

Highlights

- **Global Best Practices in Financial Markets**
- **Structuring & Reverse Engineering of Financial Products**
- **How to maximize potential use and minimize misuse of Derivatives**

Global Financial Markets

A comprehensive Three-Day Program covering Products, Pricing and Risks in Global Financial Markets

12-14 October, 2005

London, U.K



- **New Fees: US\$ 3,900 only**
- **Early-Bird Discount of US\$ 400 (Net Fee: US\$ 3,500)**

Program integrates traditional instructor-led training with dynamic, interactive e-learning

Conducted by

S.L. (Sam) Srinivasulu, Ph.D.

Consultant and Trainer for the U.S. Federal Reserve Board, financial institutions and multinational corporations worldwide

e-Learning & Value Added Job Aids

- Seminar includes 3-month FREE online access to e-learning courses on topics covered in the seminar

Integrated with:

- Highly practical calculators
- Reference tools

For event updates and more information visit us at

PO Box 910207, San Diego, CA 92191, U.S.A.

www.gftt.com

Invitation from S.L. (Sam) Srinivasulu, Ph.D., President

Dear Financial Executive,

It is my pleasure to invite you to a comprehensive three-day seminar on Global Financial Markets. I have provided consultancy and customized in-house seminars on different topics of Global Financial Markets to Senior Financial executives of several global financial institutions. In all, nearly 10,000 professionals from both financial institutions and multinational corporations have attended the in-house and open enrollment public programs conducted, across 40 countries. In addition to the material from the previous seminars, this seminar includes:

- Global Best Practices
- Web-based interactive exercises, case studies and self-tests
- Access to Web-based Learning Solution throughout the seminar and for three-months, post-seminar
- The e-Learning solution deals with the key concepts in applications and risk measurement of financial products (both on and off balance sheet). The solution has over 60 courses complete with a set of job aids including disclosures and calculators.

Enclosed is a registration form. I invite you to register now and reserve your seat by mailing us the completed form.

Very truly yours,

S.L. (Sam) Srinivasulu, Ph.D.

Course Director



S.L. (Sam) Srinivasulu, Ph.D. is a specialist consultant and trainer in Global Financial Markets and Management. For the past 20 years, he has been presenting in-house and public training programs to global financial executives in over

40 countries. Recently, he successfully completed a five-year assignment with the U.S. Federal Reserve Board to provide Executive Development Programs.

The course was presented 25 times to over 500 delegates from the U.S. Federal Reserve Board. The programs dealt with case studies on the use and misuse of various financial products.

His research and consulting experience with several large multinational corporations and financial institutions around the world, have been leveraged to develop Kesdee's e-learning and reference solution on Global Financial Markets.

About GFTT

Global Financial Training and Technology (GFTT) is a division of KESDEE Inc. GFTT specializes in conducting seminars and conferences for financial practitioners worldwide. Across 40 countries, GFTT has conducted both in-house and public enrollment programs on Balance Sheet Management, Global Treasury Management, Capital Markets and Risk Management for executives from the corporate and financial industry. Over 500 institutions and 10,000 professionals worldwide have benefited from GFTT's training programs. The training sessions have received outstanding reviews from well-known finance practitioners.

Key Learning Outcomes

- **Understand** the structure of the Global Financial Services Industry
- **Review** the building blocks of Capital Markets
- **Understand** the Risks and Valuation of various Capital Market Products
- **Learn** the concepts of structuring different Capital Market Products
- **Discuss** actual Case Studies of institutions that got into trouble by investing in complex Capital Market Instruments
- **Compare** different elements of Financial Innovations used in the creation of Capital Market Products
- **Analyze** the use of these Capital Market Products within the broader context of an institution's Investment and Risk Management Objectives

Who Should Attend

- Corporate Treasury Executives
- Portfolio Managers
- Management Consultants
- Pension Fund Managers
- Mutual Fund Managers
- Investment Managers
- Money Market Managers
- Research Analysts
- Futures & Options Specialists
- Commercial & Investment Bankers
- Insurance Companies
- Bond & Equity Sales Staff
- Foreign Exchange Executives
- International Cash Managers

