



## Financial Market Structuring & Advisory Program

Programme Code: P200420KEQ

### COURSE OVERVIEW

#### This course is conducted by Online Virtual Classroom

The course is designed for middle to senior level executives in the financial markets. The programme will enhance participants' understanding on financial markets structuring and allows participants to better upskill their ability to advise a vast cross section of clients. This course will also cover how to apply the appropriate engagement strategy to propose bespoke solutions to clients. There will be case studies to illustrate the techniques and strategies on risk. In the process upskill themselves to structure bespoke solutions to meet client's needs at appropriate profitability and risk level.

#### Who Should Attend

Flow Traders and Execution Sales with good knowledge of flow financial products and who wants to acquire a deeper understanding and knowledge of bespoke structured solutions. This course will also help them acquire analytical skills to identify and assess potential risk exposures of clients from internal and external information. In the process upskill themselves to structure and market bespoke solutions to meet client's needs.

It is may also help Investment Bankers and Relationship Managers with sound financial markets products knowledge who wants to better understand and enhance their knowledge of available bespoke client solutions so as to upskill themselves to provide solutions beyond investment banking products.

### OBJECTIVES

#### Objectives of this course are:

- To apply the appropriate engagement strategy to propose bespoke solutions
- To understand the origination process through case studies
- To learn techniques in getting clients' buy-in
- To acquire analytical and structuring skills

**Duration of Course – 4 sessions of 3 hours each by Online Virtual Classroom**

**Assessment MCQ of 30 Mins**

**Course Fees - S\$ 2,700 (Nett Fees S\$889; IBF FTS Funding & GST included)**

FTS Funding please visit IBF website: <https://www.ibf.org.sg/programmes/Pages/IBF-FTS.aspx>

**Trainers: Mr. Jerry Huynh**

**\*Requirement: Computer Device with video / camera function**



**\*Participants of the Structuring & Advisory Course are highly recommended to sign-up for New Product Approval course as a continuation to the Structuring & Advisory Program.**

For Trainers' Profiles, Policies and Guidelines on course management and related polices pls visit ACI website at [www.acisin.com](http://www.acisin.com)

## **Financial Market Structuring Advisory**

### **COURSE OUTLINE**

**Trainer: Mr. Jerry Huynh**

#### **Part 1 - Structure bespoke solutions**

##### **Session 1 (3 hours)**

###### **Section A**

- Introduction
- Overview of Rate and FX hedging on the back on loans

###### **Section B**

- Originating transactions on the back of Project Loans and Leverage Finance deals
- Market Volatility and Financial Covenants
- Case: Hedging cashflow of Project Loan and impact on loan covenants
- Originating transactions on the back of M&A deals

##### **Session 2 (3 hours)**

###### **Section C**

- Originating transactions on the back of DCM deals
- Case: Issuer perspective - Foreign Currency Bond Issuance and hedging FX
- Case: Investor perspective - AT1 & bond issuances, yield enhancement & asset swap structures •
- Structuring bespoke investment ideas for high net worth clients

## Section D

- 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
- Creativity in Finance – Greece and Enron

## Part 2 - Analytical Skills

### Session 3 (3 hours)

#### Section E

- Holistic approach to risk management -  
Risk identification and assessment
  - Considerations for an optimal hedge ratio
  - Understanding the hedge accounting implications of proposed solutions
- Understanding risk of an airline - FX, Rates and Commodities
- Understanding risk of S-REITS & DPU
- Case: structuring risk management solutions for an airline & a S-REIT

### Session 4 (3 hours)

#### Section F

- Understand when and how to restructure transactions when environment changes.
  - Case: IRS, CCS & FX Options
- Credit profile of IRS vs CCS, Options
- Understanding the concepts of MTM, Potential Future Exposure & Expected Exposure -  
Bespoke credit mitigation techniques

### **Part 3 - Client Engagement**

#### **Session G**

- 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 • Preparing a high quality pitchbook

### **Part 4 – Assessment**

#### **Section H (30 mins)**

- 15 MCQ assessment