

## Derivatives and Capital Markets for Corporates

### What the Banks won't tell you!

*Avail an early bird discount of 10% on registrations before 15th September, 2004!*

**Split Nominations Accepted -**  
On registering for the complete two day package, companies can send separate delegate registrations.

Dear Reader,

This 2-day course provides participants with some of the great secrets that the banks won't tell you. The banks have a lot of secrets that they will only share those parts that they want you to know. Andrew used to work for the banks and will reveal many of the secrets that they just don't want you to know. This course covers how the products work, their risks and what you should look out for and should ask before you enter into any derivative product in India.

This exhaustive program on Derivatives and Capital Markets for Corporates will be hosted on the 22nd and 23rd September, 2004 at the Taj Lands End in Mumbai. The Workshop Leader for this unique 2day-training program will be Mr. Andrew Doyle. He has been credited as "one of the pioneers of the derivatives market in India", with over 20 years of international trading experience in Asia and Australia, he still remains active in the areas of currency, interest rates, equity, credit and derivative trading and marketing as well as operational and technological support providing advice to governments, banks and corporations.

After going through the program details, we strongly believe that you will not miss out on this one-of-a-kind training event.

Yours truly,  
Prasanna Arumugam



Head of operations  
Asia Knowledge Associates

### TESTIMONIALS:

#### National Stock Exchange

"I found the 3 day workshop on "Interest Rate Risk Management and Interest Rate Derivatives" organized by Asia Knowledge Associates very enriching and should say that you are an effective presenter. I look forward for such educational workshop in future"

#### Bombay Stock Exchange

I really enjoyed it and definitely it was a very good learning experience. The insights from this programme would definitely help me in doing my work more effectively and efficiently

#### MSPL

The programme on interest rate derivatives was extremely useful and the presentation was very lucid and thought provoking.

#### UCO Bank

"I have also to add that the programme conducted by you was not only very good but highly useful as it indeed imparted a skill set that can be readily used."

### Introduction

This 2-day course provides participants with some of the great secrets that the banks won't tell you. The banks have a lot of secrets that they will only share those parts that they want you to know. Andrew used to work for the banks and will reveal many of the secrets that they just don't want you to know. This course covers how the products work, their risks and what you should look out for and should ask before you enter into any derivative product in India.

*Level: Advanced*

### Who Should Attend

- Finance manger
- Treasury Head
- Finance Controllers
- CFO
- CIO
- Fund Managers
- General managers Finance

### Course Outline

#### Module 1: Overview of the Course

##### Introduction to Derivatives

- What are Derivatives and Why Have They Displayed Extraordinary Growth?
- What makes Derivatives Special
- Types of Derivatives
- The History of Derivatives
- Current Trends in Derivatives

#### Module 2: Brief Review of 'Cash' Markets

##### What are 'Cash' Markets?

- Money & Bond Markets
- Equity Markets
- Foreign Exchange Markets
- Credit Markets
- Derivative Markets

#### Module 3: Brief Overview of Forward Markets

##### What are 'Forward' Markets

##### Pricing a Forward

- In a Free Market
- In a Restricted Market

#### Module 4: Brief Overview of Futures Markets

##### What are Futures and how do they work?

##### The Infrastructure & it's Operation

- The Exchange
- The Clearing House

##### Arbitrage Pricing

- Cash & Carry
- Storage and Transaction costs

#### Module 5: Brief Overview of Options

##### What are Options and how do they work?

##### Terminology

- Option Types & Styles

##### Time Decay

##### Volatility

## Module 6: Forward Foreign Exchange

### Principals of Forward Pricing

- Interest Rate Parity
- Covered Interest Arbitrage
- Forward FX - Discount / Premium
- Calculating the Fair Value Price

