



INTERNATIONAL TRADE FINANCE TO RMS

Level (Low/Mid/ Senior/High)	Low/Mid
Duration (in Sessions)	4 session of 1.5 hours each (on-line Virtual Class Room)
Target Audience	Corporate and SME RMS
Program Takeaways	<ul style="list-style-type: none">• Attain a fundamental understanding of the basic concepts of international trade finance• Understand the different methods of payment.• Understand the various trade finance instruments and risk involved in them.• Understand different types of Bank Guarantees and their purpose and risk• Structuring Trade Facilities in line with Credit Conversion Cycle
Contents	<ul style="list-style-type: none">• Overview of International Trade• Methods of Payment• Products and Risks• Bank Guarantees• Structuring Trade Facilities in line with Credit Conversion Cycle
Program delivery	Presentation Discussion / Interaction Case Studies / Examples
Date	24th May 2020 to 27th May 2020
Time	2:00pm to 3:30pm
Facilitator/s	Mani Shrestha Mani Shrestha has a vast years of experience in Trade Finance with Standard Chartered Bank Nepal - as Head of Trade Finance.

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<p>Session I</p>	<p><u>Module 1: Overview of International Trade</u></p> <ul style="list-style-type: none"> • Introduction to International Trade • Sales Contract • Incoterms 2020 <ul style="list-style-type: none"> * Group 1: Rules for any mode or modes of transport * Group 2: Rules for sea and inland waterway transport only • Trade Documentation <ul style="list-style-type: none"> Commercial Documents Official Documents Transport Documents Financial Documents
<p>Session II</p>	<p><u>Module 2: Methods of Payment</u></p> <ul style="list-style-type: none"> • Open Account • Advance Payment • Documentary Collection <ul style="list-style-type: none"> * Document Against Acceptance * Document Against Payment • Documentary Credit <ul style="list-style-type: none"> * Settlement Methods <ul style="list-style-type: none"> Payment Acceptance Negotiation Deferred Payment * Risks * Confirmation

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<p>Session III</p>	<p><u>Module 3: Products and Risks</u></p> <ul style="list-style-type: none"> • Export Finance <ul style="list-style-type: none"> *Pre-shipment Export Financing <ul style="list-style-type: none"> Packing Credit Advance under Red Clause LC Advance under Green Clause LC * Post-shipment Export Financing <ul style="list-style-type: none"> Credit Bills Negotiation Outward Bills Invoice Discounting • Import Finance • Import Loan • Loan Against Trust Receipt • Invoice Financing
	<p><u>Module 4: Bank Guarantees</u></p> <ul style="list-style-type: none"> • Definitions • Parties to a Bank Guarantee • Local and International Guarantees • Major Types of Guarantees <ul style="list-style-type: none"> * Bid Guarantee * Performance Guarantee * Advance Payment Guarantee * Retention Guarantee * Maintenance Guarantee * Customs Guarantee * Shipping Guarantee * SBLC • Risk in Bank Guarantees
<p>Session IV</p>	<p><u>Module 5: Structuring Trade Facilities</u></p> <ul style="list-style-type: none"> • Why Trade Finance is Attractive • Operating Cycle and Business Risks • Operating Cycle and Finance Requirements • Operating Cycle and Trade Products Requirements • Case Studies

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