PRESENTS
TRADE FINANCE PROGRAM

nbi

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 corporates 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 & Time: 14th & 15th May, 2023 (9:30am-4:45pm)

Program Duration: 8 sessions (1 session=1.5 hrs)

Venue: Ramada Encore by Wyndham, Thamel, Kathmandu

Program Details

Learning Objectives:

- The program aims to improve business origination skills of corporate/ commercial banking Relationship Managers in banks for trade flow business.
- It should 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. They should be able to help clients identify typical risks involved in trade finance as well as instruments available to mitigate these risks.

Target Audience:

- 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 Details

Module 1: Introduction to Working Capital

- Changing role of treasury, changing business environment & how it impacts the banks clients and in turn the banks
- Introduction to working capital
- Key metrics: NWC, DSO, DIO, DPO, CCC
- Working capital exercises
- Why trade finance over OD/ STL?
- Trade Finance: core to the client, core to the banks

Module 2: Trade Fundamentals

- What is trade?
- Domestic vs International Trade: Key challenges
- INCOTERMS
- Documentations: Commercial/ Legal/ Transport/ Insurance/ Financial
- Methods of settlement: Advance Payments, Documentary Collections, Documentary Credits, Open Account
- Transaction flows, roles of various counterparties, risks, ICC guidelines
- Case studies

Module 3: Traditional trade capabilities & their outcomes

- Pre- Shipment finance capabilities- packing loans
- Post shipment finance capabilities – Negotiation of bills under letters of credit, export bills negotiation / collection, EIF
- Import Finance capabilities - import loans, loans against trust receipts, IIF
- Bonds and Guarantees
- Case study: What's the solution- How might we help?

Program Details

- **Module 4: Financing trade cycles and mitigating risks**
- Risks associated with trade cycles and mitigates
- Country / sovereign risk
- Payment risk
- Performance risk
- Foreign exchange risk/ supply risk/ demand risk etc.

Module 5: Structuring trade facilities in line with Working Capital Cycle
- Case study

Module 6: Emerging trends in Trade Finance
- Digitization: New developments, use of blockchain technology, third party platforms
- Supply chain finance (SCF) / Ecosystem financing: SCF value proposition, Supplier/ vendor finance, Buyer/ Distributor finance, Risks and tools to mitigate
- Open Account trade: Factoring/ IF
- Structured trade solutions

Module 7: Comprehensive case study including client pitch
- Top 3 job challenges
- How do clients view their banks? - as a vendor? consultant/ trusted advisor?
- How do banks differentiate themselves?
- Competitive market review
- 3 step process: develop client knowledge; what can you conclude; benefit statement
- Preparation and presentation of client pitch

Facilitator's Profile

Mr. Chintan Khanna
Professional Consultant & Corporate Trainer | Keynote Speaker |
Ex- SCB (Global Trainer), ANZ Grindlays |

- Banking professional with a career of over 34 years.
- 15 years of professional technical content facilitation within Standard Charterer'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 honors 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.