

## IVCJ Presents

A 1-Day Workshop on

# Currency Hedging - Managing Foreign Exchange Volatility

Date	City
20th January 2010	Delhi
22nd April 2010	Bangalore
27th July 2010	Mumbai

Certificate of Participation by IVCJ

Knowledge Partners:



Partner Exchange:



Media partner :



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## Financial Management Series Currency Hedging - Managing Foreign Exchange Volatility

### About Dickenson

Dickenson Intellinetics Pvt. Ltd. (DIPL), founded in 1999, specialises in Corporate Communication, Research and Publishing. Dickenson's client portfolio includes many of India's leading corporates in banking, financial, pharmaceuticals, industrial, textiles, entertainment and NGO sectors.

### About IVCJ

With extensive research, in-depth knowledge and comprehensive analysis, IVCJ serves both Indian and global VC/PE marketplace as the leading and most respected Indian publication focusing on the Indian private equity market space. IVCJ's basket of products consists of 3 publications namely: Private Equity Journal for India, a weekly sector focused journal; VC Guide for India, an annual compendium of VC/PE players and Daily Snapshot for India, a daily e-news service. Dickenson Intellinetics has been bringing this well appreciated service since February 2005 to more than 11,000 subscribers around the world. IVCJ also organises sector focused conferences and training programs for the Corporate world.



### Dickenson Advisory Private Limited (DAPL)

DAPL, a focused initiative of DAPL vertical servicing the Private Equity marketplace through [www.vcindia.com](http://www.vcindia.com), is a team specialising in the development and delivery of solutions in the Syndication of Venture Capital/Private Equity and Debt to the Indian marketplace.

We aim to service the growing demand for Venture/Private Equity finance in the rapidly evolving Indian marketplace.

The current portfolio of services comprises of a total turnkey approach towards Venture/Private Equity and Debt Syndication, which is delivered through an extensive "learn and deliver" approach with tailored services based on the client's needs. In November 2008, Dickenson Advisory forged an alliance with PREQIN Limited (UK) for offering global investor-targeting services for PE Funds in India. Our approach involves an intelligence based and a 360 degrees approach to fund-raising, and which is arguably one of the most cost-effective and in-depth investor targeting services available.



## Background

Managing foreign currency exchange for your international program is just as important as managing all the other areas surrounding your event. Foreign Exchange Risk Management provides a broad overview of the philosophical, managerial and technical issues associated with managing foreign exchange exposures. The training sets out to equip delegates with the skills and techniques to formulate a plan so that you don't expose your budget to the volatile foreign exchange markets.

As part of the Financial Management Series, "Currency Hedging: Managing Foreign Exchange Volatility" is a highly participative one-day programme, culminating into an extensive knowledge bed of foreign exchange and currency options markets. The pertinent agenda of the event is targeted at spot and forward FX as well as the procedures and practices in the market, together with the economics and motivations of the market players. This programme is slated to explore and explain the FX markets from the perspective of both, the sell side (banks) and the buy side (corporate and asset managers). Foreign Exchange Risk Management provides an in-depth analysis of the philosophical, managerial and technical issues associated with foreign exchange exposures. This training is expected to equip the delegates with the skills and techniques to formulate a plan that acts as a shield against exposure to the volatility of foreign exchange markets.

### Who Should Attend:

- Corporate heads of Financial Institutions
- CFOs of corporate houses with significant currency exposures
- Bank professionals advising currency hedging
- Dealers and Traders
- Brokers and Consultants
- Financial / Business Analysts
- Capital Market Intermediaries

Our commitment to interactive-friendly class sizes means that there are limited seats and the spaces on this course are allocated on a first come, first served basis. Therefore we strongly advise candidates to enroll early to be sure of a seat by registering online [www.vcindia.com](http://www.vcindia.com) or calling 022 6627 6500 or 022 66276530 / 6534 / 6535 / 6539.

