



Presents
Core Trade Finance & Letters of
Credit



Background

Trade Finance encompasses transactional and value adding services, offered to corporate/commercial clients by banks. Trade finance solutions enhance working capital efficiencies of banks' business clients, thereby resulting in overall operational efficiencies and enhanced profitability. From the banks perspective it helps deepen client relationships, making the relationship stickier, thus, resulting in a significant delta in revenues. This core level program provides the participants with a good foundational understanding of international trade, how corporates settle their cross border commercial activities, their basic requirements, and how to identify and mitigate risks. The program covers traditional methods of settlement used in trade transactions such as documentary credits and collections, along with contemporary and emerging trends in trade finance in the areas of digitization, supply chain finance, open account trade transactions and structured trade finance solutions. The program focuses on discussions around the outcomes of various trade finance capabilities offered by banks (as opposed to product features) and how these can help the banks' clients in meeting their working capital objectives.

Program Details:

Date & Time: 18th March, 2023 (9:30am -4:45pm)

Program Duration: 4 sessions (1 session=1.5 hrs)

Venue: NBI Hall, Kathmandu

Program Fees:

NPR. 6,500+VAT per person for total group size of up to 15 participants

7% Discount for Total Group Size of 16 to 20 participants

12% Discount for Total Group Size of 21 and above participants

(Note: 1. Total Group size refers to the total participants attending the program from various organization.

2. Additional discount shall also be applicable for the MOU signing banks).

Program Contents

Target Audience:

- RMs and ARMs as Sales & Front Line staff in Banks
- Relationship Managers dealing with Corporate Clients.
- Sales staff in Transaction Banking (Trade Finance and Cash Management) teams
- Staff in other support functions including credit, compliance, legal and operations involved in trade related transactions.

Program Methodology:

- Comprehensive Case Studies
- Discussions
- PowerPoint Presentations

Program Objectives:

- To improve business origination skills of corporate/ commercial banking Relationship Managers in banks for trade flow business
- To help the participants in formulating comprehensive account strategies so that the client's wallet share is maximized, keeping the risks/ rewards in balance

Program Takeaway:

At the end of this program the participants should be better equipped:

- To determine client trade cycles and identify business opportunities based on the client's working capital cycle.
- To be able to help clients identify typical risks involved in trade finance as well as instruments available to mitigate these risks.

Itinerary

Program Details

International Trade and Different Modes of Payment:

- Advance Payment- DD/TT/SWIFT
- Open Account Transactions
- Documentary Collections- DAP/DDA/CAD
- Letters of Credit

- LC Introduction
- Operation Chart
- Need of LC to Parties.
- Parties involved in LC
- Types of Letters of Credit and their different Purposes [(Including Standby Letters of Credit (SBLC)]

- Glimpses on some International rules related to LC – UCPDC, URR & Incoterm
- Short discussion on Recent circulars related to LC by NRB

- Documents, Handling Discrepancies, LC Settlement
- Case Studies and Discussions on LC

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Facilitator's Profile

**Mr. Arun Sigdel,
Former Trade Finance Manager,
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Mr. Arun K. Sigdel is former Trade Finance Manager, Agricultural Development Bank Ltd. He has also worked at Asian Development Bank, Manila as a Specialist in Trade Finance. He has also worked as a Manager, Deputy Manager, Assistant Manager and Senior Assistant at Nepal Bank Ltd. at various departments such as Trade Finance, Credit Department and Operation since 1983 to 2005. He also has experience in Banking with National and International agencies like Price Water House Coopers, World Bank, ICCMT, ADB. He has conducted trainings for different organizations including NRB, NBL, RBB, ADBL, Bank of Bhutan etc on Letter of Credit, Guarantee, Forex, Credit Accounting, Remittances, Investments and other subjects while his expertise are on Letter of Credit, Bank Guarantee, Credit Documentation and Trade Finance.