

ACI BRIEFING

NEWS FROM THE FINANCIAL MARKETS ASSOCIATION

<http://www.aciforex.com>

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ACI - The Financial Markets Association is celebrating its 50th anniversary and continues to work for its members in more than 66 countries. ACI is widely regarded as the leading association representing the interests of the financial markets and actively promotes the educational and professional interests of the markets and industry through its Board of Education and Committee for Professionalism.

If you would like to become a member of ACI, or are aware of somebody who would, contact ACI at secretariat@aciforex.com or phone +33 1 42 97 51 15 for further details.

'Basel II and traders – an opportunity or a nightmare?'



By David Clark

As the Basel II process grinds on, it is not surprising that the people who populate the market's dealing rooms glaze over when asked to consider the intricacies of the 248 pages, 862 paragraphs and nine annexes of the catchily entitled 'Basel II: International Convergence of Capital

Measurement and Capital Standards: a revised framework'. It is, they believe, the remit of the compliance department, a reason for auditors to add to their manuals, more complexity for financial controllers, and the territory of policy wonks and the quants in the middle office.

All of which is true, of course. However, when these worthies have analysed the detail, prepared their responses and completed the maths, it is the front offices that will have delivered to them a new set of capital costs that will directly affect the nature of their businesses, their profit and loss and the resulting bonus payments. It is at this point that dealing rooms can get excited – even about Basel II.

Basel II has been excruciatingly lengthy and formidably complex, even for those of us who have been close to the process. The Basel Committee on Banking Supervision and the

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Repo Market Grows Further

The latest semi-annual survey of the European repo market conducted by the International Capital Market Association (ICMA), shows that the market is now estimated to be in excess of EUR 5.3 trillion. Growth for a constant sample of banks was 19%, year-on-year, almost identical to the growth rate of the previous six month period.

"Despite a perceived slowdown in wholesale banking activities, the repo market has proved to be integral to core financing and has firmly stated its importance with yet another increase in outstanding volumes," says Godfried De Vidts, President of ACI – The Financial Markets Association and Chairman of ICMA's European Repo Council, which commissions the survey. "As Basel II approaches, with its capital requirements affecting all the banks in Europe, this trend to increased use of repo is set to continue."

The latest survey, which was taken in June, also shows that the market share traded by electronic means stood at 21.2%, versus 21.3% in the December survey – the share of voice-brokers stood at 24.6% and that of direct inter-dealer trading 54.3%. In absolute terms, however, ICMA says volumes traded grew by 14% over the six months. It adds that although the general structure of the repo market as indi-

cated by the relative shares of different segments such as by currency, collateral and maturity distribution, was relatively unchanged from previous surveys, the share of government bonds in collateral issued fell to a record low of 85.7%. "This probably reflects the growing role of credit repo in Europe," ICMA states.

Although the positive trend in market growth continues, ICMA says that "significant obstacles" to continued growth still exist. These include the lack of a uniform market infrastructure, as highlighted by both Giovannini reports and the EU Commission's Cesame Working Group. "The market and the European Repo Council have for years emphasised the gaps in repo delivery and settlement systems," explains De Vidts. "These issues need to be resolved speedily with the cooperation of governments, central banks and EU institutions if the repo market is to contribute fully to the achievements of the goals laid out in the Lisbon agenda."

DETAILS

The latest survey asked a sample of financial institutions in Europe for the value of their repo contracts that were still outstanding at

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BASEL II AND TRADERS... CONTINUED FROM PAGE 1 ▶

major regulators, who have been in the forefront of doing the grunt work, have gone to great lengths to consult with the industry, who in their turn have applied a huge amount of resource at considerable expense to work with them to achieve a comprehensible and workable accord. Through gritted teeth they acknowledge that it is right to go through the agony, and all know that Basel I needed to be made more risk sensitive. Many of them think that the benefits are already there to be seen, and are becoming frustrated at the amount of time that supervisors are taking to tidy up the crucial details without which identifying a method of agreeing capital ratios is impossible.

ACI'S INITIATIVE TO DISCOVER THE IMPACT ON DEALING ROOMS

ACI is not a lobbying group in its own right because of the individual nature of its membership, but it does have regular contact with supervisors and central banks. The banks and financial institutions for whom its members work are very involved in the consultation process, but very little work has been done, or at least published, on how Basel II will affect dealing rooms and trading businesses. It is this gap in the picture of what the revised accord will do that ACI wished to colour in by running a programme of seminars to discuss the impact of Basel II on front offices.

