel involved in financial markets
- Legal and compliance
- Credit analysts involved in the financial markets
- Middle office
- Back office and settlements
- Staff who want a larger overview of how and why structured products are used

**Course Requirements:**

No calculator is required for this.

**Course times:**

Each day of the course starts at 09:00 am.

**What is provided:**

Lunch, tea and coffee
Course certificate

**What is NOT provided:**

Accommodation and travel arrangements should be booked by the delegate. Associated costs will be borne by the delegate.

## Introduction and Programme Objectives

The Course Director will present a brief overview of the programme

## Uses of Structured Products in Asset and Liability Management

- Why are derivatives used in asset management and private banking
  - Effectiveness versus traditional cash-based instruments
- What are the building blocks of derivatives?
  - Spot and forward levels
  - Where do these numbers come from
- Why and how can principal protection be offered?
- Clarifying some of the jargon

## Fundamental Products

- Interest rates
  - Financial futures
  - Interest rate swaps and their mechanics
- Foreign Exchange
  - Spot and forward FX rates
  - Applications in currency overlay and as an asset class
- Credit instruments
  - Fixed income bonds, Floating Rate Notes
  - Credit Default Swaps (CDS)
  - Uses in synthetic credit instruments
- Mining for information
  - Identify the risk parameters
  - What questions do you think should be covered with structured products clients?
  - Suitability and appropriateness
- Equities
  - Basic options
  - Warrants
  - (Reverse) Convertible / Exchangeable bonds
- Have you got what it takes to be a trader?
  - Participate in a face-to-face live trading game!
  - Learn front, middle and back office skills

## Course Review

Review of Day 1 and 2

## Simon Rogers

- Simon commenced his career in 1984 with Continental Illinois, working in the International Banking Division in London, Chicago and Brussels as a Relationship Banker.
- He moved to First Chicago in 1989, joining the Derivatives Group in 1990.
- He was recruited to CIBC Financial Products in 1995 in London, before joining ABN AMRO in January 1999 as Head of Derivatives Sales & Marketing for Europe, Middle East & Africa.
- He founded **Swapskills** in 2002, which specialises in derivatives training and consultancy. He has extensive experience across fixed income, equity and commodity derivatives and has covered clients in the public, financial and corporate sectors.
- Simon is the author of the Euromoney "Swaps in Practice: Products, Pricing and Applications" which was released in early 2005.

## Comments from previous participants

"Absolutely brilliant - thoroughly enjoyed taking part - inspiring."

"Will be very useful on a day to day basis for me."

"Clearly an authority on this subject."

"Very clear, succinct and interesting."

"You are the first person I have met that has made the murky world of derivatives comprehensible !"

"Given me greater confidence to discuss risks and derivative solutions with clients."

"Presenters' practical experience shows in the materials and subjects covered."

"An excellent trainer."

"Enjoyable and informative."

## COURSE BOOKING FORM

TITLE ……………………………………………………………………………

FIRST NAME ……………………………………………………………………………

SURNAME ……………………………………………………………………………

JOB TITLE ……………………………………………………………………………

COMPANY ……………………………………………………………………………

ADDRESS ……………………………………………………………………………

……………………………………………………………………………

……………………………………………………………………………

EMAIL ……………………………………………………………………………

TEL ……………………………………………………………………………

FAX ……………………………………………………………………………

I wish to attend

- **Structured Products for Non Client-Facing Staff** **1st – 2nd December 2008**

**SIGNED** ……………………………… **DATE** ………………..………………

---

**METHOD OF PAYMENT** US$ 2,999

- I enclose a **cheque** for US$ 2,999 payable to **Swapskills Pte Ld** ……..…
- I have made a **payment to your bankers** for US$2,999 ……..…

**United Overseas Bank Ltd, 80 Raffles Place, UOB Plaza 1, Singapore 048624**
Account Name Swapskills Pte Ltd
Branch 7375, A/C No. **380-304-947-3, SWIFT Code UOVBSGSG**

---

**PAYMENT** is required prior to the event. If you require an invoice, please inform us stating whether you need an original or a fax copy. Please allow a minimum of 7 days for payment to reach us and email, phone or fax us when it has been sent. Please state the event and delegate to which it relates.

**CANCELLATION** If you are unable to attend and let us know in writing 14 days or more before the course, an administration charge of only 10% of the course fee will be incurred. 50% of the course fee will be charged if you give between 7 and 14 days' notice. Thereafter, full payment is required, but a substitute delegate is welcome at no extra charge. This policy is necessary due to strict limitation on delegate numbers.

---

**CONTACT US** **EMAIL** simon@swapskills.com
**TEL** **+ 65 9236 8901**
**FAX** **+ 65 6491 5687**
**Reg. Office** **3 Raffles Place, Bharat Building #07-01, Singapore, 239192**
Reg. No. 200719856N