**20<sup>th</sup> January 2010 | New Delhi**

**Timing: 9:00 AM - 6:15 PM  
(Including Breakfast, Lunch & Snacks)**

### Primary Objective of the Workshop is to:

- Fundamentals of forex markets, key players and their roles
- Trading mechanism, forecasting and speculation
- Risks involved in forex markets and their evaluation
- Role of hedging in managing forex risk and applying trigger signals
- Real-time examples

### What makes Executive Training at IVCJ different:

- **Business solutions focused:** through in-depth research and development at all levels in the market IVCJ is able to pinpoint the development areas most important and essential to today's market professionals. Focus on equipping trainees with the tools needed to overcome personal business challenges.
- **Unrivalled faculty of leading experts:** the IVCJ faculty is comprised of some of the leading practitioners, trainers and consultants. During its research process, IVCJ identifies and invites thought leaders in each respective topic area to become the faculty for its executive training series.
- **Continuous enhancement:** IVCJ's course programmes are continually reviewed and enhanced in order to reflect the changes encountered in the global markets.

# PROGRAMME SCHEDULE<sup>#</sup>

Wednesday, 20th January 2010, New Delhi

Time	Session	Topic	Faculty
9.00 AM	Session 1	<b>Overview of Foreign Exchange Markets</b> <ul style="list-style-type: none"> <li>▶ Historical overview</li> <li>▶ Cash &amp; Spot Exchange</li> <li>▶ Market participants and their motivations</li> <li>▶ Different currency classifications - major, minor, crosses, emerging markets</li> <li>▶ Forex Market</li> </ul>	Mr. Aryn Mecklai Mecklai & Mecklai**
10.00 AM		<b>TEA AND COFFEE BREAK</b>	
10.30 AM	Session 2	<b>Economics Of Foreign Exchange</b> <ul style="list-style-type: none"> <li>▶ What drives the market?</li> <li>▶ Factors affecting exchange rate?</li> <li>▶ Long and short term influences</li> <li>▶ Supply and demand</li> <li>▶ Economic indicators, breaking news, uncertainty and rumour</li> <li>▶ Government policy and intervention</li> <li>▶ Purchasing Power Parity (PPP)</li> </ul>	Mr. Aryn Mecklai Mecklai & Mecklai**
11.30 AM	Session 3	<b>Currency Risk Management</b> <ul style="list-style-type: none"> <li>▶ Tools of Risk Mangement (Forward, Future, Swaps, Options)</li> <li>▶ Hedging through Forward/Futures/Options/Swaps</li> <li>▶ Exposure management process</li> <li>▶ Practical aspects of a hedging policy</li> <li>▶ Strategic vs dynamic hedging</li> <li>▶ Transaction, trading, competitive, translation</li> <li>▶ Actual illustration</li> </ul>	Mr. Manish Jain, ICICI Bank**
12.30 PM		<b>LUNCH</b>	
1.30 PM	Session 4	<b>Mechanics of Foreign Exchange - Market Operations</b> <ul style="list-style-type: none"> <li>▶ Timing, procedures and practices</li> <li>▶ Spot FX quotes</li> <li>▶ Direct and indirect quotations</li> <li>▶ Cross currency calculations</li> <li>▶ Case study</li> </ul>	Mr. Pulak Basak MCX Stock Exchange**
2.30 PM	Session 5	<b>Foreign Exchange Risks</b> <ul style="list-style-type: none"> <li>▶ Relationships with interest rates</li> <li>▶ Forward points, premiums and discounts</li> <li>▶ FX futures</li> <li>▶ Speculation in Futures Markets</li> </ul>	Mr. Pulak Basak MCX Stock Exchange**
3.30 PM		<b>TEA AND COFFEE BREAK</b>	
4.00 PM	Session 6	<b>Foreign Exchange Risks</b> <ul style="list-style-type: none"> <li>▶ Types of Risks &amp; exposures for corporates, exports, imports, borrowing, competitions</li> <li>▶ Measurement and quantifying of Risks Value at Risk (VaR)</li> <li>▶ Introduction to VaR</li> <li>▶ Application of VaR in Forex Markets</li> </ul>	MCX Stock Exchange**
6.15 PM		<b>Closing Day</b>	

