



2-Day Intensive Course

Alternative Investments For Private Clients: *Structured Products & Hedge Funds*

Intermediate Level

22 – 23 March 2012, Singapore

Who's attending?

This course is beneficial to:

- Private Banking Executives
- Private Wealth Managers
- Investment Bankers
- Fund Managers
- Asset Managers
- Financial Planning Advisors
- Legal and Trust staff
- Senior Branch Managers
- Corporate Bankers
- Consultants serving the Financial Service Industry

Why not recommend this course to a colleague?

Structured products are an increasingly important investment tool for private investors. Although the unfortunate events on Lehman mini-bonds and the likes have created some misgivings over the products, general view is that such a set-back prepares the industry with better growth prospects in the future, after thorny issues of better product disclosure and avoidance of mis-selling have been ironed out.

This 2-day program provides participants with comprehensive overview of structured products, with the focus on risk/reward structures of the products, and how they can be better tailored to private investors' requirement in a portfolio context.

Hedge Funds are also becoming an integral part of institutional and private investors' portfolios. However, the understanding of this often opaque asset class is limited at best. This program will explain what hedge funds actually do, why there has been an exponential growth over the last ten years and whether this will continue or is just a passing fad. It will look at the many different strategies that hedge fund industry employs and explain in an entertaining way the jargon jungle of terms that can easily baffle.

What will I get out of it?

- Advanced portfolio structuring frameworks such as Core-Satellites and Wealth Allocation Framework
- A good understanding of derivatives fundamentals and the role it plays in designing structured products
- Know how structured products are put together by combining various financial products; thereby understand their potential risk/return features
- Extracting values from investing in a structured product
- Identify the suitability of structured products for clients
- Learn how hedge funds employ different strategies to achieve superior returns
- Know how Fund-of-Hedge-Funds work and their Strategy Allocation Procedure
- Know which FoHFs may outperform in different market environments
- Establishing a framework for hedge fund investing

BOOK NOW! Register before 22 February 2012 for early-bird discount.

Venue

All of our courses are held in 4 -5 stars hotels, chosen for their location, facilities, and level of service. You can be assured of a comfortable, convenient learning environment throughout the duration of the course.

Due to the variation in delegate numbers, we will send confirmation of the venue to you approximately 2 weeks before the start of the course.

About Us

Salmon Thrust provides tailored financial training solutions to leading Asian clients. Being Asian for Asians, we understand that different cultures have their own needs in terms of product and knowledge, and in terms of their approach to Client Management.

Founded in 2004 to satisfy the demand for wealth management and related training programs in this part of the world, we develop and present seminars and workshops for executives working in corporations, investment banks, securities houses, firms of accountants and legal practices.

Our courses are held on a public or in-house basis, a full list of which can be found on our website. Visit www.salmonthrust.com

Funding Support

The Monetary Authority of Singapore (MAS) administers Financial Training Scheme (FTS) grants to financial sector organisations that sponsor eligible Singapore based participants to training programmes that meet qualifying criteria. For more details, please visit www.mas.gov.sg, or contact the MAS via fsdf@mas.gov.sg.



Ng Lye Heng
CFA, CAIA, FRM

A managing partner at Salmon Thrust Pte Ltd, Ng Lye Heng is a derivative specialist whose topical areas encompass financial markets and traded derivative instruments, investments and wealth management. He started his banking career in the early 1990s and held roles as a principal derivative trader and product structurer. He traded global market derivatives on stock indices and fixed incomes from Tokyo, Hong Kong, London to Chicago. He concluded his treasury-room career managing market risk on the global trading book of United Overseas Bank.

In 2004, Lye Heng set up Salmon Thrust, offering training and consultancy in the areas of Investment, Treasury and Wealth Management. Clients included various global banks like Citibank where he conducted a comprehensive investment series for the 200-odd relationship managers based in Singapore. Since then, he has provided learning solutions across a variety of product and wealth management topics encompassing thousands of seminar delegate-days both in Singapore as well as in China.

