



PRESENTS
CORE TRADE OF FINANCE AND
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: 2nd Dec , 2023 (8:30am – 3:45pm)

Program Duration: 4 sessions/ 6hrs (1 session=1.5 hrs)

Venue: Hotel Royal Resort Itahari

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.

Content & Itinerary

Time	Details
Session 1 8:30am - 10:00am	Payment mechanism for settlement of International Trade and Concept of L/C <ul style="list-style-type: none"> • L/C opening and settlement process • Responsibilities of different parties • Use and Process of different types of LC: Confirmed, Red Clause, Back-to-back, Transferable, Revolving and Stand by LC
10:00am - 10:15am	Tea coffee cookies
Session 2 10:15am - 11:45am	Documents under LC and UCP Guidelines for documents <ul style="list-style-type: none"> • Operations of Letters of Credit • Transport Documents • Commercial Invoices • Insurance Documents • Bill of Exchange • Inspection certificates and Other documents
11:45am - 12:30pm	Lunch Break
Session 3 12:30pm - 2:00pm	Handling process and Practices of Letters of credit <ul style="list-style-type: none"> • Advising LCs • Document presentation • Negotiation and Collection under Letters of Credit • Dispute handling and Risk management fundamentals of LC
2:00pm - 2:15pm	Tea coffee cookies
Session 4 2:15pm - 3:45pm	Regulatory framework for LC Operations <ul style="list-style-type: none"> • Nepal Rastra Banks Rules and Regulations for operations • Settlement and payment mechanism under Letters of Credit

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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.

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