

FINANCIAL TRAINING

P A R T N E R S

Financing Products and Markets

Seminar Objectives

This seminar teaches how corporations finance themselves in the debt and equity markets. It examines issuer and investor objectives to determine how underwriters choose and structure financing products attractive to both parties. It also addresses the role of the financial intermediary, including how relationship managers, product specialists, and sales and trading professionals work together to execute a debt or equity financing.

Seminar Outline

Introduction to markets

- Market players and objectives: issuers and investors
- Role of the intermediary
- Market characteristics

Corporate debt products

- Loan capital markets
- Debt capital markets
- Intercreditor priority

Structured products

- Securitization: MBS, ABS, ABCP
- Structured credit products: credit derivatives and CDOs

Pricing and rates

- Government debt and interest rates
- Corporate debt pricing
- Money markets and foreign exchange
- Interest rate swaps and relative value

Corporate finance

- Mergers and acquisitions
- Financial strategy and the industry life cycle
- Equity capital markets
- Matching issuers and products

Materials

Guide to Financial Products and Markets

Guide to Debt Structuring

Various Job Aids

Financial Training Partners

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