### Implied Interest Rates

- Swap Offer Rate

### Arbitraging

### Using Forward FX as a Funding Vehicle

### Non Deliverable Forwards (NDF)

## Module 7: Over-the-Counter (OTC) Interest Rate Derivatives

### Forward Rate Agreements (FRAs)

- How FRAs work
- Quotation
- Hedging
- Using FRAs to manage risk

### Interest Rate Swaps (IRS)

- What is a Swap?
- How Swaps work
- Relationship to Bonds
- Using a Swap to fix funding cost
- Pricing Principles
- Liability Swaps
- Advanced Swap Types
  - Using Swaps to Reduce Your Funding Costs

## Module 8: Exchange Traded Interest Rate Derivatives

### Short Term Interest Rate Futures

- Comparison of Various Short Term Interest Rate Futures Contracts
  - Eurodollar Contracts
  - Sample of Asian Contracts
  - Australian Contract (Deliverable)
  - India

### Bond Futures

- Comparison of Various Bond Futures Contracts
  - US Bond Contracts
  - NSE Contracts
  - Other Asian Contracts

### Interest Rate Swap Futures

- Contract Operation

### Using IR Futures to hedge Interest Rate Risk

### Module 9: Interest Rate Options

#### Caps, Floors and Collars

- Description of Product
- Payoff Profiles
- Factors Affecting Value

#### Swaptions

- Description of Product
  - How it Differs from a Cap or Floor
- Payoff Profiles
- Factors Affecting Value

#### Bond Options

- Description of Product
  - How it is Similar/Different from Swaption
- Factors Affecting Value

#### Options on Futures

#### Complex Options

- What they are
- How they Work

### Module 10: Foreign Exchange Derivatives

#### Forward Foreign Exchange

#### Foreign Exchange Options

- Value Drivers

#### Cross Currency Swaps

- Swap Types
- Basis Swaps
- Coupon Only Swaps
- Principal Only Swaps

#### Application of Swaps

- Hedging Loans
- New Issue Swaps

### Speaker Profile

Andrew has over 20 years of international trading experience in Asia and Australia. He is Managing Director of FRA Consulting, a company who provides training and consulting services to the international financial services industry. Andrew is currently based in Singapore and has extensive experience in India, being "one of the pioneers of the derivatives market in India". He remains active in the areas of currency, interest rates, equity, credit and derivative trading and marketing as well as operational and technological support providing advice to governments, banks and corporations.



His previous experience includes being Regional Marketer for Derivatives at ABN AMRO Bank in Singapore. His responsibilities included structuring and pricing complex derivative risk management solutions for bank, corporate and government customers as well as training & new product development. These products covered the entire scope of the bank's suite including Spot & Forward Currency & Money Markets, Non Deliverable Forwards (NDFs) Fixed Income, Forward Rate Agreements, Convertible Bonds, Asset & Liability Swaps, Interest Rate and Cross Currency Swaps, Interest Rate & Currency Options, Equity & Fixed Income Derivatives and Exotic Options. He was the driving force behind the bank's development of swap trading books in New Taiwan Dollars & Indian Rupee and was a pioneer in the development of the derivatives markets in both countries.

Before joining ABN AMRO, Andrew was the Manager for Australian and New Zealand Dollar Bond Options at BZW, Sydney. His responsibilities included price making, risk management and strategic marketing of Australian and New Zealand Bond options globally. During his time there, he grew the business of BZW to be both the largest Bond option business in Australia as well as the largest within the Barclays group.

Andrew began his professional career at the State Bank of New South Wales (now part of the Commonwealth Bank of Australia) as a Treasury Manager in Interest Rate Options and Foreign Exchange where he gained broad experience in Foreign Exchange, Interest Rate markets. He also has extensive trading experience in FX, Interest Rate, Equity and Commodity Markets.

Andrew has been a member of the Australian Financial Markets Association (AFMA) OTC Interest Rate Options Market Committee.

