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What we offer....

Swapskills provides customized training on capital markets instruments, corporate finance, commodity risk management, excel modelling for the financial markets.

Understand how both simple and complex products work and how they can be applied to either increase or decrease risk. Are they suitable and appropriate?

We train people at *all* levels of knowledge, from graduate entrants through to experienced bankers.

Relationship Bankers, Credit Analysts and Back Office personnel have benefited from our courses as well as experienced capital markets sales people.





Derivatives....

Swapskills specializes in customized training on OTC derivatives.

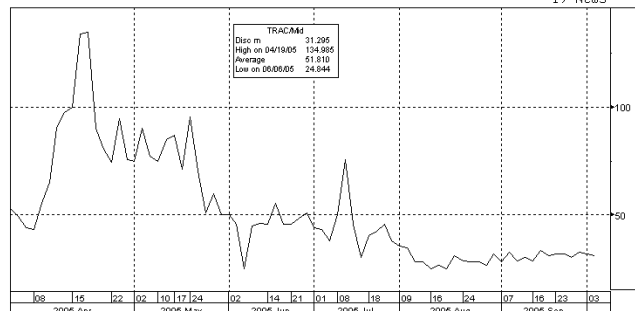
This includes looking at how the products work, the instances they would be used and how to handle them once they have been traded.

Our systems and continuing involvement in the financial markets mean that we concentrate on current market solutions and topics of interest.

Change Country		EURO - TSY & MONEY MARKETS										16:12:04	
MONEY RATES		DEPOSITS		EURIBOR		EUROLIBOR		EURO SWAPS		EUREPO FIXING			
O/M DEPO	2.250	O/N	3.2750	1M	3.28800	1M	3.29375	1YR	3.03775	1M	3.30		
O/M LEND	4.250	1M	3.2650	2M	3.24100	2M	3.24913	2YR	3.22200	1W	3.30		
2W REPO	3.250	3M	3.1550	3M	3.22800	3M	3.22500	3YR	3.49375	2W	3.29		
3M REPO	3.273	6M	3.0300	4M	3.19100	4M	3.18875	4YR	3.73500	3W	3.28		
		9M	3.0400	5M	3.15900	5M	3.15750	5YR	3.94500	1M	3.27		
		1YR	3.0300	6M	3.13100	6M	3.12688	6YR	4.12650	2M	3.21		
				7M	3.11300	7M	3.10688	7YR	4.27500	3M	3.16		
				8M	3.08700	8M	3.08488	8YR	4.50450	6M	3.02		
				9M	3.07000	9M	3.07025	10Y	4.59125	9M	2.95		
				10M	3.06700	10M	3.06675	15Y	4.84625	1Y	2.85		
				11M	3.06100	11M	3.06000	20Y	4.95750				
				12M	3.05400	12M	3.05375						

Bond Name	Moody	S&P	Spread	Day	Week	Spread	Day	Week
			Bench	Change	Change	Euribor	Change	Change
GMAC4.500 04/10/02	A2	A	55	0	0	37	0	2
DCX4.875 04/11/02	A2	A	72	2	-8	53	2	-6
FIAT5.000 12/11/02	A3		65	0	-11	46	0	-9
FIAT5.750 17/03/03	A3		100	0	-2	74	0	0
DCX6.000 19/01/04	A2	A	118	3	4	92	3	5
F5.625 02/02/04	A2	A	116	6	NA	89	6	NA
DCX3.500 16/03/04	A2	A	72	0	-12	40	-1	-10
FIAT3.750 31/03/04	A3		113	0	1	85	-1	2
F3.750 12/07/04	A2	A	95	-2	-10	66	-3	-8
GMAC5.875 12/07/04	A2	A	97	0	7	72	0	9
VLVY5.125 12/10/04	A3		83	0	-2	56	0	1
DCX4.500 03/01/05	A2	A	105	0	-5	77	0	-1
				2	92	8	5	
				-3	76	1	-1	
				-1	99	2	1	
				-3	77	4	0	
				0	90	6	9	
				NA	100	5	NA	
				1	95	0	0	
				-2	84	0	0	
				0	108	0	-7	
				-4	126	-3	-1	

