



## **BASIC TRADE FINANCE**

<b>Type of Programme</b>	:	Classroom
<b>Purpose of Training</b>	:	<p>This two-day course will enable you to understand the parties and key risks involved in international trade, the various methods of international trade settlement, how banks can finance and facilitate in international trade.</p> <p>You will also learn how to identify trade finance prospects and their needs, and structure suitable trade lines to meet these needs.</p> <p>Through case studies, you will have the opportunity to apply what you have learnt.</p>
<b>Who should Attend</b>	:	Credit analysts and relationship managers with less than 2 years' experience.
<b>Programme Website</b>	:	<a href="http://www.xiecapital.com">www.xiecapital.com</a>

### **Programme Structure and Content Outline:**

#### The legal framework

- Sale of Goods Act
- Incoterms 2010
- Bills of Exchange Act
- UCP 600
- URC 522

#### Common methods of international trade settlement

- (Barter trade)
- Open account
- Payment in advance
- Documentary collection
- Documentary credit

#### Documents commonly used in international trade finance

- Bill of exchange
- Bill of lading/airway bill/railway receipt/warehouse receipt/delivery order
- Insurance policy/certificate
- Invoice (proforma, commercial, consular)
- Others (e.g. weight certificate, certificate of origin)



Discrepant documents and frauds

- Common discrepancies in trade documents, and how banks deal with them.
- Frauds, and how banks could have prevented them.

Structuring a trade line

- Common trade products and services
- Cash conversion cycle
- Working capital requirement
- Structured trade finance versus corporate risk
- Drafting the term sheet

CASE STUDIES

- Participants, working in groups, will be able to compute working capital requirement, evaluate credit, and make credit presentation.

<b>Location of Training</b>	:	Singapore
<b>Duration</b>	:	16 hours (2 consecutive full days)
<b>Class Size</b>	:	Minimum 10 persons Maximum 20 persons
<b>Next Run</b>	:	Subject to availability of principal trainer (William Chia)
<b>Programme Fee</b>	:	S\$800 per participant  S\$750 per participant (for group enrollment of 4 or more)

**Contact Details**

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