SalmonThrust
FINANCIAL TRAINING

2-Day Intensive Course

Structured Products In *Wealth Management*

Intermediate Level

7 – 8 June 2012, Singapore

Who's attending?

This course is beneficial to:

- Private banking relationship managers and asset managers wishing to consolidate and/or refresh their client liaison skills and product knowledge
- Investment management professionals who advise on or participants in the design and implementation of asset allocation policies and portfolio models
- Executives in legal and accountancy practices working with private bankers to improve their service to clients
- Corporate bankers requiring an overview on their transfer to the private banking function
- Senior managers responsible for planning the private wealth management function or its subsequent management
- Legal & trust staff, branch managers and credit officers who need to understand the complementary nature of private banking services

Why not recommend this course to a colleague?

Structured products are an increasingly important investment tool for private investors. Although the recent spate of unfortunate events on Lehman mini-bonds and the likes have created some misgivings, 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 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 investors' requirement in a portfolio context.

What will I get out of it?

By the end of the course participants will be able to:

- Understand general risk/return potential of common structured products
- Explain how to extract values from investing in structured products to customers
- Identify the suitability of structured products to a client's portfolio
- Know how structured products could optimize a client's option
- Acquire a deeper understanding of the product structures and needs of clients so as to avoid mis-selling
- Know the behaviour of structured products during their lifetime

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."

COURSE CONTENT

Structured Products Generalities

- Reading payoff diagram
- Payoff formula
- Term sheets

Building Blocks of Structured Products

- Bonds
- Plain vanilla options
- Exotic options
- swaps

Categories of Structured Products

- Capital guaranteed products
- Yield enhancement
- Participation

Behaviour of Structured Products During Their Lifetime

- Main valuation and risk measures
- Capital guarantee
- Yield enhancement
- Particpation

Common Special Features of Structured Products

- Quanto options
- Barrier options
- Autocall and callable options
- Rolling products and products without fixed maturity
- Conditional and accumulating coupons

Foreign Exchange, Fixed Income and Commodity Products

- FX-based structures
- Fixed income structures
- Commodity structures

Recent Development

- Customized index products
- Actively managed certificates
- Electronic trading platform

Classical Theory and Structured Products

- Shapes of return distributions
- Classical theory and structured products

Structured Solution

- Preferred distribution
- Distribution classes
- Investor's utility curves

Return Distribution of Structured Products

- Capital guaranteed products
- Yield enhancement products
- Participation products
- Product classification

Structured Portfolio Construction

- Portfolio construction process
- Preferred return distribution process vs. classical portfolio management
- Investor portfolios

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.

Save time and money with in-house training

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:

Audrey Ang, Sales Manager
Tel: +65 63230768
Email: audrey@salmonthrust.com

BOOK NOW! Register before 7 May 2012 for early-bird discount.

Website
www.salmonthrust.com

Telephone
(+65) 6323 0768

Email
email@salmonthrust.com

Structured Products in Wealth Management

7 – 8 June 2012, Singapore

Register now

Package	Before 7 May 2012	After 7 May 2012	Quantity	Sub-total
Registration fee	S$1,620 **Save $180**	S$1,800		
Platinum Package Send 4 delegates and 5th 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
Swift code: OCBCSGSG

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

Take the Platinum package

Get your team together and save!
Send 4 delegates and get one FREE

You may also be interested in

- **Alternative Investments for Private Clients - Structured Products & Hedge Funds (22 – 23 Mar 2012)**
- **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)**
- **Economic Releases & Asset Class Adjustments (2 – 4 Apr 2012)**
- **Technical Analysis for Trading & Advisory (10 – 11 May 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.
5. Salmon Thrust is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event under any circumstances.
6. Salmon Thrust reserves the right to amend any part of the published program, agenda or speakers due to factors outside of its control.

BOOK NOW! Register before 7 May 2012 for early-bird discount.

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