Redefining Structured Products Professional Adviser Masterclasses

YOUR INVITATION

- ✔ How structured products could be done - and should be done
- ✔ Introducing bar-raising support and resources for advisers using structured products (including 'must-use' resources for advisers to meet regulatory expectations)

Redefining Structured Products

The UK retail structured products sector has existed for over 20 years, and has come a long way in that time. Tempo has drawn on its team's sector-leading experience over that time to establish a business that aims to redefine structured products for professional advisers and their clients, with the intention of showing how structured products could be done … and should be done.

Throughout September, Tempo will be hosting a nationwide series of masterclasses for professional advisers.

REGISTER FOR YOUR PLACE NOW

Places are limited, so register early to reserve your place.

Tue 04 Sep : Glasgow
Tue 11 Sep : Manchester
Wed 12 Sep : Birmingham
Thu 13 Sep : Exeter
Mon 17 Sep : London (flagship event)
Tue 18 Sep : Reading
Wed 19 Sep : Harrogate
Thu 20 Sep : Bristol
Thu 27 Sep : Gatwick
Tue 02 Oct : Newmarket

Masterclass contents

45 mins: Redefining Structured Products

- Let's think about markets and investor interests and needs
- Introducing Tempo Structured Products
- Best practice governance: 'doing the right things'
- Tempo's product suite: 'deliberately defensive'
- 'TICS': A must use resource for professional advisers using structured products
- Tempo Professional Adviser Academy
- Championing the use of plain English
- The 'Structured Product Investor': a newsletter on a plate
- Structured Products equate to investing by contract

15 mins: Networking break

15 mins: Tempo / GBi2: Absolute return funds white paper

- So-called absolute return and target return funds have emerged in the active fund management industry, 'promising' to deliver the holy grail of positive returns in all market conditions for investors.
- The reality of the performance actually being delivered is that many of these funds are not delivering on their 'promise'.
- Tempo's first published research white paper details the history and the facts … and evidences that half of absolute return strategies don't actually seem to work very well half of the time.
- Could structured products offer more absolute returns than absolute return funds? We will present this assertion, explaining the key differences.

45 mins: Tempo Issuer & Counterparty Scorecards ('TICS'): Workshop

- Issuer and counterparty risk is the most fundamental risk of structured products. It's a regulatory expectation that professional advisers understand this risk and evaluate it robustly within their research and due diligence process.
- TICS provides a ground-breaking and bar-raising research resource for professional advisers using structured products. The workshop will introduce and overview TICS and guide you through how to make best use of it, with live examples.

Please register online at www.tempo-sp.com/newsroom/events
Or call our dedicated structured products adviser support line: +44(0) 207 391 4551

TEMPO STRUCTURED PRODUCTS

Tempo aims to redefine structured products for professional advisers and their clients.

At the heart of our approach our aim is to be known for straightforward and lower risk products, and 'doing the right things – and doing simple well', presenting professional advisers and their clients with a high calibre structured product provider, a carefully considered approach to structured products and a level of support and service that they can be genuinely confident in.

Our entire emphasis is on working closely with professional advisers to advance and enhance the value that can be gained from structured products, for the benefit of their clients.

Why should you attend?

Presented by Chris Taylor, global head of Tempo Structured Products, we believe that the Redefining Structured Products Masterclasses will help re-set adviser thinking about structured products, whether you are an adviser already using them or an adviser that hasn't been.

We will explain why and how Tempo is redefining structured products and introduce bar-raising support and resources for advisers using structured products, such as our Tempo Issuer & Counterparty Scorecards ('TICS'). *In our opinion, TICS is a must-use resource for professional advisers using structured products to meet regulatory expectations for structured product research.*

In addition, we will present Tempo's first research 'white paper': a study of the absolute return / target return funds sector, prepared in association with GBi2's Graham Bentley. The paper highlights that half of absolute return funds don't seem to work very well half of the time and asserts that some things might be more absolute than the absolute return funds sector's propositions.

Regulatory Expectations

The Masterclasses will include content that you simply cannot ignore. The regulatory expectations upon professional advisers (including expectations set out in the Thematic Review of structured products in 2012 and more recent PROD rules) are explicit – some examples can be seen on the right. Tempo's approach is designed to support professional advisers in meeting these expectations. This includes:

✔ Highlighting the need to consider 'the3rd key risk' of structured products

PROD requires advisers to consider the operational strength of the plan manager, in addition to the 1st and 2nd more obvious key structured product risks, i.e. counterparty risk and market risk.

✔ Helping advisers meet expectations regarding counterparty due diligence

The Tempo Issuer & Counterparty Scorecards ('TICS') materially raise the bar in supporting professional advisers in researching and understanding the most fundamental risk of structured products: counterparty risk.

Operational strength

"Distributors should consider the impact that the selection of a manufacturer could have on clients, in terms of various factors including the financial strength of the manufacturer." **PROD Sourcebook**

Governance processes

"Manufacturers are expected to make details of their product development approval processes available to distributors'' **PROD Sourcebook**

Counterparty due diligence

"Firms should carry out sufficient due diligence into the counterparty and not rely solely on credit rating agencies… We expect firms to look more broadly than just the credit rating, such as the rating, outlook, credit default swap (CDS) and other market information, as well as 'fundamentals' on the issuer's balance sheet."
FCA Retail Product Development and Governance: Structured Product Review, 2012 Thematic Review

WEBINARS

Tue 16 Oct : Webinar:
Redefining Structured Products

Thu 18 Oct : Webinar:
White paper - Absolute Returns Funds

Tue 23 Oct : Webinar:
Tempo Issuer & Counterparty Scorecards ('TICS')

WORKSHOPS

Thu 25 Oct : Compliance & Governance Workshop:
'*Sticks and carrots*'

Tue 30 Oct : Investment Research Workshop:
'*Rocks and hard places*'

REGISTER FOR YOUR PLACE NOW

Places are limited, so register early to reserve your place
Please register online at www.tempo-sp.com/newsroom/events
Or call our dedicated structured products adviser support line: +44(0) 207 391 4551

Tempo Structured Products, 338 Euston Road, London NW1 3BG | T: 020 7391 4740 | E: info@tempo-sp.com | W: tempo-sp.com

Tempo Structured Products is a trading name of ARC SP LLP. Tempo Structured Products is an appointed representative of TIME Investments, which is a trading name of Alpha Real Property Investment Advisers LLP. Alpha Real Property Investment Advisers is authorised and regulated by the Financial Conduct Authority, under FCA No. 534723. Tempo Structured Products and TIME Investments are subsidiaries of Alpha Real Capital LLP.