Sales Reporting - Quick reference guid

**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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27/02/2009	1.60						1	Simple Option, Si	11			8	Search	٦
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ISBC BANK (CHINA) CO	LTD EUR/USD	Simple Option	P	S	1.2654	õ	нк	05 February 2009	09 February 2009	EUR	1,672			
ISBC BANK (CHINA) CO	LTD EUR/USD	Simple Option	C	s	1.3401	ò	ΗК	12 February 2009	17 February 2009	EUR	858			
ISBC BANK (CHINA) CO	LTD EUR/USD	Simple Option	P	S	1.3201	Q	ΗК	12 February 2009	17 February 2009	EUR	1,479			
ISBC BANK MIDDLE EAST	T LI EUR/USD	Simple Option	С	В	1.4575	E	TOK	10 February 2009	12 February 2009	EUR	250,000			
ISBC BANK MIDDLE EAST	T LI EUR/USD	Simple Option	С	В	1.4575	E	ток	24 February 2009	26 February 2009	EUR	250,000			
ISBC BANK MIDDLE EAST	T LI EUR/USD	Simple Option	С	S	1.4575	E	TOK	10 February 2009	12 February 2009	EUR	250,000			
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ISBC BANK MIDDLE EAST	T.L EUR/USD	Simple Option	Р	В	1.4750	Е	TOK	17 February 2009	19 February 2009	EUR	500,000			
ISBC BANK MIDDLE EAST	T.L EUR/USD	Simple Option	С	S	1.5100	E	TOK	17 February 2009	19 February 2009	EUR	500,000			
ISBC BANK MIDDLE EAST	T.L EUR/USD	Simple Barrier	Р	В	1.5650	E	TOK	18 February 2009	20 February 2009	EUR	900,000	DI	1.4475	0
ISBC BANK MIDDLE EAST	T L EUR/USD	Simple Barrier	Р	В	1.5650	E	TOK	18 February 2009	20 February 2009	EUR	787,500	DI	1.4475	0
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ISBC BANK MIDDLE EAST	T L EUR/USD	Simple Barrier	С	S	1.5650	Е	TOK	18 February 2009	20 February 2009	EUR	350,000	UO	1.5800	C
ISBC BANK MIDDLE EAST	T L EUR/USD	Simple Barrier	С	S	1.5650	E	ток	18 February 2009	20 February 2009	EUR	450,000	UO	1.5800	C
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The FXO trades can be filtered by various criteria:

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

	•	J	anu	ary (	2009	9	•
Frank Franker Date	Μ	Т	W	Т	F	S	S
From Expiry Date	29	30	31	1	2	3	4
20/01/2000	5	6	7	8	9	10	11
30/01/2009	12	13	14	15	16	17	18
	19	20	21	22	23	24	25
To Expiry Date	26	27	28	29	30	31	1
	2	3	4	5	6	- 7	8
06/02/2009			Т	oda	v I		
			_		•		

- 2 <u>Strikes</u>: input the range of strikes required
- **8** <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 Simple Barrier	Sinple Option       Sinple Cotion       Dasket Option       Dasket Option       Touch Rebate       Flockbo Dear-Acce_E       Double Beer-Acce_E       Flockbo Dear-Acce_E X       Best of Option       Cloce All
Currency Pair: select from the list	the currency pair(s) of the FXO trades required
Currency Pair	USD(37)         Image: Constraint of the constraint
<ol> <li>Once the search criteria have bee</li> </ol>	en completed, click Search to display the report