Learning with GFTT

Superior quality

- Reliable source - proven content
- Financial Service Industry (FSI) focused
- Our programs utilize modern multimedia technology - interactive applications, simulations, animations and graphics combined with study manuals, lectures, exercises, class discussions, group problem-solving sessions and case studies
- Up-to-date reference tools - benchmarking database on performance measures

Teaching methods

- Role playing and group presentations
- Videos
- Actual case studies
- Web-based self-tests
- Interactive exercises
- Extensive hands-on calculations and group activities

Training philosophy

- Conceptually sound, yet practical
- Learn by doing: seminars incorporate group exercises
- A blend of case studies and lectures
- State-of-the-art: includes current developments
- Reflects our consulting experiences (actual settings for cases and examples)

In-house Training

GFTT also provides in-house training in Asset Securitization, Asset Liability Management, Risk Management, Capital Adequacy Planning, Basel-II: New Capital Proposals, Corporate Treasury Management and other subjects.

Testimonials

- "The Seminar is very relevant in the present fast changing globalization scenario".
- "The expertise of the instructor and content was far superior".
- "The calculators provided with e-learning course library are fantastic"
- "Content, graphics, Job Aids are excellent "
- "The e-learning program's Content, Graphics and Job Aids are excellent and user friendly; there is wealth of useful information. The measurement tools are useful"

Seminar Format at a Glance

This seminar integrates instructor-led training with interactive e-learning. You will receive:

Instructor-led training

- Pre-course material- Access to our online preparation material four weeks prior to the course
- Course binder- A comprehensive set of case studies, exercises and reference material
- Exposure to actual case studies based on our vast consulting experience

Past Delegates

- Federal Reserve System
- Office of the Superintendent of Financial Institutions (OSFI) in Canada
- New York State Banking Department
- The U.S. Department of Treasury/Office of Thrift Supervision (OTS)
- Royal Bank of Canada
- UBS
- ABN AMRO
- American Express
- Banco Santander
- Banco Bilbao Vizcaya Argentaria
- Banco De Galicia YBS Aires
- Banco Do Brasil
- Bank Boston
- Bank of Montreal
- Banca Serfin
- Banamex
- Bancomer
- BLADEX
- Toronto Dominion Bank
- Hong Kong Mortgage Corp.
- Monetary Authority of Singapore
- DBS Bank
- Bank Negara Malaysia
- Korea Supervisory Agency
- Southern Bank
- Bank Exim-Indonesia
- Asian Development Bank

Book now

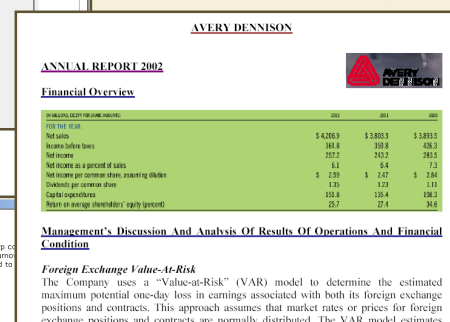
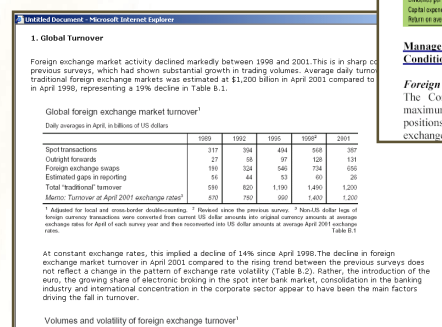
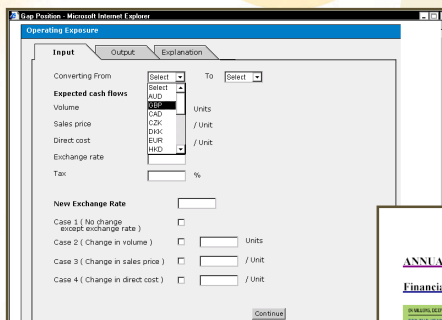
- Limited Seats are available
- Block discounts on group reservations
- Receive discounted pricing on **KESDEE's** Web-based Learning & Reference Solutions

Job Aids/ Performance Support Tools

Job Aids/Performance support tools play a key role in introducing new work technologies and systems to economize on time and money and improve organizational effectiveness. The Job Aids provided in each course gives the learner the ability to find specific and additional information that is required on the job.

