



AFCM
ARAB FEDERATION OF
CAPITAL MARKETS



Online Training Course

Repo, Securities Lending & Collateral Management

Dates: November 17 & 18, 2026
Time: 9:00 am – 12:00 pm (Beirut time)

PROGRAMME OVERVIEW

Repo, securities lending and collateral management are foundational mechanisms for market liquidity, price discovery, balance-sheet efficiency and disciplined risk transfer. This programme gives participants an end-to-end understanding of the transaction structures, legal protections, economics, operational processes and risk controls that allow securities-financing markets to function safely. It is designed to help evaluate both current operations and the institutional building blocks required for sustainable regional market development.

BY THE END OF THE PROGRAM, PARTICIPANTS WILL BE ABLE TO

- Differentiate repo, reverse repo, buy/sell-back, securities lending and related collateralized financing structures.
- Interpret the economic drivers of repo rates, securities-lending fees, specialness, haircuts, margin, liquidity and balance-sheet usage.
- Map the complete trade lifecycle from execution and confirmation through settlement, valuation, margining, substitution, corporate actions and return.
- Evaluate the legal and credit-risk protections provided by robust master documentation, title transfer, close-out netting, collateral eligibility and default procedures.
- Design the core elements of a collateral-management framework, including haircuts, limits, valuation, concentration controls, dispute management and stress testing.
- Assess the roles of CSDs, custodians, triparty agents, CCPs and central banks in building a reliable securities-financing ecosystem.

Detailed Program Outline

Day 1

Market purpose, transaction mechanics and the legal-risk architecture

1.1 Why Securities Financing Matters

Securities financing is an essential part of market plumbing. It mobilises high-quality collateral, supports market-making and can deepen both money and capital markets when built on sound controls.

- How repo supports short-term funding, cash investment, market-making, inventory management, yield-curve trading and central-bank liquidity operations.
- How securities lending supports settlement efficiency, hedging, market-making, short selling where permitted and broader investor access to liquid markets.
- The relationship between collateral mobility, sovereign-bond liquidity, primary-dealer activity, monetary-policy transmission and confidence in domestic capital markets.
- Why transaction volume alone is not a measure of market quality: legal certainty, settlement reliability, pricing transparency, counterparty discipline and collateral quality matter equally.
- Regional development considerations: collateral availability, investor supply, infrastructure maturity, regulatory clarity and the sequencing of market reforms.

1.2 Repo, Reverse Repo and Securities Lending: Structures and Economics

The same securities may be used in economically similar transactions that carry distinct legal, accounting and operational consequences. This module establishes a precise common language.

- Classic repo and reverse repo: the sale-and-repurchase structure, cash leg, securities leg, repurchase price and term.
- Open versus term repo, overnight versus longer-dated funding, fixed versus floating pricing, general collateral versus special collateral and the meaning of specialness.
- Buy/sell-back transactions: economic similarity to repo but different treatment of coupon or dividend flows, margining and documentation in some markets.
- Securities lending and borrowing: lender, borrower, agent lender, beneficial owner, collateral provider, loan fee, rebate and recall rights.
- Comparing the economic motivations of cash-driven repo, collateral-driven repo and security-specific borrowing, while avoiding the assumption that all transactions have the same risk profile.



1.3 Transaction Lifecycle: From Trade to Return

Reliable operations are not a back-office afterthought. A well-designed lifecycle reduces settlement, operational, credit and reputational risk.

- Pre-trade controls: approved counterparties, legal documentation, credit limits, settlement instructions, collateral schedules and eligibility rules.
- Trade execution, capture and confirmation: economic terms, start/end date, rate or fee, security identifiers, collateral terms, margin conventions and dispute prevention.
- Settlement models: delivery versus payment, free-of-payment risks, settlement cut-offs, fails management and the roles of custodian and CSD accounts.
- Daily operations: mark-to-market valuation, margin calls, collateral allocation, substitutions, rate resets, recalls, corporate actions and manufactured payments.
- Termination and return: maturity processing, close-out of open trades, return of equivalent securities, reconciliations, exception management and audit evidence.