\*\* Confirmed  
\* Awaiting Confirmation

*# Disclaimer: This is the proposed course structure and the dates are subject to change and confirmation from the faculty and all the participants. IVCJ reserves the right to make modifications anytime before the event. The faculty from our Knowledge Partners may vary from city to city.*

## FACULTY PROFILES



**Mr. Aryn Mecklai**  
**Mecklai & Mecklai**

Mr. Aryn Mecklai joined Mecklai & Mecklai Associates in 1989 as a junior Forex Dealer. From 1995-1997, he managed the family business venture in Sri Lanka which specialised in forex, call money and bond markets. His key responsibilities included setting up the right team, whilst building and developing relationships across all Sri Lankan banks. Today, he is an established spot dealer. He is an active member of the Forex

Association of India for the last 3 years. He is also an active committee member of the Bombay Exchange Brokers' Association as well as the Indo Sri Lankan Society. He is a speaker at the National Institute of Bank Management, Pune, for inter-bank markets. He is also a speaker at the Trinity Academy in Mumbai, regarding forex dealings through the broker network. He holds a Diploma in Business Management from St. Xavier's College, Mumbai.



**Mr. Pulak Basak**  
**MCX-SX**

Pulak Basak is currently working with MCX Stock Exchange (MCX-SX) as Asst. Vice President since inception (Aug'2008), having a key role in getting banks / Corporates to become the member / client of exchange. Prior to MCX Stock Exchange, he was with the Multi Commodity Exchange of India Ltd (MCX) since Nov'2006, being actively involved in the development of the corporate & institutional business & also a part of team for launch of the ATF, Gold Guinea, Platinum, CER product. He has an experience of over 15 years in the financial services in various capacities like worked as the Chief Dealer in Corporate Treasury having portfolio of

over \$1.5 billion (Rs. 7000cr) ,having all types of instruments like G-secs, T-Bill, CD, CP, Bonds, Mutual Funds, Equity, Loans etc. He has also worked as a co-head debt market in investment & Broking Company to set up proprietary and broking desk from scratch (having a team of 30 people) and reached highest volume of Rs 1000 cr per day. He has also worked with NBFC as an All India Head for distribution of financial product to Banks, Corporates, PFs and institutions (concept of wholesale-retail model). He has an MSc degree from Calcutta University, PGDM from NIIT, Diploma in Commodity Management from Wellingker & MDP from IIM-Cal.



**Mr. Manish Jain**  
**ICICI Bank**

Mr. Jain is Chartered Accountant (2001 batch), currently he is leading a team of treasury sales dealers for international locations of ICICI Bank. Mr. Manish Jain has been working with ICICI Bank for the last 8 years. He is experienced in handling large Indian corporates for providing customized risk management solutions to them across different asset Classes. Prior to joining treasury in 2005, he was working in Corporate Banking team and handling large corporates for their funding and other banking requirements.

As Mr Jain would be reaching Delhi on 19th January night, request you to please make arrangements for his stay for the night (19th January 2010)

# DELEGATE REGISTRATION FORM

For Group Bookings Contact: Call **Nida Mukadam, Sarfraz Patel**  
Tel: +91 22 6627 6524 / 6539  
Tel.: +91 - 9820 245424 or E-mail: sarfraz.patel@dickensonmedia.com

Fax Form to **+91-22-6627 6555**  
or Register Online: **www.vcindia.com**

## Financial Management Series Currency Hedging - Managing Foreign Exchange Volatility

20th January 2010, New Delhi

We / I would like to attend the event as (Please Tick ✓)