All information pertaining to this unit has been collected from global corporates and provides an insight into best practices, policy templates and regulatory practices adopted by them. The information is provided as easy-to-read extracts designed as practical tools for corporate treasurers that would help them save valuable time for analysis, discussion and to make work more effective and productive.

- **Policy Templates**
- **Disclosures**
- **Global Best Practices**
- **Regulations**
- **Measurement Tools**
- **Scope and Size of FX and Derivatives Market**



Policy templates

Included in this course are actual Policy Templates on different aspects such as Risk Management and use of derivatives.

Disclosures

With illustrations from over 200 well-known financial institutions and multinational corporations, the Disclosures cover all aspects of the Global Finance Function including accounting, risks, derivatives, financial instruments and applications of various financial instruments. These are organized in a user-friendly manner for easy access, comparison and analysis.

Global Best Practices

"Best in Class " examples of strategic, analytical and operational issues of different functional areas and activities are provided in Global Best Practices. They have been developed from surveys and analysis of institutions.

Regulations

A useful database of applicable regulatory guidelines.

Measurement Tools

You will have access to a portfolio of nearly 50 calculators on all aspects of Global Financial Markets functions. The highlight of the section is the interactive Toolkit which helps you perform for a variety of financial calculations and processes such as duration, convexity, financial maths, capital market products, ratios and Value at Risk. These practical tools help you correctly apply the concepts learnt in the products.

Scope and Size of FX and Derivatives Market

The final global results on foreign exchange market turnover, final statistics on OTC derivatives market turnover and amounts outstanding are reported here. The information for the same is based on the Triennial Central Bank Surveys of Foreign Exchange and Derivatives Market Activity. It is organized in a user friendly manner.

Day One 

Financial Service Industry Overview

- Institutions
- Instruments
- Markets
- Players
- Supervisors

Building Blocks of Capital Markets

- Yield Calculators
- Par, Zero & Forward Yield Calculators Curves
- Strips & Sorts
- Concepts of Financial Innovation

Money Markets


- Money Market Instruments
- Risks involved in Money Market


Foreign Exchange Markets

- Overview of Foreign Exchange Market
- Spot Market
- Forward Market
- Determination of Exchange Rates
- Currency Futures
- Currency Options
- Currency Swaps

- Second Generation Forward Contracts
- Foreign Exchange Trading Controls

 **Case Studies**

 **Simulation:** Deriving Yield Curves

 **Exercises**

Day Two 

Fixed Income Markets

- Fixed Income Markets-Overview
- Bond Pricing and Yield Measures
- Corporate Bonds
- Duration
- Convexity
- Basis Point Value
- High Yield Bonds
- Brady Bonds
- Option Embedded Bonds
- Collateralized Mortgage Obligations
- Interest Rate Swaps
- Caps, Floors, Collars and Captions
- Forward Rate Agreements
- Bond Trading Strategies

Equity Markets

- Global Equity Markets

- Equity Valuation Models
- Stock Index Futures
- Equity Swaps
- Equity Options
- Convertibles
- Warrants
- Portfolio Management

Treasury & Agency Securities


- Treasury Securities
- Global Bonds


Mortgage Backed Securities

- Types of Mortgage Backed Securities
- Terminology used in Mortgage Backed Securitization
- Prepayment and the factors responsible for it


- Structuring Mortgage Backed Securities
- Pass Through and Pay Through Structures
- Cash Flow Modeling
- Complex Mortgage Derivatives

 **Case Studies**

 **Simulation:** Pricing & Risk Measurement

 **Exercise1:** Unbundling Complex Products

Exercise2: Reverse Engineering

Day Three 

Derivatives

- Futures and Forwards
- Options
- Swaps
- Credit Derivatives

Asset Securitization

- Car Loan Securities
- Credit Card Securities

Structured Products

- Equity Linked CDs

Brady Bonds


- Yield for U.S. Treasury Based Cash Flows
- Yield for Pure Country Risk


Risk Management

- Global Best Practices of Risk Management

Portfolio Management

- Portfolio optimization techniques
- Measuring and evaluating portfolio performance

