Sales Reporting - Quick reference guic

**FX & COMMODITY DERIVATIVES** 

## Getting started with the Sales Reporting

The Sales Reporting section in XXXXXX provides the tools to analyze FXO trades booked in Murex. The trades database is copied once a day, at the point of EOD on previous day. As such, this is not a real time reporting i.e. any trades booked or modified after the EOD point will not show in today's reports.

Sales people can only monitor trades executed with their clients.



Trades three different reports:

**1** / "**Trade listing**" is a generic search tool that allows filtering of FXO trades by various criteria (expiry dates, ccy pairs, transaction type...)

2 / "Imminent Expiries" displays FXO trades expiring within the next 7 days

3 / "Trigger" filters trades by a specific currency pair and by the position of the barrier with respect to current spot.

Note: Sales people should only be able to have access to the FXO deals of their sales group

# 1 / "Trade Listing"

#### Search Criteria

Available Reports													
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HSBC BANK MIDDLE E HSBC BANK MIDDLE E		Simple Barrier Simple Barrier	P B P B	1.5650			8 February 2009 8 February 2009	20 February 2009 20 February 2009	EUR	787,500	DI DI	1.4475 1.4475	0
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The FXO trades can be filtered by various criteria:

**1** Expiry Dates: select the range of dates with the calendar

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06/02/2009			Т	oda	vL		
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- 2 <u>Strikes</u>: input the range of strikes required
- **6** <u>Barriers</u>: input the range of barriers (**Note:** only for barrier options)
- **4** <u>Face Amount</u>: input the range of notional amounts required
- **9** <u>Cut</u>: input the cut of the FXO trade (TOK, NY, ECB...)

**6** <u>Transaction Type</u>: select from the list the type(s) of the FXO trades required

Transaction Type	T Single Option 🔹
Simple Barrier	Asian Option Eacled Option Flock Data Asian BMB Counties Berner Flock De Desi-Norr_E Flock De Desi-Norr_E Flock De Desi-Norr_E Flock De Desi-Norr_E_K Ekted Flock Desi-Asian_E_K
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	t the currency pair(s) of the FXO trades required
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	Clear AV Solect Cancel
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#### Report Display

The Trade report can be sorted by the different criteria by dragging the header to the "Target Area"

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	HSBC BANK	· ·				Simple Option Simple Option			1.3201	Q		12 February 2009 10 February 2009		February 2009 February 2009	EUR	1,4 250,0			
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This action can be repeated to obtain sub-categories of FXO trades

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EUR/USD	С	В	1.5650	E	TOK	18 February 2009	20 February 2009	EUR	350,000	UO	1.5800	0.0000	EBR	EUR	
EUR/USD	С	В	1.5650	Е	TOK	18 February 2009	20 February 2009	EUR	450,000	UO	1.5800	0.0000	EBR	EUR	
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EUR/USD	Р	S	1.4750	E	TOK	17 February 2009	19 February 2009	EUR	500,000					EUR	
EUR/USD	С	В	1.4050	Е	TOK	27 February 2009	03 March 2009	EUR	300,000					EUR	
EUR/USD	Р	S	1.4050	Е	TOK	27 February 2009	03 March 2009	EUR	400,000					EUR	
EUR/USD	С	В	1.4365	Е	TOK	10 February 2009	12 February 2009	EUR	100,000					EUR	
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Note: Dragging the 'Trade type' header on the right-hand side of 'CpyName' will make 'Trade type' secondary





Dragging the 'Trade type' header on the left-hand side of 'CpyName' will make 'Trade type' the primary criterion



### 2 / "Imminent Expiries"

This report displays FXO trades expiring within the next 7 days

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CpyName △ HSBC - PERSON HSBC - PERSON	CcyPair AUD/USD NZD/USD	TradeType Simple Option	B/S B	C/P	0.6500	E	ТОК	05 February 2009	09 February 2009	AUD	468,641		Bar 1	Bar2	
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Note: The report can be sorted as explained above (Cf. Trade listing / Report Display)

#### 3 / "Trigger"

This search tools displays FXO trades with one or two barriers iwithin +/- X% from the current spot rate. It only analyzes barrier options (Simple Barrier, Touch Rebate, Double Barrier...)

