



Peter Skerritt & Associates



# Structuring and Marketing Commodity Derivatives

VIRTUAL LEARNING  
PROGRAMME

e-PAL

## About the Programme:

This live, virtual workshop offers a unique opportunity to investigate the practical skills required to successfully structure and market commodity derivatives to a range of end-users.

The key focus of the workshop is to examine best practices for structuring commodity derivatives for corporate risk management, and to differentiate between appropriate and inappropriate hedging solutions against the backdrop of relevant economic and regulatory imperatives.

### Learning Outcomes:

- Identify stochastic processes of commodity prices and the effect of seasonality and shortages
- Understand the price discovery function of commodity futures markets
- Price a range of commodity derivatives, including forwards, swaps and options
- Appreciate key market jargon and conventions
- Identify basis risks in commodity derivatives
- Identify and calculate required valuation adjustments, including CVA & FVA
- Identify typical motivations and concerns of corporate clients using derivatives
- Differentiate between 'good, bad and ugly' hedging structures
- Assess suitability/appropriateness criteria
- Pitch deal-winning client presentations

## Workshop

### Methods:

This workshop runs over four half-day sessions, with live presentations on Microsoft Teams.

It comprises a series of theoretical presentations and case studies, followed by extensive use of Excel models for pricing and risk management applications.

Delegates are assumed to already possess a basic understanding of Microsoft Excel.

### Dates:

The workshop comprises four half-day sessions between **14 & 23 October 2025**.

Please see below for more details of the programme and dates.

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

## **Facilitator:**

Peter's career spans three decades and three continents, where he has worked as a derivatives trader, financial engineer, author and training consultant.

Peter has both traded and structured derivatives for leading international banks and he has successfully structured commodity hedging solutions for a variety of corporate clients.



**Peter Skerritt**  
**Facilitator**

## **Contact Us:**

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

Email: [lerato@peterskerritt.com](mailto:lerato@peterskerritt.com)

Phone: (+27) 11 884 9910



**Lerato Metseeme**  
**Programme Director**

## **Pre-Course Preparation:**

Delegates are required to complete pre-course reading covering basic derivative terminology and concepts.

Following the reading, the delegates are required to complete a self-assessment, comprising multiple choice questions, with immediate and detailed feedback.

## **Assignment**

The workshop culminates in an assignment where the delegates are required to price and structure a number of real-world commodity hedging solutions.

## **Equipment:**

Each delegate requires a laptop computer with a current version of the Microsoft Office Suite.

Delegates must also have a webcam or other suitable device to ensure they are visible at all times to the workshop facilitator.

## Fee:

The cost of the workshop per delegate is **USD 1095.00**.

Please note that we provide a 10% discount for two or more delegates registering from the same organisation.

N.B. South African delegates will be invoiced in Rand at the prevailing USD/ZAR exchange rate and additionally charged VAT at 15%.

The fee **includes:**

- Expert live virtual facilitation
- Spreadsheet models
- Copies of slides

Please see below for the programme schedule.

# Programme:

## Session 1: 14 October

**09h00** The commodity universe: key features and participants

**09h45** Break

**10h00** The random behaviour of commodity prices

**10h45** Break

**11h00** Corporate commodity exposure management

**11h45** Break

**12h00** Commodity futures

**12h45** Close

## Session 3: 21 October

**09h00** Commodity options

**09h45** Break

**10h00** Pricing option combinations

**10h45** Break

**11h00** Pricing option combinations (cont.)

**11h45** Break

**12h00** Pricing exercise

**12h45** Close

## Session 2: 16 October

**09h00** Commodity futures (cont.)

**09h45** Break

**10h00** Commodity swaps

**10h45** Break

**11h00** Counterparty credit risk mitigation

**11h45** Break

**12h00** Valuation adjustments

**12h45** Close

## Session 4: 23 October

**09h00** Option repair strategies

**09h45** Break

**10h00** Suitability and appropriateness criteria

**10h45** Break

**11h00** Preparing and pitching the client pitch

**11h45** Break

**12h00** Assignment

**12h45** Close