Categories	Fees (Rs.)	Date	City	Please Tick ✓
Individual	INR 19,500/-	20th January 2010	Delhi	<input type="checkbox"/>
For Group Booking at attractive rates	Call Mr. Sarfraz Patel Tel: 022 6627 6539 Mob: 09820 245424 sarfraz.patel@dickensonmedia.com	22nd April 2010	Bangalore	<input type="checkbox"/>
		27th July 2010	Mumbai	<input type="checkbox"/>

Fees mentioned above are exclusive of 10.3% service tax

### Delegates Details

(Please attach your business card, print or type clearly the following information)

Organisation Name			
Address			Pin Code:
	Country:	Contact No:	Fax No:
Full Name	Job Title	Email Id	Mobile Number

### PAYMENT DETAILS:

Our DD/Cheque No.....for Rs. (US\$).....

Drawn on .....

in favour of **Dickenson Intellinetics Private Limited** payable at Mumbai is enclosed herewith.

### Terms & Conditions:

I hereby confirm my understanding of the following terms and conditions:

- Following completion and return of the registration form including the authorized signature, full payment is required within 5 working days from receipt of invoice. Please note: payment must be received prior to the conference date. Admission to the event cannot be guaranteed if the payment has not been received by Dickenson Intellinetics Private Limited.
- Should a delegate be unable to attend, a substitute delegate is always welcome at no extra charge. Alternatively, Dickenson Intellinetics Private Limited will make the refund of 50% of the fee for a cancellation received in writing (letter or facsimile) no later than 2 weeks prior to the event. Where a cancellation notice is given 1 week before the event, Dickenson Intellinetics Private Limited will issue a credit note for the same/equivalent amount to be used for any future Dickenson Intellinetics Private Limited event within period of 6 months from date of issue of credit note. Thereafter, no refunds/credit note can be issued. Non-attendance does not constitute cancellation.
- Event programme content and the event venue can be subject to change without notice and does not impact the Terms and Conditions specified in 1 & 2.
- With his or her signature, the delegate acknowledges that they have read and understood all terms and conditions of this registration form including, without limitation, the provisions relating to cancellation and to payment terms.

\_\_\_\_\_  
Name and Signature

Kindly send in the duly filled Registration Form along with Registration Fees to the following address:  
#902, '9 JVPD' Building, Next to Kotak Bank Plot #9, 10th N.S. Road, Juhu, Mumbai - 400 049, India.  
Tel: +91 - 22-6627 6539 / 6627 6500 Fax: **+91-22-6627 6555**  
Tel: +91 - 9820 245424 or Email: sales@dickensonmedia.com

