




**NBI PRESENTS  
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"> <li>• Attain a fundamental understanding of the basic concepts of international trade finance</li> <li>• Understand the different methods of payment.</li> <li>• Understand the various trade finance instruments and risk involved in them.</li> <li>• Understand different types of Bank Guarantees and their purpose and risk</li> <li>• Structuring Trade Facilities in line with Credit Conversion Cycle</li> </ul>
Contents	<ul style="list-style-type: none"> <li>• Overview of International Trade</li> <li>• Methods of Payment</li> <li>• Products and Risks</li> <li>• Bank Guarantees</li> <li>• Structuring Trade Facilities in line with Credit Conversion Cycle</li> </ul>
Program delivery	Presentation
	Discussion / Interaction
	Case Studies / Examples
Date	10th to 13th June 2020
Time	3:00pm to 4:30pm
Facilitator/s	<p><b>Mani Shrestha</b> <b>Banking, Trade Finance Expert</b></p> <div style="display: flex; align-items: flex-start;">  <div> <p>Mr. Shrestha is a banking professional skilled in International Trade, Financial Markets, Banking Operations, Operational Risk Management, Business Planning, Project Management, Governance, Assurance, Customer Relationship Management, Client Experience and Information Technology. Computer Engineer with MBA by education.</p> <p>Mr. Shrestha started professional career as a Computer Engineer and Lecturer in Pulchowk Campus, Institute of Engineering, TU for one year. Started banking career as Head IT/HR from Sanima Bikash Bittyta Sanstha Limited for nine months. Fifteen years with Standard Chartered Bank Nepal Limited in various roles in Operations, Risk and Governance.</p> <p>He started facilitating training sessions on International Trade from 2007 and has conducted various sessions on International Trade Finance, Financial Markets Operations, Operational Risk Management, etc.</p> </div> </div>

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

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

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