In Hong Kong on September 27, more than 200 delegates attended a one-day seminar

described Basel II, how it has evolved from Basel I and heard from major banks how they are preparing to implement the new provisions. The focus was on how it will affect banks' dealing operations; delegates also heard from regulators and the major consultancy companies, who, with the banks, make up the stakeholders of the new regime. Further meetings in Singapore on September 29 and Sydney on October 4, also attracted a very healthy delegate list.

What will be the key pressure points for dealing rooms? When the revised framework was first published in 1999 it was partly a response to the market place pressing supervisors for more risk sensitive measurements of capital. Basel I had delivered widely accepted improvements in risk management and capital charges that were well understood, but they had not kept up with better risk management and innovation in the market place. The first impact on dealing rooms will be on the way in which capital charges apply to credit risk taking into account new products, improved mitigation and new credit risk calculations.

The second, and many would say the most contentious point for dealing rooms, will be the introduction of a separate charge for operational risk. In simple terms, Basel I was about credit risk, refined shortly after its implementation to include market risk which became tangible through traded risk model recognition and the capital savings that could accrue from sophistication. Operational risk was always assumed to be

part of the general risk taken by financial institutions, and this mould has been broken by the introduction of a separate charge that is certain to affect front, middle and back offices.

The lasting impact on dealing rooms may well be the rather mysterious Supervisory Review Evaluation Process (SREP). Charges for credit, market and operational risk will be taken in the form of a Pillar 1 charge, but there will be a further Pillar 2 charge assessed by supervisors on the view that they take of the way in which institutions manage their risk. This will require serious mutual understanding between supervisors and banks of the businesses that are undertaken and the way in which they are managed.

Dealing rooms would be very unwise not to involve themselves in the way in which their banks approach and implement Basel II. Some simpler businesses will become cheaper to undertake in terms of capital costs, but many will become more expensive. This will change earnings expectations, strategy and competition and there will be internal pressure to produce risk models that allow supervisors to reduce capital charges.

ACI's intention is to help dealing rooms understand what they are confronted with and how they should react. The seminars are valuable to other divisions within banks that may not be up to speed with product development or the culture of trading. It is highly likely that we will organise further and updated seminars as the deadline approaches. Basel II is due for formal imple-

REPO MARKET GROWS FURTHER... CONTINUED FROM PAGE 1 ▶

close of business on June 8, 2005. Replies were received from 81 offices of 74 financial groups, mainly banks. Returns were also made directly by tri-party repo agents in Europe, but it was not possible on this occasion to include the main automated trading systems (ATS) and the group of voice-brokers who normally report under the auspices of the London-based Wholesale Market Brokers Association (WMBA).

The total value of repo contracts outstanding on the books of the 81 institutions who participated in the latest survey was EUR 5,319 billion, compared to EUR 5,000 billion in December 2004 and EUR 4,561 billion in June 2004. ICMA says that it is important to note that some of the changes in these headline numbers between surveys represent the entry and exit of institutions into and out of the survey, as well as bank mergers and the consolidation of repo books within banks. The organic year-on-year growth in the European repo market was therefore measured by comparing the aggregate returns from a constant sample of institutions (those that have participated in several surveys). Growth measured on this basis was between about 16% and 19% over the year to June 2005, most of which occurred over the six months between the December 2004 and June 2005 surveys.

The share of reported outstanding repo contracts that had been negotiated anonymously on an automated trading system and settled

with a central clearing counterparty (CCP) fell back to 10.4% from 11.7% in December 2004 and 11.6% in June 2004. Domestic transactions recovered to 36.7% from 33.9% in December 2004, close to the 37.2% seen in June 2004. The share of cross-border transactions fell back to 52.8% from 54.3% in December 2004 and closer to the 51.1% recorded in June 2004.

The share of tri-party repo recovered to 10.4% from 9.8% in December 2004, but is still below the peak of 11.2% reached in December 2003 and the shares of currencies tended to move back towards the levels seen in June 2004: 70.0% in euros, 11.8% in Sterling, 11.1% in US dollars and 3.4% in Japanese yen. The biggest change was the growth in the six months to June 2005 in the share of Sterling (from 10.9% in December 2004).