# WORKSHOP & SEMINAR CALENDAR (OCTOBER 2009 - MAY 2010)

	Training	Price Series	From	To	Month	City	
October 2009	Company Valuation Techniques	B Investment Banking Series	29	30	October	Mumbai	
November 2009	Currency Hedging - Managing Foreign Exchange Volatility	A Financial Management Series		5	November	Mumbai	
	M&A	A Investment Banking Series		17	November	Mumbai	
December 2009	Contract Law	A Legal & Tax Training Series		3	December	Mumbai	
	Information Security: Latest Threats and Innovations	A E-Security Training Series		8	December	Mumbai	
	Information Security for Business Managers and Leaders	A E-Security Training Series		9	December	Mumbai	
	IFRS and Indian Accounting Standards	B Financial Management Series	10	11	December	Bangalore	
	Building Brand Equity	B Branding, Marketing & Communication	15	16	December	Mumbai	
	Asset Reconstruction & Loan Restructuring	B Financial Management Series	5	6	January	Mumbai	
	January 2010	Financial Modelling	A Investment Banking Series		7	January	Mumbai
Security Laws and Investor Relations		A Legal & Tax Training Series		12	January	Mumbai	
FDI Exchange Controls		A Legal & Tax Training Series		13	January	Mumbai	
Corporate Reporting: Delivering Annual Reports that Work!		A Branding, Marketing & Communication		19	January	Mumbai	
Risk Management		A Financial Management Series		20	January	Mumbai	
Company Valuation Techniques		B Investment Banking Series	21	22	January	Delhi	
Currency Hedging - Managing Foreign Exchange Volatility		A Financial Management Series		27	January	Delhi	
Information Security - Risk Management		A E-Security Training Series		28	January	Mumbai	
February 2010		Competition Law / Acts	A Legal & Tax Training Series		3	February	Mumbai
		Employment Law	A Legal & Tax Training Series		4	February	Mumbai
	IFRS and Indian Accounting Standards	B Financial Management Series	5	6	February	Mumbai	
	Customer Relationship Management	A Branding, Marketing & Communication		9	February	Mumbai	
	Digital Asset Management (DAM): Challenges and Solutions	A Branding, Marketing & Communication		10	February	Mumbai	
	Basel II-Risks Associated and Steps to Handle it	A E-Security Training Series		11	February	Mumbai	
	Dispute Resolutions	A Legal & Tax Training Series		17	February	Mumbai	
	Business Continuity and Disaster Management System	A E-Security Training Series		17	February	Mumbai	
	Legal and Tax Practices in M&A	A Legal & Tax Training Series		18	February	Mumbai	
	Corporate Project Financing	A Investment Banking Series		19	February	Mumbai	
	March 2010	Information Security - Risk Management	A E-Security Training Series		9	March	Delhi
		Business Continuity and Disaster Management System	A E-Security Training Series		10	March	Delhi
		Contract Law	A Legal & Tax Training Series		11	March	Delhi
eMarketing: The New Age Marketing Mantras		A Branding, Marketing & Communication		16	March	Mumbai	
Intellectual Property Rights		A Legal & Tax Training Series		18	March	Mumbai	
Network Management and Network Security		A E-Security Training Series		19	March	Mumbai	
April 2010	M&A	A Investment Banking Series		13	April	Delhi	
	Legal and Tax Practices in M&A	A Legal & Tax Training Series		14	April	Delhi	
	Competition Law / Acts	A Legal & Tax Training Series		15	April	Delhi	
	Employment Law	A Legal & Tax Training Series		16	April	Delhi	
	Dispute Resolutions	A Legal & Tax Training Series		20	April	Delhi	
	Treasury Management	A Financial Management Series		21	April	Mumbai	
	Intellectual Property Rights	A Legal & Tax Training Series		21	April	Delhi	
	Currency Hedging - Managing Foreign Exchange Volatility	A Financial Management Series		22	April	Bangalore	
	Information Security for Business Managers and Leaders	A E-Security Training Series		20	April	Delhi	
	Asset Reconstruction & Loan Restructuring	B Financial Management Series	27	28	April	Delhi	
May 2010	Security Laws and Investor Relations	A Legal & Tax Training Series		5	May	Delhi	
	FDI Exchange Controls	A Legal & Tax Training Series		6	May	Delhi	
	Risk Management	A Financial Management Series		12	May	Delhi	
	Building Brand Equity	B Branding, Marketing & Communication	13	14	May	Delhi	
	Corporate Reporting: Delivering Annual Reports that Work!	A Branding, Marketing & Communication		14	May	Delhi	
	Information Security: Latest Threats and Innovations	A E-Security Training Series		18	May	Delhi	
	Network Management and Network Security	A E-Security Training Series		19	May	Delhi	
	Financial Modelling	A Investment Banking Series		25	May	Delhi	
	Corporate Project Financing	A Investment Banking Series		26	May	Delhi	

The logo for Dickenson, featuring the word "dickenson" in a lowercase, serif font. The background of the page is split into a blue upper section and a light beige lower section, separated by a white curved line. A thin white line also runs diagonally across the beige section.

**Dickenson Intellinetics Pvt. Ltd.**

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