COURSE CONTENT

Part I: Investment framework for high net-worth individuals

Consulting to High Net-Worth Individuals

- How to differentiate a firm
- How to give them what they want: The 3Ps
- Investment Landscape
 - Objectives-based portfolios
 - Tax-efficient portfolios
 - Alternative investments in portfolio
- Investment Management Trends

Core-Satellite Strategies

- Traditional approach to portfolio structure
- Core-satellite strategy
 - Constructing the core portfolio
 - Constructing the satellite portfolios

Wealth Allocation Framework

- 3 dimension of risks
- Risk allocation
- Asset classification for each risk bucket
- Applying wealth allocation framework in different situations

Part II: Structured Products in HNWI's Portfolio

Structured Products Overview

- What are structured products?
- Asymmetric payouts
- Reasons for structured products
- Characteristics of structured products

Building Blocks of Structured Products

Common Structured Products

- Understanding the risk and reward structures of structured products
- Equity-linked notes
- Credit-linked notes
- CDOs
- Participation rate structured products
- High yielding structures
- Leverage structures
- Multi-asset class structures
- Rainbow structures
- Autocall
- Range accruals
- Accumulators

Investing in Structured Products

- Portfolio allocation investment decisions
- Benefits of investing in structured products
- Product suitability

Part III: Hedge Funds in HNWI's Portfolio

Hedge Funds Overview

- Common features of hedge funds
- Hedge fund indices

Hedge Fund Strategies

- Equity-hedge strategies
 - Equity long/short
 - Equity market neutral
 - Quantitative funds
 - Short bias
- Trading strategies
 - Global macros
 - CTAs and managed futures
- Arbitrage strategies
 - Convertible arbitrage
 - Volatility arbitrage
 - Fixed income arbitrage
 - Distressed securities
 - Event driven

Funds of Hedge Funds

- Advantages and disadvantages of FoHF
- Selecting FoHF

Investing in Hedge Funds

- The attraction of hedge funds
- Distribution of hedge fund returns
- Risk-adjusted returns
 - Low correlation with traditional asset classes
 - Sharpe and Information Ratio
 - Downside protection
- Risk management
 - Operational risk
 - Market risk
- Investment framework for investing in hedge funds
 - Planning the investment
 - Choosing a structure and the appropriate strategies
 - Selecting hedge funds or managers

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In-house training is an efficient and cost effective way to ensure that your employees are equipped with the knowledge and skills needed to make a real impact in your organization.

Training can be arranged for anything from small groups to entire divisions and will take place at a time chosen and convenient to you.

For more information on holding this, or any other salmon Thrust course in-house, please contact:

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Register now

Package	Before 22 Feb 2012	After 22 Feb 2012	Quantity	Sub-total
Registration fee	S\$1,620 Save \$180	S\$1,800		
Platinum Package Send 4 delegates and 5 th comes FREE				

Attendee details

1	Name.....	Job title.....
	Tel.....	Email.....
2	Name.....	Job title.....
	Tel.....	Email.....
3	Name.....	Job title.....
	Tel.....	Email.....
4	Name.....	Job title.....
	Tel.....	Email.....
5	Name..... FREE	Job title..... FREE
	Tel..... FREE	Email..... FREE

Company/Invoicing details

Organization name.....

Address.....

Postcode.....

Invoice attention to..... Job title.....

Tel..... Email.....

Approving Manager signature

NB: Signatory must be authorized to sign on behalf of contracting organization

Name.....

Email..... Job title.....

Tel..... Fax.....

Authorizing signature * (Mandatory).....

Payment method

For payment by crossed **cheque or bank-draft**, please make payable to: **Salmon Thrust Pte Ltd**

For payment via **telegraphic transfer**, please make payment to:

Account number: 501-747323-001
 Account name: Salmon Thrust Pte Ltd
 Bank address: 65 Chulia Street, #01-01 OCBC Centre. Singapore 049513
 Bank code: 7339
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How to book your course

Complete this form and **fax** to:
+65 6423 9802

Or send the form to:

Salmon Thrust Pte Ltd
 55 Market Street #10-00
 Singapore 048941

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Get your team together and save!
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You may also be interested in

- **Behavioural Finance & Wealth Management (29 – 30 Mar 2012)**
- **Consultative Selling & Portfolio Structuring for Private Wealth Manager (23 – 24 Apr 2012)**
- **Essential Fundamentals & Technical Knowledge for Private Wealth Managers (14 -15 May 2012)**
- **Structured Products in Wealth Management (7 – 8 Jun 2012)**
- **Technical Analysis for Trading & Advisory (10 – 11 May 2012)**
- **Economic Releases & Asset Class Adjustments (2 – 4 Apr 2012)**

Go to www.salmonthrust.com to view our full course calendar

Terms and conditions

1. Should you be unable to attend, a substitute delegate is welcome at no extra charge.
2. Salmon Thrust does not provide refunds for cancellations. Invoiced sums are payable in full within 7 days of the invoice date.
3. Salmon Thrust will provide full course documentation to a delegate who has paid, but is unable to attend.
4. Salmon Thrust reserves the right to change the content of the program without notice including the substitution, alteration or cancellation of speakers and/or topics and/or the alteration of the dates of the event.
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6. Salmon Thrust reserves the right to amend any part of the published program, agenda or speakers due to factors outside of its control.

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