The share of repo collateral held by survey participants which was issued in countries in the Eurozone recovered slightly to 67.4% from 66.3% in December 2004 but remained below the 69.0% seen in June 2004. The largest share of collateral continued to be issued in Germany (24.8%). The share of collateral issued in EU countries accounted for by government bonds fell to 85.7%, its lowest level ever in the survey and down from 87.8% in December 2004. The share of equity collateral remained very low at 0.4%.

The bulk of repo activity continued to be in terms of one month or less (65.3% compared to 66.0% in December 2004). The share of total business conducted on repo desks that was

accounted for by securities lending and borrowing was steady at 19.2% of the total business. The share of equity collateral in this securities lending and borrowing jumped to 11.4% from 5.9% in December 2004.

In the latest survey, the top 10 institutions accounted for some 55.5% of the survey sample, significantly down from 58.4% in December 2004. The share of the top 20 also fell, to 78.2% from 80.4% in December 2004, while the share of the top 30 fell slightly to 90.1% from 91.5% over the same period.

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mentation from January 2007, but the process is well underway. Make sure that you are part of it.

David Clark is an Honorary President of ACI. A detailed report on the Seminars will be carried in the next issue of ACI Briefing.

HAEUSER BIDS FAREWELL

Former Chairman of ACI's Euro Money Market and Liquidity Working Group (MMLWG), Ralf Haeuser, is to end his professional activities within ACI – The Financial Markets Association. Haeuser is moving from Dresdner Bank to a new role in the Treasury Group of German corporation Heidelberg Cement AG.

Paying tribute to his work, ACI President Godfried De Vidts, thanked Haeuser for his contribution to the work of ACI and also for his commitment to the Association, not only on a national basis, but also as Chairman of the MMLWG – which was the first Euribor ACI Sub-Committee formed at the Milan Congress in 1999.

Web Listing

ACI - The Financial Markets Association	www.aciforex.com
Forex Club Argentina	www.forexclubargentino.com.ar
ACI Australia	www.aciaustralia.com.au
ACI Austria	www.aci-austria.com
ACI Forex Belgium	www.acibelgium.com
Financial Markets Association of Canada	www.fmac.ca
ACI Channel Islands	www.acici.com
Forex Croatia	www.banka.hr/forex
ACI Czech Republic	www.aciforex.cz
ACI Forex Danmark	www.aciforexdanmark.dk
AFTB	www.acifrance.net
ACI Germany	www.aci-germany.de
Forex Greece	www.forexhellas.gr
ACI-The Financial Markets Association of Hong Kong	www.acihk.org.hk
Hungarian Forex	www.huforex.com
Forex India	www.forexindia.org
ACI Ireland	www.aciireland.com
ATIC forex (Italy)	www.aticforex.com
Kuwait Financial Markets Association	www.kfma.org.kw
ACI Lebanon	www.acilebanon.com
ACI Luxembourg	www.acilux.com
The Macau Financial Markets Association	www.mfma.org.mo
Financial Markets Association- Malaysia	www.ppkm.net
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AMF/ACI Spain	www.asociacionmercadosfinancieros.com
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United Arab Emirates Financial Markets Association	www.uaefma.com
ACI UK - The Financial Markets Association	www.aci-uk.com
Financial Markets Association - USA	www.fma-usa.org

CALENDAR 2005

OCTOBER

26-29 ACI Committee and Council Meetings

NOVEMBER

15 ACI-ICMA Professional Repo Course

17-20 ICA Congress Kuwait

26 50th Anniversary Party Netherlands Amsterdam

DECEMBER

8 Hong Kong General Assembly Hong Kong

Secured Funding in Motion

Eurex Repo Euro GC Pooling® – Work smart.



Euro GC Pooling® brings drive to your secured cash funding. Make your euro liquidity and collateral management work with high-speed securities allocation, automated processes as well as clearing and straight forward settlement. Activate over 8,000 ECB/Bundesbank eligible securities, in line with ECB Tender operations. Participate in this unique invention with the next generation in secured funding: Euro GC Pooling® by Eurex Repo.



