

# FINANCIAL MARKETS STRUCTURING & ADVISORY COURSE OUTLINE

## Module 1

### Part 1 - Structure bespoke solutions (Day 1)

Trainer: Jerry Huynh

- Overview of IRS, CCS, Interest Rate Options and FX Options
- Originating transactions on the back of Project Loans and Leverage Finance deals
- Market Volatility and Financial Covenants
- Originating transactions on the back of M&A deals
- Originating transactions on the back of DCM deals
- Structuring financing solutions
  - Originating transactions with debt investors
- Bond TRS, Bond forward, Leverage Note, Bond-back financing
  - Originating transactions with stock investors
- Margin Loan, Equity TRS, collar financing
- Structuring bespoke investment ideas for high net worth clients
- Creativity in Finance – Greece and Enron

### Part 2 - Analytical Skills (Day 2)

Trainer: Jerry Huynh

- Understanding risk of an airline - FX, Rates and Commodities
- Understanding risk of REITS & DPU
- Holistic approach to risk management
  - Risk identification and assessment
  - Considerations for an optimal hedge ratio
  - Understanding the hedge accounting implications of proposed solutions
- Credit profile of IRS vs CCS, Call spread & Collar
  - Understanding the concepts of MTM, Potential Future Exposure & Expected Exposure
  - Bespoke credit mitigation techniques
- Understand when and how to restructure transactions when environment changes.

### Part 3 - Client Engagement (Day 3 Morning)

Trainer: Jerry Huynh

- Identifying three mainstream types of clients
  - Corporate vs Financial Institution vs High Net Worth Individuals
- Differentiating buying behaviour
- Steps in engaging and formulating strategies to clients – a Financial Institution's perspective
- How to pitch risk management solutions - building rapport and trust with clients
  - Learn how to provide advice to clients on the bespoke solutions
  - Explain the key features and benefits and how it creates value for the client
- Preparing a high quality pitchbook
- Negotiation: Obtaining buy-in from client's senior management and relevant stakeholders.
- Negotiation Skills: Getting from 'No' to 'Yes'
- Negotiation role play: client engagement based on case studies

## Module 2 (Day 3 Afternoon)

### Part 4 – Approval and Documentation

Trainer: Justina Koh

- Perform “New Product Approval” process associated with structuring bespoke solutions.
- Formulate the term sheet for the bespoke solution with full disclosure of product features and risks.
- Understand the use of ISDA and associated documents as legal documentation to minimize operational risks.
- Understand the steps to perform periodic evaluation of the bespoke solution to ensure that it continues to achieve the intended goals of the client taking into account changes in financial market conditions.

The course date, duration & cost are provided below for your reference:

| Session                           | Course Dates | Duration  |
|-----------------------------------|--------------|---|
| Module 1 Part 1                   | Day 1        | 9.00 am to 12.00 pm   |
| Module 1 Part 1                   | Day 1        | 1.00 pm to 5.00 pm  |
| Module 1 Part 2                   | Day 2        | 9.00 am to 12.00 pm   |
| Module 1 Part 2                   | Day 2        | 1.00 pm to 5.00 pm  |
| Module 1 Part 3                   | Day 3        | 9.00 am to 12.00 pm   |
| Module 2                          | Day 3        | 1.00 pm to 5.00 pm  |
| Module 2 (Assessment)             | Day 3        | 5.00 pm to 5.30 pm  |
| Course fee for the above sessions |              | <b>S\$3,531/-</b><br>(S\$3,300 course fee plus S\$231 GST) per person |