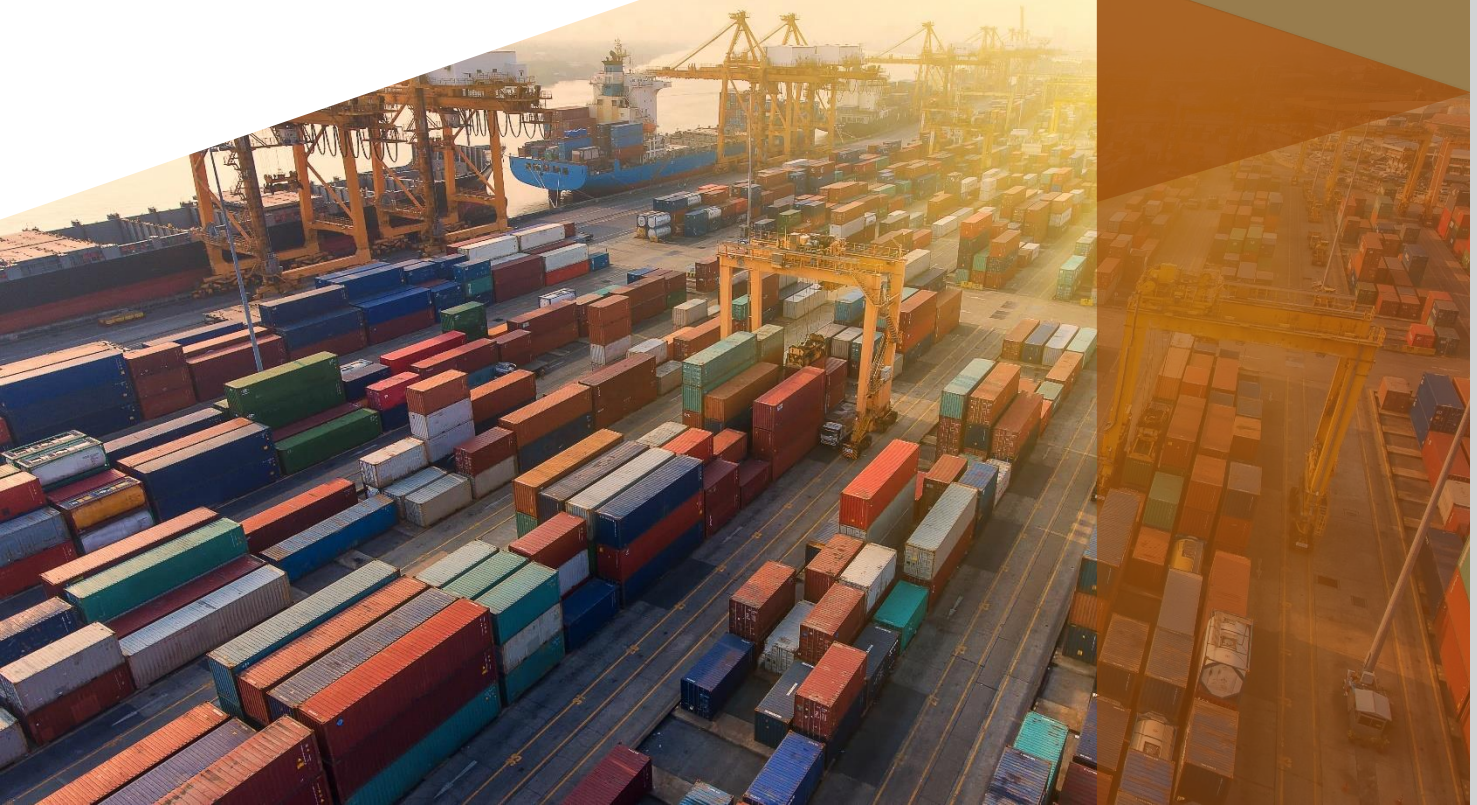




# Managing International Trade Financing Risks

## Essentials of Trade Finance

PROFESSIONAL



International trade is diverse and complex as parties involved often have to deal with unfamiliar counterparties, customs and regulations in cross-border transactions. This 2-day workshop examines the range of trade financing instruments that are used for financing and managing risks in international trade transactions.

Participants will learn the mechanism of different methods of payment, risk mitigation, documentation and governing rules, as well as the identifying the warning signs when dealing with discrepancies and fraud.

### Highlights

- Understand the key risks in international trade financing
- Know governing rules & documentation for international trade
- Learn the different methods of payment & their inherent risks
- Apply control measures to mitigate risk exposures
- Appreciate innovation driving changes in trade financing and control

## Who Should Attend

- Corporate treasurers, finance and shipping executives
- Professionals in trade credit insurance, risk management, audit, compliance and operations
- Corporate bankers, junior specialists and management associates

## Curriculum

### Key Risks in International Trade Financing

- Risks encountered by buyers & sellers in international trade
- Performance, non-acceptance, documentation & payment risks
- Measures to mitigate risks

### International Trade Finance Rules

- INCOTERMS 2010, Bills of Exchange Act
- UCP 600, eUCP
- URC522, ISP98, ISBP681, URR725, URDG758

### Essential Documents

- International Commercial Terms (INCOTERMS)
- Essential documentation for trade transactions
- Nature & characteristics of key documents

### Methods of Payment & Inherent Risks

- Open account, Payment in advance
- Documentary collection, Documentary credit

### Documentary Credit: Letter of Credit (LC)

- Features, mechanism, risk & control
- Specialized LCs – transferable, back-to-back, revolving & standby LC

### Other Types of Financing

- Bank guarantee
- Supply chain financing (e.g. invoice financing, warehouse receipt financing)

### Risks & Controls in Trade Financing

- Legal aspects of LC
- Dealing with discrepancies & fraud

## Trainer's Biography

**Adam Wong** had over 24 year's of corporate and consumer banking experience, working in banks like DBS Bank, American Express and Standard Chartered Bank with focus on SME banking, Cash Management, Corporate Banking and Trade Finance. A passionate trainer with consistently good reviews, Adam has a flair of making complex concepts easy to understand.

### Programme Fee

S\$1,712 (incl GST)

Programme Code: CRS-N-0045008

### Programme Date

23 & 24 Jan 2019

### For Enquiries

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### Net fee payable

Singaporeans and PRs: **S\$513.60**

Singaporeans aged 40 years and above: **S\$193.60**

SkillsFuture Credit may be used. T&Cs apply.