South Africa Debuts Dealing Simulation Course

For the first time, ACI Australia's dealing simulation course has been held in South Africa. The course attracted 32 delegates from various banks from South Africa, Swaziland, Mozambique, Botswana and Mauritius and was held at the Park Hyatt RoseBank in Johannesburg. The conference was organised and coordinated by Lee Panos from Jon Panos and is sponsored globally by BT and Profit & Loss. It was further supported in South Africa by Reuters, FirstRand, MicroMega Securities, UBS and Standard Bank.

out how hard it can be on the nerves.

Dinner is at the local Zoo and as most of the delegates are now very tuned in to what is happening in their market, talk is focused on how some banks don't make quick prices, others make too wide a price etc, etc (sounds familiar?). With this on their minds the torches were forgotten for the night drive through the zoo. Undeterred half the group went for a quick trip (in pitch darkness) and were asked not to get off the train as they may not be seen until morning and they were still on 24 hour call.

After dinner, dealing session four, this time no phones, systems or brokers, just open outcry with banks setting themselves up for a long session and even longer night as rumours are running high that calls will be received during the night.

Wednesday 03 Aug

After a quiet night the day starts with lectures on the Interest Rate Market and Currency Options. Dealing sessions five and six take up the rest of the day.

Positions are now getting bigger, but banks are told not to exceed limits as we can monitor their positions and there will be consequences for breaking limits. Profit and loss wise, there is not much between the banks but some are still trying to fight against a developing trend and nerves are starting to fray, brokers are under more pressure with the noise factor increasing each session.

Dinner, and there is constant talk about how the day went. The war stories have started – how this bank did this and that bank did that. At this stage, five banks are still in the running for most profitable bank.

After dinner, dealing session seven, the same as the night before no phones, systems or brokers; rumours start again that calls will be received during the night.

Thursday 04 Aug

Some very tired delegates listen to lectures on Risk Management, Regulations and Compliance and Platform Trading. Still the questions flowed during these lectures and the organisers are very pleased with the concentration of the delegates as most had an uneasy sleep waiting for the late calls.

To help with the concentration a quick aerobics session was held prior to dealing sessions eight and nine, with a lot of moans and whispers about "how to get even with the boys from Australia".

After a great dinner sponsored by UBS, a lot of tired delegates retreated to their rooms for some needed rest. Most banks are now convinced that there will be no late night calls.



The following is a diary of the course.

Monday 01 August

Delegates were put into their Banks for the week (four per bank). Most of the day is full of lectures on the FX market, Role of the Broker, Method and Psychology of Trading and Economics of the FX market with the introduction to the dealing simulation rules, the first dealing session and position balancing taking up most of the late afternoon.

Day finishes with the opening dinner and official welcome. Delegates look for an early night as they have been advised that it would be a long week.

Tuesday 02 Aug

Day two starts with a lecture on Technical Analysis which the Delegates are told is very important as this could help them with "planning their trade and trading their plan," a trend may develop during the dealing sessions and they are now informed that they are now on 24-hour call. Not many smiles.

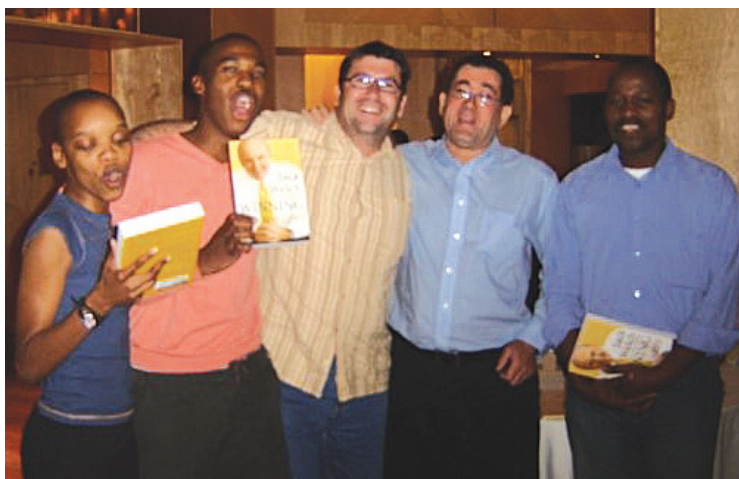
Mid-morning dealing session two begins with most banks taking small positions and trying to work out who are the aggressive banks, price makers and followers. This is followed by a lecture on Forward FX and a very interesting presentation on the role of the Central Bank. Everyone seems to have questions directed at the Central Bank.