DCX 0 03/07/07 \$ C 99.874 +.007 Corp GY
 As of 10/4 DELAYED Vol 50 Op 99.874 Hi 99.874 Lo 99.874 TRAC
 Trade Line for DCX 0 03/07/07 Corp
 4/ 5/05 - 10/ 4/05 Period Daily Chart Type Trade Line Moving Averages News



Australia 51 2 9277 8600 Brazil 5511 3048 4500 Europe 44 20 7330 7500 Germany 49 69 920410
 Hong Kong 852 2977 6000 Japan 81 3 3201 8900 Singapore 65 6212 1000 U.S. 1 212 318 2000 Copyright 2005 Bloomberg L.P.
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Financial Modelling....

Excel modelling for financial markets is increasingly important for credit and market risk professionals.

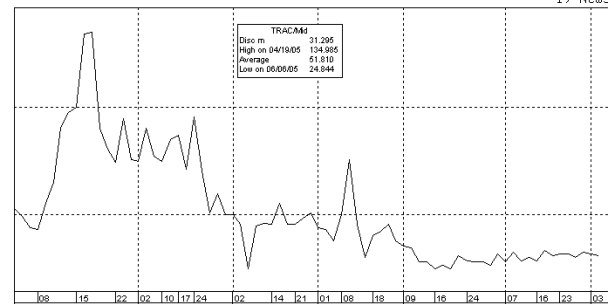
Learn good model designs, financial model building, simulation development, sensitivity and scenario analysis as well as auditing and debugging.

Improve the efficiency and scalability of your own risk management systems. This area can also be adapted to help develop more sophisticated credit analysis models.

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We cater for both buy and sell side....

FAS 133, IAS 39 and Sarbanes-Oxley have increased the need for both sellers and buyers of capital market and derivative instruments to be fully aware of what they have executed.



We show end users the risks and pitfalls they should recognize when entering into capital markets or derivative transactions.

Fair value needs to be realised for both sides to a deal.

Appropriateness and suitability are key



Developing business opportunities....



Our courses place emphasis on applying capital markets and derivative instruments in a real market environment.

You need to understand when an opportunity exists and to appreciate the most appropriate and *practical* solution for your client.

Our approach is to pick a major multinational with exposures across all asset and liability classes.

In teams, you analyse all available financial and industry information to determine its business, financial and operational risks. You then identify relevant solutions which are discussed to determine their suitability and viability.



Training features....

- Use of frequent exercises and case studies to reinforce theory
- Take-aways such as laminates with essential information
- Quizzes
- Post-course consultation on an individual basis
- In-depth analyses using Bloomberg, broker reports and annual reports
- Concentration on the practical aspects of capital markets products rather than pure theory



Partnerships....

Swapskills works only with highly regarded and proven trainers and consultants.

Each has a long track record of professional success in their respective markets.

This ranges from credit derivatives to structured equity-linked products to legal issues affecting the financial sector.





Simon Rogers – Derivative Products

Simon's background as a Relationship Banker has been a strength when training non-dealing room staff in how capital markets and derivative products can be applied to their clients.

He has extensive experience across derivative products of the major asset classes: interest rate, currency, equity, commodity and credit.

He has worked at major financial institutions since 1984, including ABN AMRO, CIBC Financial Products, First Chicago and Continental Bank.

He wrote Euromoney's "Swaps in Practice" which was released in December 2004.



Terri Duhon –Structured Credit Products

Terri graduated from MIT in Maths in 1994 and immediately joined JPMorgan as an interest rate derivatives trader in NY.

In 1998, she moved to Credit Derivatives and Structured Products at JPMorgan and was instrumental in developing the credit derivative market as well as building the BISTRO business: a cutting edge securitization technique pioneered by JPMorgan.

Later she moved to London and helped to build the European Structured Finance business with a focus on managed synthetic transactions and single tranche trades which led to an explosion in structured credit derivative business globally.

In 2002, she joined ABN AMRO for 2 years to help build a global structured credit business. She left in May 2004 to found B&B Structured Finance Ltd.



