



**Product
Seminar FX
Management**

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Product Seminar FX Management.

Currency-related risks can usually be observed in the form of transactional, translational or competitive risks. Controlling these risks increasingly requires solutions that can not be achieved optimally with traditional instruments of foreign exchange trading.

Based on the basis seminar FX Management, foreign exchange strategies will be worked out between the poles of hedging and optimising for various objectives and market expectations on both seminar days. Different objectives and market expectations on the client side will explicitly be taken into account.

Seminar Content:

We will cover the following topics:

- Structuring and design of current exotic FX derivatives
- Possibilities to use derivatives for a structured currency management
- Specifics on the price determination on these products
- Finding solutions for currency management which are individually tailored to the initial situation and the clients expectations
- Combination of market environment and product structuring
- Risk-reward profile for the clients in relation to the respective products

The seminar will be held in the form of interactive lectures, which are accompanied by intensive practice sessions.

Target Audience:

Employees from the area of sales and trading, corporate client service and back office

Our Strengths:

- Many years of experience in practice-oriented seminar
- Complete practical relevance
- Computer-assisted approach
- Detailed seminar documents

Seminar Dates:

Date:	TBD
Duration:	2 days
Participants:	up to 12 employees
Location:	premises of LPA in Frankfurt (Main)
Trainer:	LPA Senior Consultants

Registration and Information:

By phone:	+49 (0) 69 / 97 14 85 – 0
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Seminar Schedule.

Welcome!

- Words of welcome by the seminar leader
- Distribution of seminar materials
- Objective of the seminar
- Introduction of seminar participants and their expectations

Start: Discussion of a concrete client exposure

A hypothetical client exposure will be introduced, and on the basis of this case, the exact FX risk of the client will be discussed, as well as initial propositions of the participants concerning alternative courses of action, and the characteristics of these alternative courses of action. The client exposure will be addressed again at the end of the seminar.

Knock-in Forward

By using products of the „Knock-in Forward“ family, the client hedges a worst case on the one hand (a maximum or minimum rate, depending on the initial situation), but on the other hand, he can participate within limits in a rate development which is advantageous for him.

The design, the structuring and the risk-reward profile of these products will be discussed with the participants. In particular, it will be addressed how to encounter client concerns and needs by adjusting to the design and the structuring.

Participation Forwards

In contrast to the knock-in forwards, the products of this family allow a participation in a rate development, which would usually be unfavourable for the client. Aside from design, structuring, reward-risk profile and product variations, basic analysis parameters such as break-even, worst case and best case will also be explained.

Additional hedging and optimisation transactions

A selection of other structured FX products will be presented, in particular:

- Range Forwards
- Ratio Forwards
- Shout Forwards
- Multiple Forwards (for the simultaneous hedging of FX exposures on several value dates)

Afterwards, the participants will work in small groups to create their own FX strategies in relation to the initially presented client exposure. Finally, the individual small groups will present their product idea in the context of a role play where a sales situation is reenacted. Here, they have to react spontaneously to questions and objections of the client, represented by the seminar leader.