Mid-afternoon dealing session three begins with a trend starting to form. Most banks try to stand in front of this, and find



▲ ACI South Africa President with Shirley Simmadari, winner of Best Broker

► "Elephant Bank" celebrates winning Most Profitable Bank Award



Friday 05 Aug

Day starts with a very early call (5.30 am), Banks are informed that all the major centres are down and they are required in the trading room. Some very interesting pyjamas are worn down to the trading floor.

After a couple of hours trading, dealers are allowed to have breakfast and get themselves ready for the last trading session.

Dealing session 10 and it feels like "Top Gun," down to three banks for most profitable bank with little between them. Session 10 ends with all three banks finishing very close.

After the last dealing session there is a review of how the week's trading went and questions on why some banks continued to fight the trend with the usual answer – "thought it had gone too far and should come back". Lesson learnt.

After lunch, time to review all lectures before the examination, for which results are very good with everyone passing 70%, and the average around 82%. All results and awards are given out at the closing dinner with plans to have a reunion very soon. As usual many new friendships and contacts have developed.

The ACI South African committee would like to thank the following lecturers and banks for their time:

Method & Psychology of Trading
Dave Gracey, Nedbank

Role of the Broker
Rudi Gibbs

Economics of the FX Market
George Glynos, E-Treasury

Technical Analysis
Yonatan Rom, Reuters

FX Swaps
Phil Nel, Standard Bank

Role of the Central Bank
Daniel Mminele, SA Reserve Bank

Interest Rate Market
Mike Sandler, Full Value

Currency Options
Peter Skerritt, Skerritt & Assoc

Risk Management
Phillip Spannenberg, First Rand

Platform Trading
Hugo Venter, UBS

Roy Daniels would like to give special thanks to the ACI South African Committee, sponsors and those banks that allowed their staff to take time out of their busy days to present at this seminar. He would also like to thank the management and staff of the Park Hyatt and Lee Panos for her hard work in making the course such a success.

ACI South Africa Dealing Simulation: Awards

DEALERS' DEALER

Sizwe Mkwazi Standard Bank

PROFIT & LOSS AWARD FOR MOST PROFITABLE BANK

Elephant Bank:

Mthokozisi Mbatha
Rand Merchant Bank
Sinah Malebye
ABN Amro
Manqoba Ndlangamandla
Nedbank
Konrad Rodrigues
Reuters

MOST COMPETENT BANK

Hippo Bank:

Trazenta Augusto Manhica
BIM, Mozambique
Sizwe Mkwazi
Standard Bank
Prabhupada Padayachee
Reuters
Ian MacKinnon
MicroMegas Securities

BEST BROKER:

Shirley Simmadari
Nedbank

HIGHEST EXAMINATION MARK

1st	Craig Beney Investec
2nd	Dianne Pillay Standard Bank
3rd	Zane Laurenzi Nedbank

CLS to Expand Product Range

Following approval by the board of CLS Group, CLS Bank International has announced its plans to extend the CLS Settlement product. By 2007, the organisation says that CLS Bank will offer a complete end-to-end service post execution to settlement of cash flow positions for non-deliverable forwards (NDFs) and FX option premiums.

CLS, which was launched in September 2002 with the intention of reducing or eliminating settlement or "Herstatt" risk, currently settles payment instructions related to trades executed in four instruments – FX spot, forwards, option exercises and swaps. "Extending CLS Settlement to NDFs and FX option premiums will mean that manual intervention will be eliminated from the process for both instruments," CLS says in a statement. "CLS Bank will provide complete all-in-one straight through processing with considerable cost benefits, and an accompanying standard legal framework to govern the process."

"CLS Bank was created by the industry for the industry, and its current service has exceeded expectations," claims Mark Garvin, Chairman of CLS Group and CLS Bank. "Volumes are ahead of plan and participation continues to grow. The decision to extend the service to NDFs and FX option premiums was taken only after an extensive consultation process with our members. We have the support of the major market participants in these instruments and the time is now right to bring the many benefits of CLS Settlement to new areas."