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HSBC BANK PLC E	EUR/USD	DO	-1.62	1.2600	0.0000	Simple Barrier	В	Р	1.3980	E	TOK	04 February 2009	06 February 2009	EUR	2,000
HSBC BANK PLC E	EUR/USD	DI	-4.95	1.2200	0.0000	Simple Barrier	S	Р	1.2500	Е	ток	04 February 2009	06 February 2009	EUR	154
HSBC COLOMBO SR E	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	Р	1.3675	Е	ток	13 February 2009	17 February 2009	EUR	100
	EUR/USD	DI	3.00	1.3200		Simple Barrier	В	Р	1.3675	Е		16 March 2009	18 March 2009	EUR	100
	EUR/USD	DI	3.00	1.3200		Simple Barrier	В	Р	1.3675	Е		15 April 2009	17 April 2009	EUR	100
	EUR/USD	DI	3.00	1.3200		Simple Barrier	В	Р	1.3675	Е		15 May 2009	19 May 2009	EUR	100
HSBC COLOMBO SR E	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	P	1.3675	E	TOK	15 June 2009	17 June 2009	EUR	100
	EUR/USD	DI	3.00	1.3200		Simple Barrier	В		1.3675			15 July 2009	17 July 2009	EUR	100

**1** <u>Transaction Type</u>: select from the list the type(s) of options required

2 <u>Currency Pair</u>: select from the list the currency pair(s) required

**6** <u>% Barriers to spot</u>: input a positive number X to define the +/- X % range

Note: The report can be sorted as explained above (Cf. Trade listing / Report Display)

# Print a Sales Report

Press Print
 Press OK

🔒 - Press <sup> </sup> to print the Report

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# Copy/Paste a Sales Report into Excel

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2 - Paste the trade data into an Excel Sheet (CTRL+V)

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1. Cousterpa CryPae	TradeType CaliPut	DaySel	Stitke C	7gtionStafiCutor	#Grou ExpiryDate	DelveryDate	FaceCog	FaceAnies	DavierTyp	BenerRate	BarrierRate:	States
2 CHINATRUUSDUPY	Simple Ba C	8	96°E	E TOK	23/01/2029 00:00	27/01/2009 00 00	JPY .	47500000	00	107.5	0	
3 CHINATRUUSDUPY	Simple Ba P	5	96-0	<ol> <li>TOK</li> </ol>	23/01/2009 00:00	27/01/2009 00 00	JPY .	475000	00	0.501	0	
4 THE HIRO: USD/UPY	Simple BalC	8	90.95	TOK	16/01/2309 00:00	28/01/2009 00 80	JPY.	3639000	08.	115	.0	
5 THE HIRO USDUPY	Simple BalC	0	87.5	TOK	16/01/2009 00:00	20/01/2009 00:00	JPY .	17400000	00	115	0	
6 THE HIRO/USD/JPY	Simple BalP	8	90.95 E	E TOK	16/01/2009 00:00	20/01/2009 80 80	JPY.	1819000	Uð.	115	0	
7 THE HIRO USD/JPY	Simple BaiP	5	87.8	TOK:	16/01/2009 00:00	20/01/2009 80 00	JPY .	8700000	00	115	0	
8 THE OGALUSDURY	Simple BalC	8	90.95 E	E TOK	19401.0009-00-00	21/01/2009 00:00	JPY'	9095000	UQ.	125	0	
I THE OGALUSDUPY	Simple Ba P	15	90.96 8	TON	19/01/2009 00:00	21/01/2009 00:00	Ta.	4547500	00.	125	0	
10 THE SHIG USD/UPY	Simple BalC	8	89.9 E	E TOK	23/01/2009 00:00	27/01/2009 00 00	JPY .	8990000	00	112.9	0	
15 THE SHIG USDUPY	Simple Ba P	5	89.9.6	E TOK	23/01/2009 00:00	27/01/2009 00:00	124	4495000	00	812.9	0	
12 SHOKO C USDUPY	Sample BalC	8	94,48,E	E TOK	21/01/2009 00:00	28/01/2009 80.00	JPY .	9448000	U0.	117	0	
ES SHOKO C USDURY	Simple Ba P	5	94.45 8	TOK	21/01/2009 00:00	26/01/2009 00:00	JPY	4724000	00	117	0	
14 THE HIRO USDUPY	Sample Ba C	8	89.7 E	E TOK	16/01/2009 00:00	28/01/2009 80.60	JPV	17940000	00	115	0	
15. THE HIRO USDUPY	Simple Ba P	5	89.7 E	10K	16/01/2009 00:00	20/01/2009 00:00	JPY .	8970000	00	115	0 0 0 0 0 0	
16 THE SHIS, USD/JPY	Simple BalC	8	88 E	E TOK	16/01/2009 00:00	20/01/2009 00:00	JOY .	8900000	00	108	. 0	
IT THE SHIG USDUPY	Simple Ba P	5	05.6	E TOK	16/01/2009 00:00	20/01/2009 00:00	JPY .	8900000	00	100	0	
16 THE TOKYUSDUPY	Simple Ba C	8	69.E	E TOK	22/01/2009 00:00	26/01/2009 00 00	JPY .	17988000	ÓI .	84.9	0.0	EBR