



AFCM
ARAB FEDERATION OF
CAPITAL MARKETS

EUROMONEY
LEARNING

BROKERAGE OPERATIONS

23-24 Sep.
2024



ONLINE
TRAINING



Syllabus

Day 1

Sales & Trading

. Organization of sales and trading business – common trading desks; market-making vs proprietary trading; how these businesses generate profit.

Case Study 1: P&L of large banks' trading businesses

. Risk management – VAR, sVAR, expected shortfall (ES), sensitivity measures, market risk stress tests

Case Study 2: Illustrative calculation of VAR, sVAR and ES for hypothetical trading portfolio using Monte Carlo simulation and historic approach

. Basel 3 market risk capital requirements incorporating Fundamental Review of the Trading Book (FRTB) – standardised approach (SA) vs internal models approach (IMA); comparison of FRTB vs Basel 2.5

Case Study 3: Illustrative calculation of market risk capital requirement for hypothetical trading portfolio under FRTB SA and IMA vs under Basel 2.5 IMA

. Measuring economic value added (EVA) at trading desk level and by client – capital diversification benefit, cost of equity and performance assessment

Case Study 4: Illustrative trading desk EVA calculation

Prime Brokerage

. What is it?
. Prime brokerage services – cash management, securities lending, settlement services and custody services

Case Study 5: Illustrative services provided by prime broker, and charges therefrom, for hypothetical client portfolio over a period of time

Day 2

Back & Middle Office Operations

. Product description
. Securities settlement systems

Case Study 6: Examining Euroclear – how it works for securities settlement; asset classes covered

. Securities borrow fails
. Corporate actions
. Derivatives – over-the-counter (OTC) vs exchange traded; centrally cleared vs non-centrally cleared; credit support annexes (CSAs) and collateral posting requirements; matching new trades, terminations and novations

Case Study 7: Calculation of variation margin and Initial margin for centrally cleared OTC derivatives

Case Study 8: Calculation of variation margin and Initial margin for non-centrally cleared OTC derivatives. ISDA Standardised Initial Margin Model (SIMM)

Financing Operations

. Funding of trading business

Case Study 9: How large banks' trading businesses are funded

. Repos and reverse repos. Securities lending and borrowing

Case Study 10: Overview of global repo market activity



Investment

📅 23-24 September 2024

🕒 9:00 am – 1:00 pm
Beirut Time

🌐 Online Training

💰 600\$ (AFCM members)
700\$ (Non-members)

2
Days



Trainer

Bassam has over 25 years of banking and consulting experience with some prominent multinational banks in several banking areas including Strategic/Risk Management of Financial Institutions, Compliance and anti-money laundering, Corporate/Trade Finance and Capital Markets.

Bassam is a professional consultant, regular lecturer and professional trainer in areas related to

Corporate Credit	Risk Management	Islamic Finance
Compliance, AML & CTF	Corporate Governance	Corporate Finance
Treasury & Capital Markets	Trade Finance	Small Business Finance



Bassam Azab

MBA, Cert. CIB, Cert. CISI-ISI

Previously, he held senior executive positions with HSBC and IFC (The World Bank Group).

Bassam has a hands-on experience in Risk Management for Financial Institutions and well-versed with Basel Accords and Enterprise Risk Management, extending to both qualitative and quantitative risk management applications, among which Value-at-Risk calculations, Distance-to-Default, ERM COSO modelling and Heat Mapping. He also has great experience with the various investment valuation techniques with a major specialization in DCF modelling.

Bassam is a Financial Strategist, a Corporate Governance Expert and a Board Director. Across his career, he has participated in a number of Boards and Executive Steering Committees for project developments covering both Green Field and Restructures for Mergers and Acquisitions related to financial institutions in the Middle East. In the course of his career, he headed a number of consulting assignments covering Corporate Governance, Financial Restructuring and Risk Management to Banks and Corporate Institutions. During his service with HSBC Bank, he oversaw Launching HSBC Amanah (HSBC Islamic Banking) for HSBC Bank Egypt.

Bassam is a Holder of a Masters in Business Administration (International Banking & Finance) from the University of Birmingham, UK (Distinction), a Banking Certificate from the Chartered Institute of Bankers, UK (Merit). And Certificate in International Securities and Investment form the Chartered Institute for Securities & Investment, UK. (Merit)

About AFCM Training & Development Unit

AFCM Training & Development Unit is the leading training entity in the capital market industry in the region.

We offer awareness-based training programs, that upscale your teams' and senior management's performance through virtual, onsite and self-paced learning sessions. In this era of massive transformation, we succeeded in integrating Learning Development into the working environments of the capital and financial markets across the Arab region.

One of our core values is providing the best financial education, by partnering with top-notch international learning providers and consultants to cater to our members', affiliates' and the public's ever-growing needs. Another key area we focus on is raising awareness about the new practices, developments, opportunities and challenges affecting the landscape of the financial world by hosting and managing virtual and onsite webinars, events and awareness campaigns.

We aim at helping our clients incorporate and profit from the changes and innovations that are shaping the future of the Financial Services Industry by providing vibrant learning experiences.

Contact Us

For more inquiries or require assistance with cancellation or transfer:

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