"The main objective for CLS Bank is to deliver value to our participants," Joseph De Feo, CEO of CLS Group and President and CEO of CLS Bank, adds. "Extending our product portfolio encourages greater participation and volume growth. This in turn reduces the unit cost of CLS Settlement for all instruments, and keeping this on a downward trajectory for all participants is a key priority for the company."

"The extension of CLS Settlement to NDFs and FX option premiums is the first of many steps that will see CLS Bank look to deliver its benefits to a wider cross-section of the market," he continues. "Over the coming years we will be reviewing ways of extending CLS Bank's settlement window to offer multiple settlement sessions, as well as researching possible services for currencies not currently eligible for CLS Settlement. CLS has fast become the market standard, and it is our goal to build on this achievement for the benefit of the market as a whole."

In addition to its 58 Members, CLS Bank says that it now has a total of 566 participants currently using its service. Included in this total are 259 banks, corporates and non-bank financial institutions and a further 307 investment funds. It currently supports settlement in 15 currencies and is settling in excess of \$2 trillion per day via over 200,000 instructions.

New ACI UK President Looks Ahead



ALAN
ATTWOOD

ACI UK got a new President recently when Alan Attwood from WestLB, took over the reins from Pinder Grewal, who stepped down earlier this year. Attwood's accession to the Presidency of the UK Association means yet another role can be added to the list of posts held within ACI – The Financial Market Association during his 27 years of membership. Attwood first served on the ACI UK Committee in 1984, although as he points out, he did have a non-committee role to play before that – he was responsible for designing the ties of the then-named Forex Association UK.

In 1998, Attwood took up the post of Sub-Regional Executive for the UK, Channel Islands and Ireland on ACI's Excom, serving for two full terms before stepping down last year. His hopes of a more relaxing time were quashed by the call of the ACI UK Presidency – a role he is happy to take.

"I take a very pragmatic view about what needs to be done to maintain ACI UK's momentum and to grow the Association further," he says, considering his new role. "If we are to hold an event we must ensure that it is viable before we fully commit to it. If we have sufficient support we will go ahead, rather than the way we have done it before which was to hold an event and hope people supported it. By measuring the support for individual events, we can also discover what our members and market participants really want from the Association."

ACI UK has several initiatives underway, it held its first Treasurers' Briefing recently, which communicated to senior market participants what ACI is and what it can do for their respective institutions and their people in the front, middle and back offices. "It went down well and I would like to think that it will lead to an increased participation from some of those institutions," he says.

The Association also held an Event Briefing for other market participants, such as the news media and technology companies. "We also received very good feedback from this, to the extent that we plan to hold them every six months," says Attwood.

The key to the Association's success, as far as Attwood is concerned, is the strength of its balance sheet. "A year or so ago we were close to insolvency. We are solvent now but I want to strengthen our position. We are talking to all in the markets to build our pro-

file and their level of support. We can offer a lot in terms of profile among our membership, which is increasing, we now have over 700 members from 300 a year or two ago. This provides the basis for good growth and the ability to offer people in the market a valuable resource and exposure. We are clawing our way back.

"I want to see our balance sheet back in six figures, currently it is in five," he continues. "When we achieve that we will have sufficient enough of a buffer to take more risk in terms of the events that we can stage. Once we have financial strength we can expand our value proposition extensively. We have a lot of ideas on the committee about what we would like to do to achieve this, but first we need to ensure we can establish a position that financially supports these events."

CENTRAL ROLE

Attwood is keen to help ACI move forward globally as well as in the UK. "London is a key market centre and a strong ACI UK is important for the organisation globally," he asserts. "We want to help make ACI the leading organisation for the world's markets, and we want to lead, not follow. We have done so before with ACI's education initiative, which started in the UK Association before being passed to the global organisation. Education has become a keystone of ACI and is a magnificent achievement – I think ACI would be a much smaller organisation were it not for its work in education."

To help drive the Association forward globally, ACI UK will concentrate on raising its profile domestically. "All our major events

such as the Bridge Lecture, the Annual Ball and our Charity Golf Day will continue," he explains. "We are planning a historic Bridge Lecture for next year as it is our 50th. Even though Roy was a key element in the establishment of the ACI in 1955, the UK was actually a year behind, so we will be celebrating 50 years in style next year.

