



Presents

## Core Trade Finance Program



### Program Background

Trade Finance encompasses transactional and value add 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 thereby resulting in a significant delta in revenues.

This core level program gives the participants a good foundational understanding of international trade and how corporate settle their cross border commercial activities, what their basic requirements are, identify risks as well as ways to mitigate the same. The program covers both the traditional methods of settlement used in trade transactions such as documentary credits and collections as well as some of the newer and emerging trends in trade finance in the areas of digitization, supply chain finance, open account trade transactions and structured trade finance solutions. The focus in this program is on discussions around the outcomes of the 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 :14th to 18th September 2021**

**Program Duration: 5 days (Total duration : 13.5 hours)**

# 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:** Virtual program with Comprehensive case studies and discussions.

## Program Methodology:

- 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.

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.

<b>Date &amp; Time</b>	<b>Program Details</b>	<b>Facilitators</b>
<b>14th September 2021 (Tuesday) 7 am till 10:15 am</b>	<ul style="list-style-type: none"> <li>• Trade Finance : an introduction</li> <li>• WC cycle and metrics</li> <li>• Changing face of international trade and emerging trends : digitization/ supply chain finance/ open account trade</li> </ul>	Mr. Chintan Khanna
<b>15th September 2021 ( Wednesday) 6pm till 8 pm</b>	<ul style="list-style-type: none"> <li>• Trade Fundamentals: Incoterms, documents in trade finance</li> <li>• Methods of settlement including documentary collections</li> </ul>	Mr. Chintan Khanna
<b>16th September 2021 (Thursday) 7 am till 10:15 am</b>	<ul style="list-style-type: none"> <li>• Methods of settlement contd. - letters of credit</li> <li>• Trade capabilities including bonds and guarantees</li> </ul>	Mr. Chintan Khanna
<b>17th September (Friday) 7 am till 10:15 am</b>	<ul style="list-style-type: none"> <li>• Financing trade cycles and mitigating risks including country/ sovereign/ payment and performance risks</li> <li>• Structuring trade facilities in line with WCC and offering end to end solutions - a comprehensive case study</li> </ul>	Mr. Chintan Khanna
<b>18<sup>th</sup> September 2021 (Saturday) 9 to 10:30am</b>	<ul style="list-style-type: none"> <li>• Trade Finance in Nepalese context</li> <li>• Some Trade related directives of NRB</li> <li>• Case study</li> </ul>	Mr. Arun Sigdel

## Facilitator's Profile



### **Mr. Chintan Khanna**

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

- ◆ Banking professional with a career of over 34 years.
- ◆ 15 years of professional technical content facilitation within Standard Chartered's Wholesale Bank.
- ◆ A deep working knowledge and facilitation expertise in disciplines including
- ◆ Trade Finance, Cash Management, Working Capital, and Sales Skills.
- ◆ Excellent communication and interpersonal skills through facilitation in different markets.

- ◆ A depth of experience 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.
- ◆ Hold an honours degree in Commerce and post graduate diploma (MBA) in Business Management.

### **Professional Consultant**

- ◆ Continue to deliver training programs virtually to different banks across the globe.
- ◆ These include an 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**

#### **Trade Finance Manager**

#### **Agricultural Development Bank Ltd.**

Mr. Arun K. Sigdel Trade Finance Manager Agricultural Development Bank Ltd. Mr. Sigdel is currently working as a Trade Finance Manager at Agricultural Development Bank Ltd. since 2015 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.

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