1.4 Legal Documentation, Counterparty Credit and Default Protection

Collateral only protects the parties if ownership, enforcement and close-out rights are clear when they are most needed: under stress or counterparty default.

- Master-agreement concepts: transaction confirmation, representations, events of default, termination rights, close-out valuation, netting and dispute provisions.
- GMRA and GMSLA principles as international reference points; the importance of local legal enforceability rather than the mere existence of standard documentation.
- Title transfer versus security interest: implications for reuse, segregation, insolvency treatment, corporate actions and operational control.
- Counterparty-risk governance: onboarding, legal opinions, credit assessment, exposure measurement, wrong-way risk, country risk and concentration limits.
- Default management: notice, valuation, liquidation, close-out netting, operational continuity, record retention and communication across legal, risk and operations teams.



Collateral management, infrastructure design and resilient market development

2.1 Collateral Management: The Core Control Framework

Collateral management is the discipline that converts contractual protection into an operating reality. It combines policy, data, valuation, systems and escalation.

- Collateral eligibility: asset type, issuer quality, currency, liquidity, maturity, credit quality, legal form, settlement location and custodial availability.
- Haircuts: purpose, calibration, market volatility, liquidity, wrong-way risk, foreign-exchange exposure, concentration and stressed-market assumptions.
- Valuation and margining: price sources, independent price verification, frequency, thresholds, minimum transfer amounts, initial margin, variation margin and intraday exposure.
- Concentration and correlation controls: avoiding over-reliance on a single issuer, sector, asset class, country, fund or collateral transformation provider.
- Collateral substitution and optimization: balancing liquidity, funding cost, scarcity value, operational feasibility, client constraints and risk appetite.

2.2 Triparty, Custody, CSD and CCP Models

The choice of market architecture determines who performs collateral selection, valuation, settlement, safekeeping, reporting and default processing—and therefore where risk resides.

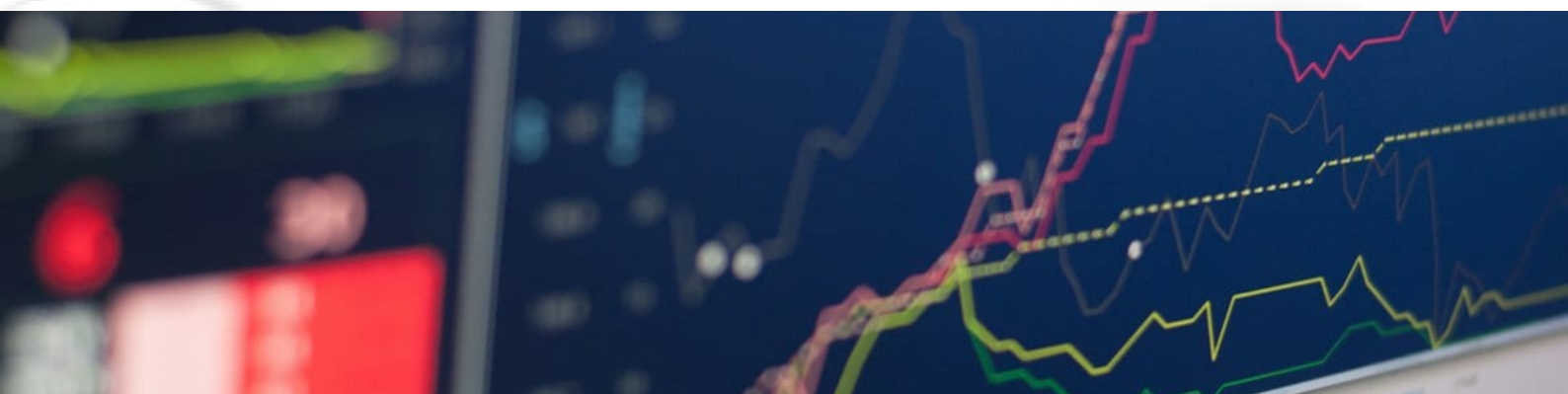
- Bilateral versus triparty repo: control, flexibility, operational cost, collateral allocation, transparency and scalability trade-offs.
- The roles of custodians and CSDs in safekeeping, settlement, asset servicing, account structures, segregation, collateral mobility and reporting.
- CCP-cleared repo: multilateral netting, margin models, default resources, membership criteria, concentration and liquidity implications.
- Central-bank and public-sector roles: eligible collateral policy, market conventions, reference pricing, standing facilities and coordination with market infrastructure.
- Technology and data requirements: security master data, real-time positions, valuation feeds, margin workflow, reconciliations, audit trail and cyber resilience.