 **Several Actual Case Studies** Involving Huge Derivatives Losses: Lessons Learned

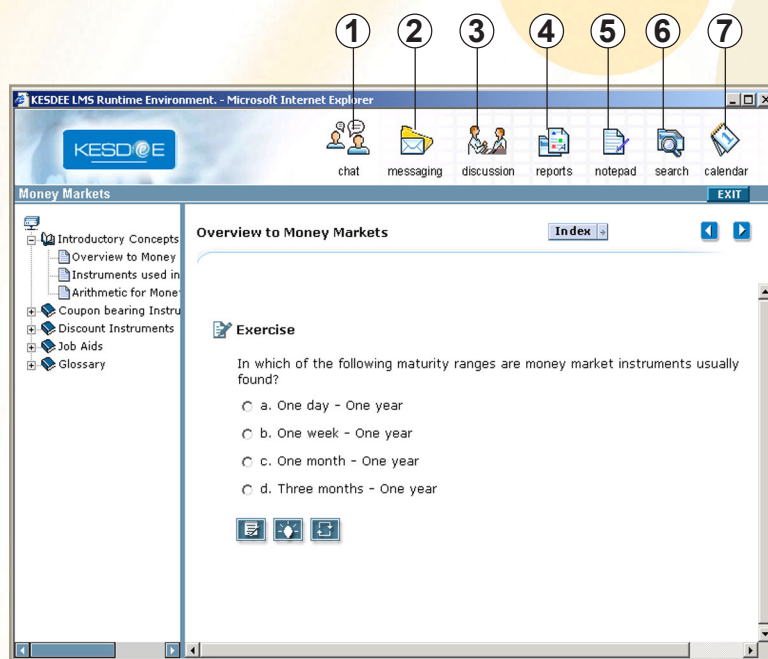
 **Simulations:** Pricing Several Derivative Products, Risk Management and Hedging

 **Exercises**

E-learning

Post-seminar, all delegates receive FREE 3-month access to our e-learning courses on topics covered in the seminar. The product supplements classroom training and fosters interactive learning through exercises, simulations and analysis of case studies. If you wish to learn more about any of our e-learning solutions, visit us at www.kesdee.com

Product Features



1. Online Chat

This feature enables users to communicate with other online users. Users can chat, have virtual conferences or even leave messages for offline users.

2. Messaging

Users can correspond with other users, tutors, training managers, content experts and training coordinators through our Inbox / Compose facility. This feature has the option to store contact addresses.

3. Discussion Forum

A virtual feature that enables collaborative interaction between users and tutors for discussion and information exchange.

4. Reports

This feature allows users to keep a track of their progress. Functions such as courses covered, time taken on courses or even attempted exercises with records of the users scores and more, are available.

5. Notepad

Facilitates as a scribble pad to note queries or important facts without interrupting the online training session. Users have an option to also view previous notes.

6. Search

This feature provides users with a quick look up to relevant content pages based on any desired keyword. The search result pages are displayed in the order of relevance most closely matching the keyword entered.

7. Calendar

A personal organizer that permits users to add, modify or delete events for any given calendar day.

Registration Form

Terms and Conditions

Registration

Seating for the seminar is limited. Please register early to reserve your seat. To receive an Early-Bird Discount of US\$ 400, you must register one month prior to seminar date. To register by fax or mail, complete, sign and submit this Registration Form. To register on-line, visit www.gftt.com, complete and submit your registration. To register via E-mail or by phone send an E-mail with the requested details listed on this form to information@gftt.com or call us. For contact details see Four Easy Ways to Register at the lower end of the page.

