

# Repo and Securities Lending

Contact:  
[training@consololtd.co.uk](mailto:training@consololtd.co.uk)



SECFIN SOLUTIONS

## This course will provide you with:

- comprehensive yet manageable introduction to repo and securities lending for a junior audience
- a mix of theory and practical exercises
- interactive learning to keep participants engaged.

## Course Leaders

### Sarah Nicholson



Prior to training, Sarah worked at Aviva Investors, the asset manager of one of the largest European Insurance companies, for over 20 years. Sarah's role at Aviva Investors as Global Director of Securities Finance meant she was responsible for trading

Desks and operational teams across the globe. Sarah also developed policy frameworks for a number of business lines within the company which ensured a consistent and risk controlled delivery across all markets and products. It was during this time that Sarah gained extensive knowledge of securities finance, operational processes and custody services.

Alongside representing the company at numerous associations such as the British Insurance Association, National Association of Pension Funds and the Investment Management Association, Sarah was a board member of the International Securities Lending Association (ISLA), the European wide trade association for securities finance. During her twelve-year tenure, Sarah helped develop standardised market legal agreements and develop market wide best practices.

At Aviva Investors, Sarah was also a board member of the Global Investment Services group which developed bespoke products for specific client requirements. This involved developing strategies and derivative overlays to meet specific needs and then working with the internal infrastructure to ensure products were delivered in a risk controlled manner.

### Glenn Handley



Glenn's career is adorned with numerous accomplishments and key leadership roles, notably as the Managing Director, Global Head of G10 Rates Cash Financing Solutions, and Head of Repo & Cash Financing Solutions EMEA at HSBC Global Banking and Markets.

His journey through the financial terrain has seen him build and elevate global businesses across three investment banks, setting HSBC as a global leader in repo financing in UK Gilts and Emerging Markets.

Intrinsically involved in establishing and uplifting various financial platforms and businesses, Glenn successfully melded fixed income, equity, and prime financing businesses into a cohesive unit. Notably, he's celebrated for building HSBC's UK Repo Business, curating a robust profit centre within Fixed Income, and for orchestrating a top-

performing European team distributed across four countries.

His accomplishments include setting up Gilt Repo (2008), Emerging Markets Repo (2009), High Yield Repo (2015), and Cash Financing Solutions (2020).

## About Consolo Training

Consolo is uniquely placed to provide all your business training requirements. With access to market experts across products, we can provide genuine insight into how the market works and the practicalities of navigating it. We offer the building blocks for better knowledge and understanding of the finance markets.

## About SecFin Solutions

SecFin Solution is the premier destination for expert advice in Securities Finance, Repo, Securities Lending, Treasury, FICC, Asset and Liability Management, and every nuance of financing within the complex realm of Capital Markets.

## Date & Price

### 1 Day Course

Date - Thursday 20<sup>th</sup> June 2024  
Cost - £ 950.00 + Vat  
Venue - Central London

### 2 Day Course

Dates - Thursday 20<sup>th</sup> June & Friday 21<sup>st</sup> June 2024  
Cost - £ 1800.00 + Vat  
Venue - Central London

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# Course Agenda

## One-Day Repo and Securities Lending Course

### Morning Session

- **9:00 AM - 9:30 AM:**  
Welcome & Introduction to Repo and Securities Lending
  - Course objectives
  - Key concepts and terminology
- **9:30 AM - 10:30 AM:**  
Basics of Repo Transactions
  - What is a repo?
  - Types of repo agreements
  - Legal framework (brief overview)
  - Case study: A simple repo transaction
- **10:30 AM - 10:45 AM:**  
Morning Break
- **10:45 AM - 11:45 AM:**  
Fundamentals of Securities Lending
  - Purpose of securities lending
  - Parties involved in securities lending
  - Typical securities lending transaction flow
- **11:45 AM - 12:45 PM:**  
Risks and Collateral Management
  - Risk factors in repo and securities lending
  - Collateral types and valuation
  - Margin calls and haircuts

For a two-day course we can expand on the one-day course topics, provide more in-depth case studies, and include interactive sessions that reinforce learning:

## Two-Day Repo and Securities Lending Course

### Day 1: Introduction and Fundamentals

#### Morning Session:

- Same as the one-day course.

#### Afternoon Session:

- Same as the one-day course, but extend the Interactive Session to include more detailed scenarios.

### Day 2: Deep Dive and Practical Applications

#### Morning Session:

- **9:00 AM - 10:00 AM:**  
Review of Day 1
  - Recap and Q&A
- **10:00 AM - 11:00 AM:**  
Advanced Collateral and Risk Management
  - In-depth look at managing collateral
  - Detailed case studies on risk scenarios
- **11:00 AM - 11:15 AM:**  
Morning Break
- **11:15 AM - 12:30 PM:**  
Trading Strategies and Portfolio Management
  - Basic strategies in repo and securities lending
  - Portfolio management considerations

#### Afternoon Session:

- **1:30 PM - 2:45 PM:**  
Systems and Data in Securities Finance
  - Data requirements for effective trading
  - Role of technology and systems
- **2:45 PM - 3:00 PM:**  
Afternoon Break
- **3:00 PM - 4:00 PM:**  
Interactive Workshop: Problem-Solving in Repo and Securities Lending
  - Participants work through common problems and challenges
- **4:00 PM - 5:00 PM:**  
Career Paths and Industry Outlook
  - Career opportunities in repo and securities lending
  - Future trends and market developments
- **5:00 PM - 5:15 PM:**  
Final Wrap-Up and Course Evaluation
  - Gather feedback and address any remaining questions

# Booking Form

Please complete this form, and email it to [training@consololtd.co.uk](mailto:training@consololtd.co.uk)

Name:
Current Job Title:
Email Address:
Experience:
Company Name:
Company Address:
PO or Booking Reference:
Accounts Email Address:
<b>Course Details</b> (please tick if you will be attending the one or two-day course)
Repo and Securities Lending - One Day Course Thursday 20 <sup>th</sup> June 2024 £ 950.00 + Vat <input type="checkbox"/>
Repo and Securities Lending Two Day Course Thursday 20 <sup>th</sup> and Friday 21 <sup>st</sup> June 2024 £ 1800.00 + Vat <input type="checkbox"/>

Once we have received your booking form, we will raise an invoice which should be settled before the course commences.