#### Report Display

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

Drag a co	lumn header	here 1	to gro	up by	/ that colum	≙ 🗕		Target /	Area									
1 <u></u> 4	yname		СсуР	air	TradeTyp	e C/P	B/S	Strike	Option	Cut	ExpiryDate		DeliveryDate	NCcy	NAmount	BrType	Bar1	B. 🗠
HSBC BANK	(CHINA) CO	LTD	EUR/U	SD	Simple Option	Р	S	1.2654	Q	ΗК	05 February 2009	09 F	ebruary 2009	EUR	1,6	72		
HSBC BANK	(CHINA) CO	LTD	EUR/U	SD	Simple Option	C	S	1.3401	Q	HK	12 February 2009	17 F	ebruary 2009	EUR	8	58		
HSBC BANK	(CHINA) CO	LTD	EUR/U	SD	Simple Option	Р	S	1.3201	Q	ΗK	12 February 2009	17 F	ebruary 2009	EUR	1,4	-79		
HSBC BANK	MIDDLE EAST	f LI	EUR/U	SD	Simple Option	C	В	1.4575	E	ток	10 February 2009	12 F	ebruary 2009	EUR	250,0	00		
HSBC BANK	MIDDLE EAST	/ LI	EUR/U	SD	Simple Option	C	В	1.4575	E	TOK	24 February 2009	26 F	ebruary 2009	EUR	250,0	100		
HSBC BANK	MIDDLE EAST	/ LI	EUR/U	SD	Simple Option	C	S	1.4575	E	TOK	10 February 2009	12 1	ebruary 2009	EUR	250,0	100		
CpyName	Δ																	
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CpyName :	HSBC BANK N	IDDLF	EAST	LIMI	FED, DUBAI (	2 items)												
CpyName :	HSBC BANK M	IDDLE	EAST	LIMI	TED, JORDAN	l (2 items)												
CcyPair	TradeTyp	e í	E/P F	8/5	Strike	Option	Cut	ExpiryD	ate	D	eliveryDate	NEcy	NAmount	BrType	Bar1	Bar2	Strateg	IY.
EUR/USD	Simple Option	1	C	S	1.4575	E	ток	10 February 1	2009	12 Fe	bruary 2009	EUR	250,000	)		۷		
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CpyName :	HSBC BANK M	IDDLE	EAST	LTD,	DOHA (12 ib	ems)												
CpyName :	HSBC BANK M	IDDLF	EAST	LTD,	DUBAI (20 it	ems)												

This action can be repeated to obtain sub-categories of FXO trades

Ī	CpyName	2 4														
Ŀ	± CpyName :	HSI - Ormiter 199	pe	5T LIMI	TED, DUBAI	(2 items)										
Ŀ	± CpyName :	HSBC BANK MIDE	DLE EAS	5T LIMI	TED, JORDAI	V (2 items	;)									
Ŀ	± CpyName :	HSBC BANK MIDE	DLE EAS	ST LTD,	DOHA (12 it	ems)										
E	CpyName :	HSBC BANK MIDE	DLE EAS	ST LTD,	DUBAI (20 it	ems)										
	CcyPair	TradeType	C/P	B/S	Strike	Option	Cut	ExpiryDate	DeliveryDate	NCcy	NAmount	BrType	Bar1	Bar2	Strategy	Pr
	EUR/USD	Simple Option	С	В	1.5100	E	TOK	17 February 2009	19 February 2009	EUR	500,000					
	EUR/USD	Simple Option	Р	S	1.4750	E	TOK	17 February 2009	19 February 2009	EUR	500,000					
	EUR/USD	Simple Option	С	В	1.4050	E	TOK	27 February 2009	03 March 2009	EUR	300,000					
	EUR/USD	Simple Option	Р	S	1.4050	Е	TOK	27 February 2009	03 March 2009	EUR	400,000					
	EUR/USD	Simple Barrier	С	В	1.5650	E	ТОК	18 February 2009	20 February 2009	EUR	900,000	UO	1.5800	0.0000 EB	3R	
	EUR/USD	Simple Barrier	С	В	1.5650	Е	ТОК	18 February 2009	20 February 2009	EUR	400,000	UO	1.5800	0.0000 EB	BR	

