



Peter Skerritt & Associates



STRUCTURING & MARKETING DERIVATIVE SOLUTIONS

VIRTUAL LEARNING
PROGRAMME

e-PAL

About the programme:

This highly practical workshop is aimed at treasury corporate dealers and relationship managers, who wish to acquire a sound understanding of how financial risk management instruments can be successfully applied to the needs of their corporate clients. It is also suitable for corporate clients themselves, who wish to explore the pricing and application of these instruments, in significant detail.

The focus of the programme is on the structuring and application of appropriate derivative hedging solutions in the foreign exchange, interest rate and commodity markets.

Prior Learning Requirements:

The workshop is presented at an intermediate level, and it is important, therefore, that delegates already possess a basic understanding of cash and derivative instruments.

To ensure that these prior learning requirements are met, pre-course reading, and a multiple-choice self-assessment are provided.

Workshop Methods:

The workshop comprises a series of live presentations via Microsoft Teams, followed by practical exercises and case studies.

Extensive use is made of Excel-based models.

Equipment:

Each learner requires access to the following:

- A desktop computer or laptop with a current version of the Microsoft Office suite and webcam.
- A second computer screen OR smartphone.

Dates:

The programme runs over six half-day sessions between **3 & 19 March 2025**.

Please see below for details of the programme and dates.

Please note that the times included in the schedule are based on UTC +2.

Virtual Programme Key

Learning Outcomes:

- 1) Gain a typical corporation's eye-view of exposure management.
- 2) Identify and quantify corporate financial risks.
- 3) Assist with the formulation of a corporate hedging policy.
- 4) Understand the risks and rewards of forward- and option-based hedging instruments.
- 5) Create and price customised hedging structures.
- 6) Calculate the impact on earnings and cashflow of different hedging strategies.
- 7) Examine key hedge accounting standards.
- 8) Provide value-added advice regarding dynamic adjustment of hedges.
- 9) Differentiate between 'the good, the bad and the ugly' hedging solutions.
- 10) Examine the risk and reputational issues of selling and using derivative products and the relevant regulatory requirements.
- 11) Identify the counterparty credit risk implications of treasury products and popular mitigants, including the ISDA Master Agreement and collateralisation.

Facilitator:

Peter has spent over three decades in the financial markets as a derivatives trader, financial engineer, author, and trainer, with experience in Europe, The United States, The Middle East, and Africa.

He has worked extensively with large and medium-sized corporations in the development of a range of vanilla and exotic hedging solutions, and he has coached several generations of corporate dealers, relationship managers and derivative traders.



Peter Skerritt
Facilitator

Client

Presentations:

The workshop culminates in simulated client presentations by the delegates, based on a hypothetical exposure profile.

Contact Us:

To arrange a programme, or for enquiries, please contact our Programme Director, Lerato Metseeme.

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**Lerato Metseeme
Programme Director**

Fee:

The cost of the workshop per delegate is USD 1 095.00.

VAT at 15% will be levied on invoices to South African residents.

Organisations registering two or more candidates will receive a 10% discount.

Please see below for the programme schedule.

Programme:

Session 1: 3 March

08h00 Identifying and measuring financial risks
08h45 Break
09h00 The hedging decision
09h45 Break
10h00 Corporate FX risk management
10h45 Break
11h00 Measuring FX exposures
11h45 Break
12h00 Vanilla and non-vanilla FX forwards
12h45 Close

Session 4: 12 March

08h00 Commodity risk management
08h45 Break
09h00 Commodity forwards and futures
09h45 Break
10h00 Commodity swaps
10h45 Break
11h00 Option-based hedging solutions
11h45 Break
12h00 Option pricing
12h45 Close

Session 2: 5 March

08h00 FX swaps
08h45 Break
09h00 Creating synthetic assets and liabilities
09h45 Break
10h00 Corporate interest rate management
10h45 Break
11h00 Measuring interest rate exposures
11h45 Break
12h00 FRAs and IRS
12h45 Close

Session 5: 17 March

08h00 Volatility analysis
08h45 Break
09h00 Option strategies
09h45 Break
10h00 Option strategies (cont.)
10h45 Break
11h00 Popular exotics
11h45 Break
12h00 Structured products
12h45 Close

Session 3: 10 March

08h00 Creating a zero-coupon derivative curve
08h45 Break
09h00 Pricing vanilla IRS
09h45 Break
10h00 Non-vanilla IRS
10h45 Break
11h00 Pricing currency swaps
11h45 Break
12h00 Application of CCBS
12h45 Close

Session 6: 19 March

08h00 Counterparty credit risk (CCR)
08h45 Break
09h00 Measuring and mitigating CCR
09h45 Break
10h00 Assessing suitability and disclosure
10h45 Break
11h00 Client presentations
11h45 Break
12h00 Client presentations (cont.)
12h30 Feedback and prize-giving
12h45 Close