Andrew has conducted seminars in Australia, Hong Kong, India, Indonesia, Japan, Malaysia, The Philippines, Singapore, South Africa, South Korea, Thailand, Taiwan and Vietnam. His courses cover all aspects of banking, risk management and treasury & capital market products including option & other derivative pricing, valuation, risk management and trading strategies.

Andrew has conducted training programmes for organisations including Monetary Authority of Singapore (MAS), Securities Commission (Malaysia), Bangko Sentral ng Pilipinas (BSP), The Ratings Agency of Malaysia, the Malaysian Derivatives Exchange, Indonesian Banking Reconstruction Agency (BPPN), Development Bank of Southern Africa, Asia-Pacific Economic Cooperation (APEC), Citibank, CIMB, DBS Bank, Deutsche Bank, HSBC, Standard Chartered Bank and JPMorgan.

He remains an active option trader for his own account as well as managing his own multi-currency portfolio.

Dates: 22nd, 23rd September, 2004  
Venue: Taj Lands End, Mumbai  
Workshop Leader: Andrew Doyle

### Delegate Registration Form

#### Delegate Information

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Direct Phone / Extn: \_\_\_\_\_

Email: \_\_\_\_\_

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Direct Phone / Extn: \_\_\_\_\_

Email: \_\_\_\_\_

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Direct Phone / Extn: \_\_\_\_\_

Email: \_\_\_\_\_

For more delegates, please send delegate information on another page

Company: \_\_\_\_\_

Address: \_\_\_\_\_

#### Authorized by / Billing Information:

Signatory must be authorized to sign on behalf of contracting organization

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Your Signature & Company Seal

This booking is invalid without a signature.

Date: \_\_\_\_\_

Delegate fees is to reach us  
within 7 days of contract date

Completed contracts can be faxed or e-mailed

Fax: +91-22-26319376

Email: reg@asiaknow.com

Please make cheques / DDs payable in favour of:

"Asia Knowledge Associates"

and send to:

Suite 20, Mayfair, Raviraj-Oberoi Complex,

Off New Link Road, Andheri West,

Mumbai 400053 INDIA

Phone: 91 (22) 30951667 / 8

**Avail 10% discount before 15th September, 2004**

Investment for both days:

- 1 Delegate: 29,900/- INR
- 2 Delegates: 27,900/- INR
- 3 Delegates: 24,900/- INR

**Split Nominations accepted.**

#### Terms & Conditions:

1. Confirmation: Telephone bookings are provisional until written confirmation is received, either by fax with credit card details or by post with a cheque. Alternatively an invoice can be sent out in which payment must be made within 5 working days of booking.  
2. Payment: All payments must be received within 5 working days of booking. Failure to pay within this time may result in the course place being cancelled subject to the cancellation terms below.  
3. Cancellations: Cancellations must be received in writing and subject to the following charges: cancellations received more than 2 weeks prior to the date of the course will be charged at 50% of the booking cost. Cancellations received within 2 weeks of the course date will be charged at 100% of the booking cost.  
4. Substitutions: Delegates substitutions are welcome at any time and do not incur any charge. Please fax or mail your changes to us.  
5. Transfers: Transfers to alternative events or dates may also be subject to changes. Transfers received before 2 weeks prior to the course date will not be charged. Transfers received within 2 weeks of the course date will be subject to 50% of the initial booking cost. A credit note will be issued for the remaining 50%.  
6. Alterations to the advertising course: We put the greatest care and effort to ensure solidity of the program schedule. AsiaKnowledge will not be responsible for covering airfare, hotel or any other cost incurred by the registrants. In the event that AsiaKnowledge cancels the course, AsiaKnowledge reserves the right to transfer the booking to another course to be held in the following 12 months or to provide a credit note of an equivalent amount to another course within the following 12 months.  
7. Liability: By completing this registration form the client hereby agrees that AsiaKnowledge will not be able to mitigate its losses for any less than 50% of the total booking cost.  
8. Once signed and returned by e-mail, mail, or fax, this form is regarded thereafter as a firm contract.