## CpyName Δ TradeType Δ

CpyName :	HSBC BA	NK MID	DLE EAST LT	D, DUBAI	(2 ite	ms)								
🖃 TradeTy	pe : Simp	le Barrie	er (8 items)											
CcyPa	ir C/P	B/S	Strike	Option	Cut	ExpiryDate	DeliveryDate	NCcy	NAmount	BrType	Bar1	Bar2	Strategy	PremCcy Pren
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EUR/USD	) C	В	1.5650	E	ТОК	18 February 2009	20 February 2009	EUR	400,000	UO	1.5800	0.0000	EBR	EUR
EUR/USD	) C	В	1.5650	Е	TOK	18 February 2009	20 February 2009	EUR	350,000	UO	1.5800	0.0000	EBR	EUR
EUR/USD	) C	В	1.5650	Е	TOK	18 February 2009	20 February 2009	EUR	450,000	UO	1.5800	0.0000	EBR	EUR
EUR/USI	) Р	S	1.5650	E	TOK	18 February 2009	20 February 2009	EUR	2,000,000	DI	1.4475	0.0000	EBR	EUR
EUR/USI	) P	S	1.5650	Е	TOK	18 February 2009	20 February 2009	EUR	900,000	DI	1.4475	0.0000	EBR	EUR
EUR/USD	) Р	S	1.5650	E	TOK	18 February 2009	20 February 2009	EUR	787,500	DI	1.4475	0.0000	EBR	EUR
EUR/USD	) Р	S	1.5650	Е	ТОК	18 February 2009	20 February 2009	EUR	1,012,500	DI	1.4475	0.0000	EBR	EUR
크 TradeTy	pe : Simp	le Optic	on (12 items)											
CcyPa	ir C/P	B/S	Strike	Option	Cut	ExpiryDate	DeliveryDate	NCcy	NAmount	BrType	Bar1	Bar2	Strategy	PremCcy Prem
EUR/USI	) C	В	1.5100	E	ток	17 February 2009	19 February 2009	EUR	500,000					EUR
EUR/USE	) P	S	1.4750	E	TOK	17 February 2009	19 February 2009	EUR	500,000					EUR
EUR/USI	) C	В	1.4050	Е	ТОК	27 February 2009	03 March 2009	EUR	300,000					EUR
EUR/USE	) P	S	1.4050	Е	TOK	27 February 2009	03 March 2009	EUR	400,000					EUR
EUR/USI	) C	В	1.4365	Е	ТОК	10 February 2009	12 February 2009	EUR	100,000					EUR
EUR/USE	) Р	S	1.4365	E	TOK	10 February 2009	12 February 2009	EUR	200.000					EUR

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

Available Report	report displ am or salesp	ays FXO trades tr erson code may b	ransacte De missin	ed by y ig.	vour sales te	eam, and e	expiring	g in the next 7 days. T	Frades booked	Ope	n Report	Prir	ıt _	Сору	
CpyName △	CcyPair	TradeType	B/5	C/P	Strike	Option	Cut	ExpiryDate	DeliveryDate	NEcy	NAmount	BrType	Bar1	Bar2	
HSBC - PERSON	AUD/USD	Simple Option	В	Р	0.6500	E	ток	05 February 2009	09 February 2009	AUD	468,641				05 J
HSBC - PERSON	NZD/USD	Simple Option	В	С	0.6400	E	ток	05 February 2009	09 February 2009	NZD	108,522	2			05 J
HSBC - PERSON	AUD/USD	Simple Option	В	Р	0.6500	Е	TOK	05 February 2009	09 February 2009	AUD	309,074	F			05 J
HSBC - PERSON	GBP/USD	Simple Option	В	С	1.4200	Е	ток	05 February 2009	09 February 2009	USD	50,458	1			05 J
HSBC - PERSON	EUR/USD	Simple Option	В	С	1.3928	Е	TOK	05 February 2009	09 February 2009	EUR	84,968	l			05 J
HSBC - PERSON	EUR/USD	Simple Option	В	С	1.3925	Е	TOK	05 February 2009	09 February 2009	EUR	93,309	1			05 J