"After our 50th we will take another look at our events calendar, it is probably an appropriate time to do so, to ensure we remain relevant to our members and the markets," he adds. "Although we have staged some innovative events already through our liaison with other organisations such as the Society of Technical Analysts, with whom we are establishing a series of lectures and panel discussions. There are a number of different organisations we can work closer with, there are a lot of initiatives to expand our horizons, and we will judge each on its merits. We will look especially at areas we can add value to each others' platform, we are happy to talk to anyone to help build market participants' understanding and abilities."

REVAMPED WEBSITE LAUNCHED

The new ACI website on www.aciforex.com has been officially unveiled. The new site highlights the new ACI banner design and is equipped with drop down boxes aimed at making navigation of the site much easier. It also includes the latest "fingerprint" technology that enables the vast majority of site updates to be made by ACI permanent staff rather than by third party service providers.

FURTHER DEALING CERTIFICATE SUCCESS IN LEBANON

ACI Lebanon successfully delivered a 10 week ACI Dealing Certificate course over the summer – it was the third course provided by the association and was held at St Joseph University in Beirut. Thirty candidates sat for the electronic examination, of which 15 were successful. Certificates were awarded to the following at ACI Lebanon's annual backgammon dinner, which was held at the Edde Sands resort:

RANA BEYDOUN	Distinction
HALA AWADA	Merit
JOHN CHALOUHI	Merit
CHAFIC JABBOUR	Merit
DINA BOU KARROUM HARFOUSH	Merit
RANI MOUSSALLEM	Merit
ROY DAOUD	Pass
CHADY ABDO	Pass
ZIAD SABBAN	Pass
AYMAN GHANDOUR	Pass
JOE ABI SAAD	Pass
MUSTAFA SIBAI	Pass
TANIA SEMAAN	Pass
LINA KOTEICHE	Pass
JOSEPH ROUKOZ	Pass



Professional Repo Course Confirmed for Milan

The Professional Repo Course run by ACI – The Financial Markets Association and the International Capital Markets Association (ICMA) is to be held in Milan on November 15-16. This is the fourth year the course has been held, it is an educational initiative aimed at promoting the orderly growth and development of the European repo markets by advancing the professional competence of the individuals active in these markets.

More specifically, the course aims to provide a comprehensive and practical understanding of the repo product and its uses, the European repo markets and their conventions, operational and legal issues, as well as the regulatory and accounting framework.

The course, which this year is to be hosted and supported by Banca Intesa, has a limit of 200 delegate spaces. It is aimed at dealers who have been working in the repo market for less than three years, as well as staff involved with repos in the middle and back offices, and in the legal, compliance and accounting functions.

Should the course be oversubscribed, preference will be given to ACI members and employees of member firms of ICMA. The course will be conducted in English and the pace is fast. Participants must therefore have a good knowledge of, and some fluency in that language. There is no pre-course reading required and full notes will be provided. A standard calculator would be useful to have, but is not essential.

A detailed Syllabus, along with a registration form, is available on the ACI website, www.aciforex.com.



ICMA - ACI Professional Repo Market Course



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- I would like to attend the Forex Network **ASIA 2005** \$995 (£525, €695, Cny11,000)
- I am entitled to a 10% discount as a member of ACI - The Financial Markets Association or a national ACI affiliate
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Please print, complete and return by **fax to +44 (0) 20-7426-0727** or **post to: P&L Services Ltd, Suite 26, The London Fruit Exchange, Brushfield Street, London, E1 6EU, United Kingdom. OR VISIT www.profit-loss.com TO REGISTER ONLINE**

PAYMENT DETAILS

Payments must be made prior to attending by one of the following methods:

Credit Card: Please contact me by: Phone / Email

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Bank Transfer: - Please make payment directly to:
Account No: 11313541 Sort code: 400333.
HSBC Bank UK. Reference: FOREX NETWORK

Cheque: Please make cheques payable to P&L Services Ltd

I am a member of the Forex Network (registration fee waived)

For further details contact:

Lisa Wilson, Marketing & Events Manager, Profit & Loss.

