



PRESENTS
**CORE TRADE FINANCE
PROGRAM**



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: 1st & 2nd April 2022 (9am-4.15pm) & 3rd April, 2022(7am-10.15pm)

Program Duration: 2.5 days/10 sessions (1 session=1.5 hrs)

Venue: Hotel Mulberry, Jyatha, Kathmandu (<https://maps.app.goo.gl/1MCh2Rp6VkSKjAJM7>)

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.

Location Map: <https://maps.app.goo.gl/1MCh2Rp6VkSKjAJM7>

Itinerary

Date & Time	Program Details	Facilitators
1st April 2022 (Friday) 9am till 4:15 pm/4 ses- sions	<ul style="list-style-type: none">• Trade Finance : an introduction• WC cycle and metrics• Changing face of international trade and emerg- ing trends : digitization/ supply chain finance/ open account trade• Trade Fundamentals: Incoterms, documents in trade finance• Methods of settlement including documentary collections	Mr. Chintan Khanna
2nd April 2022 (Saturday) 9am till 4:15 pm/4 sessions	<ul style="list-style-type: none">• Methods of settlement contd. - letters of credit• Trade capabilities including bonds and guaran- tees• Financing trade cycles and mitigating risks in- cluding country/ sovereign/ payment and per- formance risks• Structuring trade facilities in line with WCC and offering end to end solutions - a comprehensive case study	Mr. Chintan Khanna
3rd April 2022 (Sunday) 7am- 10.15am/2 ses- sions	<ul style="list-style-type: none">• Trade Finance in Nepalese context• Some Trade related directives of NRB• Case Study	Mr. Arun Sigdel

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Facilitator's Profile



Mr. Chintan Khanna

Professional Consultant & Corporate Trainer | Keynote Speaker | Ex- SCB (Global Trainer), ANZ Grindlays | MBA

Mr. Khanna is a banking professional with a career of over 34 years; he has 15 years of experience of professional technical content facilitation within Standard Chartered's Wholesale Bank. He holds a deep

working knowledge and facilitation expertise in disciplines including Trade Finance, Cash Management, Working Capital, and Sales Skills. With an extensive experience of facilitating training events in Asia, the Middle East, Africa, Europe and US to a broad spread of delegates from graduate trainees through to seasoned senior banking professionals. Mr. Khanna holds an honours degree in Commerce and post graduate diploma (MBA) in Business Management, and as a professional consultant, he has been delivering training programs virtually to numerous different banks across the globe including induction program for fresh graduate associates for a large Singapore based bank and transaction banking programs for senior relationship managers for a UK based bank. <https://www.linkedin.com/in/chintankhanna/>

Mr. Arun Sigdel, Former Trade Finance Manager, Agricultural Development Bank Ltd.

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 WaterHouse 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.