Fees

- Cost per delegate(each seminar) is US\$ 3,900*
- Fee covers:
 - a. Three days of seminar work
 - b. Pre-course material
 - c. Course binder
 - d. Complimentary three-month post-seminar access to KESDEE's Web-based e-Learning and Reference Solutions
 - e. Discounted pricing on KESDEE's Web-based e-Learning and Reference Solutions
 - f. Refreshments and Coffee
 - g. Membership in GFTT's "ALuMni Club" with regular updates and newsletters
- Fees **DO NOT** cover airfare or hotel accommodation

Discounts

- Register at least one month prior to seminar date and receive an Early-Bird Discount of US\$ 400
- US\$ 225 discount for previous seminar attendees
- US\$ 225 discount for a second delegate attending this seminar from the same company
- US\$ 450 discount for the third and subsequent delegates attending this seminar from the same company

Payment

- Payment must be received at least four weeks prior to the seminar.
- Payment must be received within two weeks of registration

Payment Options (Tick any one)

- Bank Transfer**
Bank of America
3535 Del Mar Heights Rd, San Diego, California 92130
ABA # 121000358
To the credit of: GFTT Account # 2351507573

- Check Payable to GFTT**

- Credit Card Payment**

I hereby authorize GFTT to charge my credit/charge account US\$ in payment for seminar fees as per seminar Registration Terms and Conditions.

- Master Card** **Visa** **Diners Club** **American Express**

Card No.

Name of Credit Card Holder

Expiry Date

Signature

Credit Card Billing Address

Date

*U.K. VAT

Under excise regulations, delegates from all countries are required to pay VAT 17.5% for seminars in U.K.. In many cases, U.K. VAT is reclaimable. Information upon registration

Cancellation

In order to allow for maximum flexibility in schedules, there will be:

- No deduction from fee for cancellations notified up to four weeks before the seminar
- A 50% deduction for cancellations notified between four and two-weeks
- Deduction of the full amount for later cancellations and no-shows
- Cancellations must be sent in written form

Substitution

Delegates can send representatives in their stead. However, this will not be entertained after the seminar begins

Disclaimer

GFTT reserves the right to change or cancel any part of this program in the event of unforeseen circumstances

Global Financial Markets

Register me for the seminar in: (tick your choice)

Location	Dates	Cost
London, U.K	<input type="checkbox"/> 12-14 Oct, 2005	US\$ 3,900*

Name: (Mr/Mrs/Ms).....

Position:.....

Department:.....

Company:.....

Address:.....

.....

.....

Phone:.....

Fax:.....

E-mail:.....

I hereby register under the registration terms and conditions:

Signature:

Date:

Note: Please photocopy this form for additional delegates

Gross Total	
Less Discounts (if applicable)	
Plus VAT (U.K. Seminar Only)	
Net Total	

12/27

For More Information, Contact

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PACIFIC-ASIA

Sherry Ann Daniel [60] (19) 228 2303

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ASIA/EUROPE/MIDDLE-EAST

Mahesh Urs [91] (80) 2229 6658

e-mail: maheshu@kesdee.com

Four Easy Ways to Register

Online: E-mail : information@gftt.com

Website : www.gftt.com

Fax: +1 (858) 755-6973

Phone: +1 (858) 755-8527

Mail: GFTT P.O. Box 910207, San Diego CA. 92191, U.S.A

Reply Form

Name (Mr/Mrs/Ms) First Name.....Last Name.....
 Company.....
 Phone.....Fax.....
 E-mail (Corporate IDs Only).....
 Address.....



- I wish to learn more about your products. Please contact me.
- Please send me a brochure and keep me updated on:
 - E-Learning and Reference Solutions In-house seminars
 - Worldwide seminar calendar for 2005 Asset Securitization
 - Asset Liability Management for Insurance Top Management Forum
 - Global Best Practices in ALM Trading Risk Management including VaR

Please invite the following person on my recommendation

First nameLast Name.....
 Position
 Organization
 Full Address

 Phone Fax

E-mail

- Please send me information about your upcoming Products and Seminars

Please return this form by Mail or Fax to:
GFTT P.O. Box 910207, San Diego, CA 92191,U.S.A. Phone: +1 (858) 755-8527. Fax: +1 (858) 755-6973
 E-mail: information@gftt.com

For more information about GFTT services or upcoming seminars visit www.gftt.com

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