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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Trigger Trigger report display missing. You can sear	s FXO trade ch trades by	s transacte the availab	d by your s Ile filters be	sales team. slow.	Trades boo	ked without a sal	esteam (	or salı	esperson co	ode may	be	Open Report	Print	Сор	v
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Transaction Type Simple Barrier Currency Pair EUR/USD Drag a column head	<sup>3</sup> 5 	Barriers To	Spot	nn.										Sea	rch
CpyName ∆	CcyPair	BrType	% Bar	Bar1	Bar2	TradeType	B/5	C/P	Strike	Option	Cut	ExpiryDate	DeliveryDate	NEcy	NAmo 🔺
HSBC BANK PLC	EUR/USD	DO	-1.62	1.2600	0.0000	Simple Barrier	В	Р	1.3980	Е	ток	04 February 2009	06 February 2009	EUR	2,000
HSBC BANK PLC	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	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	Р	1.3675	Е	TOK	13 February 2009	17 February 2009	EUR	100
HSBC COLOMBO SR	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	Р	1.3675	Е	TOK	16 March 2009	18 March 2009	EUR	100
HSBC COLOMBO SR	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	Р	1.3675	Е	TOK	15 April 2009	17 April 2009	EUR	100
HSBC COLOMBO SR	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	Р	1.3675	Е	TOK	15 May 2009	19 May 2009	EUR	100
HSBC COLOMBO SR	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	Р	1.3675	Е	TOK	15 June 2009	17 June 2009	EUR	100
HSBC COLOMBO SR	EUR/USD	DI	3.00	1.3200	0.0000	Simple Barrier	В	Р	1.3675	Е	ток	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

Available Reports	1									
Trade Listing		3	1							
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# Copy/Paste a Sales Report into Excel

1 - Press

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

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g Search Criteria																
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HSBC PRIVATE BANK (LK	14-	EUR/USD	Snple	Option	C.	8	1.4300	E	·NT	25 February 2009	27 February 2009	EUR	1,000,000			
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HSBC PRIVATE BANKING		FLR/USD	Single	Option	¢	8:	1,4390	£	TOK	10 February 2009	12 February 2009	£1.91	22,102,510			

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7 THE HIRO USDUP	Y Simple Ba P	5	87.8	TOK	16/01/2009 00:00	20/01/2009 80 00	JPY	8700000	00	115		0
8 THE OGALUSDUP	Y Simple BalC	8	90.95 E	TOK	19401/2009-00-00	21/01/2009 00:00	JPY .	9095300	UQ.	125		0
P THE OGALUSDUP	Y Simple Ba P	15	90.95 8	TOR	19/01/2009 00:00	21/01/2009 00:00	JPY	4547500	00	125		0
10 THE SHID UBD/UP	Y Simple BalC	8	89.9 E	TOK	23/01/2009 80:00	27/01/2009 00 00	JPY .	8990000	- 00	112.9		0
15 THE SHIG USDUP	17 Simple Ba P	5	89.9.8	TOK	23/01/2009 00:00	27/01/2009 00:00	JPY .	4495000	00	312.9		0
12 SHOKO C USDUP	Y Skriple Ba C	8	94,48,E	TOK	21/01/2009 00:00	28/01/2009 80.00	JPY	9449000	00	117		0
5 SHOKO C USDUE	7 Simple Da P	5	94.452	TOK	21/01/2009 00:00	29/01/2009 00:00	JPY	4724000	00	1171		0
14 THE HIRO USD/UP	1 Sampla Ba C	8	89.7 E	TOK	16/01/2009 00:00	28/01/2009 80.60	JP1	17940000	05	115		0
15 THE HIRO USDUP	Y Simple Ba P	5	09.7 8	TOK	16/01/2009 00:00	20/01/2009 00:00	JPY	0970000				0
16 THE SHIS, USD/UP	17 Simple BalC	8	88 E	TOK	16/01/2009 00:00	20/01/2009 00:00	JPY .	8930000	00	108		0
17 THE SHIG USDUP	Y Simple Ba P	5	05,6	TOK	16/01/2009 00:00	20/01/2009 00:00	JPY .	8800000	00	106		0
18 THE TOKYUSDUP	1 Simple Ba C	8	69.E	TOK	22/01/2039 00:00	26/01/2009 00:00	JPY .	179330000	01	84.9		0 EBR