



OBJECTIVE

Over the last ten years the growth and depth of financial markets including but not limited to the money market, debt & securitization, fixed income, equities, commodities, currency & interest has been phenomenal. In this course we demystify the financial markets, covering the entire space by taking in the various markets across the globe and show what their business purpose is, how they are they traded and how they can benefit a business or an investor. In this two day in-depth course we will lead you from a top level perspective of the markets through to details on the players, why they trade and the strategies they employ.

KEY AREAS

- Clearly explain the various markets
- Show how the instruments are traded and how they can add value to a business, investor or bank.
- Look at the risk within each market.
- Market participants & work with them
- Foreign currency, commodity & option strategies for hedging raw material planning and treasury within a business
- Build a balanced Investment portfolio.

FOCUS

UNIQUE MARKETS

The course will focus on each market in turn and how it value adds business practice in hedging risk. How a business may attract capital, trade across foreign boarders or remove risk it already has.

UNIQUE INSTRUMENTS & STRATEGIES

A look at the various instruments from stocks, bonds, warrants, futures, options, swaps and their trading strategies to achieve a business or investment goal. Understand the process, accounting and regulation around trade.

WHO SHOULD ATTEND

- Investment bankers new to their role
- Lawyers or accountants with clients in financial institutions
- Investor relations staff
- Vendors to the banking industry
- Legal council in managed funds
- Government agencies
- Banking staff looking for a complete overview of the capital markets

About your trainer



Martin specializes in designing risk measurement systems with a particular focus on regulatory capital frameworks. He has more than 10 years experience developing bespoke knowledge / workflow and scorecard solutions for financial institutions in both strategic and processing areas of the business. He has a particular interest in lending products and in assisting banks reduce capital arbitrage in their economic capital models. Primarily he is banker with experience in both retail and commercial banking and he is currently working with several banks throughout South East Asia where he assists these organisations build sound and structured frameworks that can quantify exposure. In the capital markets arena Martin has worked closely with a stock exchange in the region assisting the exchange design a new energy instrument and futures contract. In addition to Martin's work within the capital markets and banking sector he is a credited trainer for the American Academy of Financial Management on structured finance, project finance, credit and operational risk.

Day 1 Agenda • • • • •

SPOT COMPLEX – MARKET PLACE SOLUTIONS & INSTRUMENTS

Session 1

08:30 **Business & Market Problems**

Before leaping into the markets we look at the various problems businesses are faced with including: raising capital, trading across borders, managing risk and controlling liquidity.

09:30 **Market Overview**

In this section the course will focus on a complete overview of the various markets across the globe, their primary purpose and statistics on the volumes that are traded.

10:30 Coffee Break

10:45 **How Futures Markets work**

This section will focus on a detailed perspective of the end-to-end process of futures and capital markets taking in the process of trade through to clearing and settlement.

12:00 **Tradable Instruments**

Markets aside the growth and diversity of derivatives is a major point for confusion. In this section of the course we will clearly explain the various tradable instruments and show how they work and why they used.

13:00 Lunch

Session 2

14:00 **Hedging Strategies – 101**

This section focuses on a closer look at how to build a hedging strategy for a business or investment on a group of assets. Several strategies will be discussed and spreadsheet examples are given.

15:00 Coffee Break

15:15 **Spot Complex Pricing**

Pricing and valuation of asset investments is an important process otherwise traders can not plan specific investment decisions. In this section we will look at basic pricing models through to the more complex. All participants will receive a group of spreadsheets which they can take away with them after the course.

16:15 Coffee Break

16:30 **Commodities Case Study**

Case studies are delivered on the energy industry showing some of the solutions that are being employed by industrial consumers of power through to the emergence of new carbon markets.

OBJECTIVE

To clearly show the main business reason underlying the various markets, how they are traded and address specific business needs.

KEY LEARNING

- Markets Entirety.
- The fundamental instruments, how they work.
- How futures and forward markets work.
- How futures markets are applied to commodity problems.
- How to calculate profit and loss from trading on futures markets.
- The fundamentals of trading on futures markets.
- An overview of the various tradable instruments.

Day 2 Agenda

MAREKTS, THE PLAYERS AND RISK BALANCERS

Session 1

- 08:30 **Money Markets & FX**
For business that remit to foreign markets, the process of controlling the movement in currency ratios is an important exercise. There are many approaches to removing and profiting from currency swings and clear examples are given showing how to apply the various instruments explained in day 1.
- 09:30 **Capital Markets**
Traditionally the capital markets are the more well-known area of the trading place and this course will focus on how to pick good investments. Full details on both equity and debt markets will be delivered, showing how businesses can recapitalise, how investors can calculate their returns and immunise their strategies.
- 10:30 Coffee Break
- 10:45 **Asset Management & Players**
Extending from the capital markets more sophisticated market techniques are explained including hybrids, warrants and CFD's.
- 12:00 **Securitisation**
A closer look at the mortgage backed security and various risk transfer methods employed by financial institutions. Credit markets are a growing market sector, discussed in detail.

Session 2

- 13:00 Lunch
- 14:00 **Risk Management**
Investors, borrowers, lenders and brokers all need to measure risk within their specific portfolios. In this session we will focus on the key approaches for applying Sharpe Ratios to Greeks for measuring the reward variability of market based positions, calculating Value at Risk as well as netting the potential exposure across many portfolios.
- 15:00 Coffee Break
- 15:15 **Investment Funds & Wealth**
From a different perspective the general trends of insurance companies, pension funds and mutual funds will be explained in detail. How to benchmark and risk adjust specific funds will also be discussed, what stock price beta and searching for alpha truly means.
- 16:15 Coffee Break
- 16:30 **The New Exotics**
Moving back to the markets we will finish the course with an interesting module that looks at general trends, some of the new products that are been introduced to markets globally and what opportunities these present to business & investors.

OBJECTIVE

Away from hedging, how do businesses raise capital, transfer risk and manage balance sheet exposures such as currency and interest rate risk by using the markets.

KEY LEARNING

- Inside the money markets.
- Methods for valuing and raising capital.
- Understand how to build a balanced investment portfolio.
- A look detailed review of Asset Management and the various players in the markets.
- How banks transfer risk in their lending portfolios and some of the risks that have driven the recent credit risks.