2.3 Stress, Disputes and Operational Resilience

A sound program is designed for ordinary-day efficiency and extraordinary-day control. Stress reveals the weaknesses that benign markets conceal.

- Liquidity stress: declining collateral values, widening haircuts, special collateral scarcity, increased margin calls, concentrated funding maturities and procyclical behaviour.
- Counterparty default and close-out: speed of valuation, legal enforceability, collateral liquidation, market impact, operational decision rights and communications.
- Valuation and margin disputes: data hierarchies, time-bound escalation, independent verification, partial settlement and maintaining relationships without weakening risk discipline.
- Operational resilience: settlement fails, system outages, cyber incidents, data-quality errors, corporate-action failures and key-person dependencies.
- Stress testing and management information: what boards, risk committees and supervisors need to see before an issue becomes a market event.



2.5 Tokenized Repo: Looking to the Future

Tokenization does not remove repo's core economic, legal or risk-management requirements. Its potential value lies in making high-quality collateral and cash more programmable, more visible and potentially more mobile across interoperable market-infrastructure environments.

- The tokenized-repo proposition: tokenized securities, tokenized cash or wholesale digital money, and programmable transaction workflows supporting near-real-time or atomic delivery-versus-payment.
- Potential efficiency gains: shorter settlement cycles, intraday collateral mobility, automated lifecycle events, improved transparency, reduced reconciliation and more precise collateral allocation.
- What must remain unchanged: robust legal documentation, title and control certainty, collateral eligibility and haircuts, counterparty limits, independent valuation, margin discipline and default enforceability.
- Infrastructure choices: permissioned DLT networks, regulated tokenization platforms, CSD and custodian roles, wallet/account models, asset servicing, identity, privacy and interoperability with existing market rails.
- Pilot design and adoption path: limited eligible assets and counterparties, controlled settlement windows, legal opinions, operational fallback procedures, supervisory engagement and clear success metrics before scale-up.

Trainer Profile:



Dr. Osman Günsel Topbaş

Managing Director MEA of Rudiq &
Co-Founder and Managing Director of
Manifest Executive Consultancy

As Co-Founder and Fintech Practice Lead of Manifest Executive Consultancy, a boutique advisory firm based in Dubai, he advises financial institutions and market infrastructure organizations on post-trade transformation, digital assets, and green finance.

Previously, he spent more than 20 years at Citibank, most recently serving as Managing Director and Regional Head of Custody for the MEA region, based in Dubai International Financial Centre (DIFC), where he oversaw operations across 14 countries. Earlier in his career, he led the International Department at Takasbank, Borsa Istanbul's post-trade market infrastructure institution.

A recognized thought leader and frequent speaker at major industry forums, Günsel focuses on the application of artificial intelligence and blockchain in financial services, asset tokenization, and fintech-driven sustainability and green finance initiatives.

In addition to his professional work, he is actively engaged in fintech education, delivering training sessions and coaching executives on industry competencies. He also lectures on Alternative Investments at the American University of Sharjah and serves on the Digital Assets Working Group of the MENA Fintech Association.

He holds a PhD in Corporate Finance, MSc degrees in International Banking & Finance and Money & Banking, and a BSc in Computer Engineering, graduating as valedictorian.

Course Fees



**AFCM Members
USD 600**



**Non AFCM Members
USD 800**

Contact & Registration

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