Tel: +44 (0) 20 7377 8014, email: lisa@profit-loss.com

Cancellation Terms and Conditions: 1. Registration cancellations received in writing one month before the event date will qualify for a refund, less 10% handling charge. No refund will be given after this date, although delegate substitutions will be accepted. 2. For the Shanghai conference where we may receive an instruction from a delegate or an individual acting on a delegates behalf the following conditions apply. Cancellations received in writing before 9th October will receive a full refund. Cancellation after that date, the deposit will be forfeit. In the event of non-arrival by the delegate on the arrival date as shown on the registration form, the accommodation is automatically cancelled for the total period booked; if a deposit has been paid it is forfeit, and where no deposit has been paid, the delegate is liable to a no show charge of one night's accommodation. 3. In the unlikely event that the event is cancelled for any reason whatsoever, Profit & Loss Services Ltd is not responsible for any travel or accommodation cost or consequential losses incurred by prospective delegates as a result of any such cancellation. We therefore recommend delegates arrange appropriate insurance cover.

profit loss FOREX NETWORK

Four Seasons Hotel
500 Wei Hai Road
Shanghai

We would like to invite you to register for "Profit & Loss Forex Network Asia 2005", which will take place on Thursday 10 and Friday 11 November at the Four Seasons Hotel, Shanghai. The conference will feature a series of roundtable discussions and panel presentations moderated by Andy Busch, Director and Global FX Strategist, BMO/HarrisNesbitt. The conference will be supported by a trade exhibition.



Members of ACI Hong Kong will receive 5 credits towards the Continuing Professional Training requirement.

Find the **REGISTRATION FORM**
on the back of this page

Forex Network Shanghai 2005

Thursday & Friday
November 10-11, 2005

Don't miss:



"Introductory Remarks"
Rob Loewy,
Treasury Director,
Bank of China,
London



"Market Evolution"
Gyan Newman,
Asia Head of
E-Commerce,
Barclays
Capital



"China: Outlook, opportunities"
Eddie Tan, MD,
Emerging Markets
Sales & Trading
Head, Hong Kong
& China,
Citigroup



SHANGHAI AGENDA

November 10 (Thursday):

10:30	Registration & Trade Exhibition
12:00	Buffet Lunch
14:00	Introductory Remarks
14:15	"China: Outlook, Opportunities"
	<i>Confirmed Speakers:</i> Eddie Tan , MD, Emerging Markets Sales & Trading Head, Hong Kong & China, Citigroup David Clark , Honorary President, ACI – The Financial Markets Association Stephen Green , Ph.D., Senior Economist, Global Research, Standard Chartered Bank Ray Attrill , Director of Analysis, 4Cast
15:30	Coffee Break
15:45	"Investing Asia: The Risk/Reward Balance"
	<i>Confirmed Speakers:</i> Kai Herbert , Principal, Head of Emerging Markets Group, Bank of America Paul Chappell , Principal, C-View Ltd Claudio Piron , Head Asia FX Research, JP Morgan
17:15	Cocktail reception sponsored by EBS



November 11 (Friday):

08:30	Trade Exhibition
09:15	Introductory Remarks by Rob Loewy , Treasury Director, Bank of China, London
09:30	"Asia's Role in the Global Market"
	<i>Confirmed Speakers:</i> Tarun Anand , Business Manager, UK and Global Emerging Markets, Treasury and Fixed Income, Reuters Rob Loewy , Treasury Director, Bank of China, London
10:45	Coffee Break
11:15	"Finding Solutions: The Multibank Portals & Proprietary Platforms"
	<i>Confirmed Speakers:</i> Phil Weisberg , CEO, FXall Andrew Cromie , VP & Global Head of, Global Link , SE Asia Terence Oh , Executive Director, Head FX Business Development Asia, UBS Brian Maccaba , Chairman & Founder, Cognotec
12:30	Lunch
14:00	"Re-tooling the Client Relationship"
	<i>Confirmed Speakers:</i> Raymond Leung , EMAP Sales & Trading, e-Treasury, Citigroup Lutfey Siddiqi , Head of FX & Corporate Risk Advisory, A-P, Barclays Capital
15:30	"Market Evolution"
	<i>Confirmed Speakers:</i> James Sinclair , Head of Research & Strategy, EBS Gyan Newman , Asia Head of E-Commerce, Barclays Capital
16:45	Closing Cocktails