Fiona Collinson – Corporate Finance

Fiona worked at Goldman Sachs as Executive Director, Investment Banking Division Europe. Whilst at Goldman Sachs, Fiona ran the European Banker Training Team and worked closely with line bankers to design and deliver practical and relevant course content.

Prior to joining Goldman's, Fiona was Training Director, Investment Banking Division at Deutsche Bank.

Fiona additionally has seven years experience at Standard Chartered Bank. Working with the Leveraged Finance Group, Fiona then became part of the team that developed and implemented syndication strategy for a number of ground breaking LBO transactions. She also actively managed the banks UK loan asset portfolio via sub-participations and assignments.



Peter Savill – Derivative Products

Peter Savill has been involved in financial markets training and consulting since 1994, with a particular focus on the areas of treasury, derivatives, capital markets and market risk management.

Peter worked for 3 years FX trading for Bank of America and for a further three years in various sales and trading functions for Citibank. Subsequently, he had responsibility for Citibank's financial markets training in London, and then New York. His final position before leaving the bank in 1992 to pursue an MBA was that of European sales and marketing head for Citibank's futures and broking unit based in London.

Peter has a B.Sc. (Honours) in Banking and Finance from Loughborough University in the United Kingdom and an MBA from IMD in Lausanne, Switzerland. He is a member of the CFA Institute and holds the CFA charter.



Martyn Turner – Commodities / Risk Modelling

Having started as an actuarial trainee, Martyn moved into banking in 1985, just ahead of the "Big Bang". After a few years as a bond analyst at Merrill Lynch, Martyn was attracted to the embryonic risk management sector in the late 1980's. From here he progressed into client facing roles in risk advisory (Paribas and Bankers Trust), and finally into senior structuring and sales (Bankers Trust/Deutsche Bank, CSFB and ABN AMRO).

His derivatives and modelling experience covers bonds and other interest rate markets, foreign exchange options and energy derivatives.

Martyn received both his BSc in Mathematics and his MSc in Statistics from London University. In addition to consulting and training, Martyn is an Executive Director of Global Energy Horizons.



Dan Stone – Fixed Income

Dan has been in the markets since 1992, when he was started as an interest rate derivatives trader before moving into currency options, working at First Chicago and then Barclays in London.

In 1997 he moved into training, delivering financial markets courses to front and middle-office dealing personnel. He also worked on Volbroker, a currency derivative electronic brokerage and consulted for a major European bank on how to include structured products in their client-pricing technology.

Dan has an MBA from the University of Michigan and Bachelor's degrees in Political Science and Economics from Wharton. In 2004 he joined the Global Association of Risk Professionals and passed its Financial Risk Manager (FRM) exam.



Andrew Doyle – Derivative Products

Based in Singapore, Andrew has 20 years of trading experience in Asia and Australia. He was responsible for structuring and pricing complex derivatives risk management solutions for bank, corporate and Government clients as well as training and product development.

Andrew has worked at ABN AMRO, State Bank of New South Wales and BZW (Barclays Group). He was a member of the Australian Financial Markets Association OTC interest Rate Options Market Committee. He is Managing Director of FRA Consulting.

His product expertise includes interest rate, equity and currency derivatives. Besides trading options for many years, Andrew was responsible for the growth in ABN AMRO's New Taiwan Dollar and Indian Rupee swap trading books



Other Associates.....

Swapskills used associates to train in a broad array of disciplines. These include:

- Legal and regulatory issues
- Basle II
- Balance sheet management and ALCO issues
- Management of operational, market and credit risk
- Structured finance products & techniques
- Risk analysis
- Accounting topics
- Understanding clients
- Communication and presentation skills



About us....

Swapskills was founded in 2002 by Simon Rogers. He started as a Relationship Banker at Continental Illinois in 1984 and moved into the interest rate derivative markets in 1991 at First Chicago.

He resigned from ABN AMRO , where he was Head of Derivative Sales & Marketing for Europe, Middle East & Africa, to develop a training company which would focus on practical rather than theoretical aspects of capital markets and derivative products.

Swapskills uses skilled and proven partners to deliver courses across all aspects of the markets.

These courses have been delivered on every continent to a variety of blue chip institutions.



Contact us....

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