

STRUCTURED TRADE FINANCE

11 – 13 APRIL 2016

KUALA LUMPUR, MALAYSIA

STRUCTURED TRADE FINANCE

PROGRAMME DESCRIPTION

This programme delivers a comprehensive practical understanding of structured trade and commodity finance of physical flows of commodities. This course is designed for professionals seeking insights into transactional risk management in the financing of physical flows of commodities. The programme will use a combination of presentations and practical examples to emphasise key learning points and to help participants gain a broader understanding of structured commodity trade finance techniques.

LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Have an overview of structured trade finance
- Apply the knowledge of trade and loan structuring in structured trade finance
- Understand the difference between the applications and credit evaluation of conventional trade finance solutions versus structured trade finance
- Apply structured trade finance techniques in commodity trade financing and without recourse trade financing

TRAINING METHODOLOGY

Stimulating lecture, analytical learning through exercises, group discussions, experience sharing, case studies and Q&A

PARTICIPANT PROFILE

Trade staff, credit and marketing officers and those who want to learn about structured trade finance

PROGRAMME DETAILS

Date : 11 – 13 April 2016 (3 days)
Time : 9:00 am – 5:00 pm
Venue : Asian Banking School

Learning level

Intermediate

Programme Fee*

AICB Member : RM3,100 *per pax*
Non-member : RM3,600 *per pax*
**inclusive of 6% GST*

PROGRAMME OUTLINE

Day 1

- Overview on trade flows in relation to structured trade finance
- Challenges faced by customers in structured trade finance
- Various trade finance products and services
- Why structured trade finance?
- Comparing conventional trade finance and structured trade finance
- Understanding the use of export credit agencies and export credit insurance
- Introduction to collateral management

Day 2

- Financing structures developed for commodity trade finance
- Structured trade finance – types of financing structure
- Credit evaluation and risk analysis on facility structured and the underlying assets
- Various structured trade finance techniques
- A detailed example of structured warehouse finance
- Structured trade finance versus project financing
- Benefits for customers and types of customers who would likely benefit
- Role of the middle office

Day 3

- Discussion on case studies

ABOUT THE TRAINER

HAJI MUHAMMAD IMRAN RAJA

[AIBM (Sr), MBA Finance (MMU), CDCS]

Haji Imran has more than 25 years of experience in the banking and finance industry. His expertise covers trade sales, trade operations as well as training and development. He is a current practitioner and has vast experience in conducting various in-house and public programmes on Letter of Credit, Maximise use of Trade Finance Facilities, Demand Guarantees, How to be Effective Trade Managers, Risks in International Trade Finance, Structured and Warehouse Trade Financing, Certified Documentary Credit Specialist in International Trade Finance and other related topics. He uses mind mapping, practical examples and accelerated learning methods in his training.

He had worked with various international banks including HSBC and SCB. He was appointed as Head of Training and Development for Scope International (M) Sdn Bhd and was responsible to set-up the Technical Training and Development department. For 10 years, as a Senior Manager in the global banks he managed Trade Businesses Operations covering Asia Pacific region, UK and US.

Additionally, Haji Imran is a panel trainer for the Asian Banking School. He also acts as a Special Advisor for Fadilah and Hood, a local law firm, in the areas of International Trade Finance and Banking Operations.

He is a Certified Documentary Credit Specialist (CDCS) and an Associate member of AICB. He holds an MBA specializing in Finance from Multimedia University. In addition, Haji Imran has been a Member of the Investigating Tribunal Panel for Advocates & Solicitors Disciplinary Board (Bar Council Malaysia) since 2005.



The **ASIAN BANKING SCHOOL (ABS)** is the industry provider of premium professional certification and capability development programmes. Dedicated to developing talent, it specializes in professional banking education and serves as a channel for intellectual content and thought leadership for the banking sector.

Created for the industry by the industry as an independent entity, ABS was built upon the decades-long experience of the Institute of Bankers Malaysia (IBBM) in delivering professional qualifications and training programmes. It was registered in 2012 and after its official launch by the Bank Negara Malaysia Governor at the end of 2013, ABS started full operations in August 2015.

At the helm of ABS is Chief Executive Officer Professor Colyn Gardner, who has had a long illustrious career immersed in banking. He has been a practising banker, a banking consultant to many of the world's largest banks and organisations, an innovative training course developer, a professor of banking, a successful Conference Speaker on banking topics and a corporate client of banks. He founded and built several companies that have listed on the London Stock Exchange, including DC Gardner Group plc; the largest and leading banking training consultancy of its time, and a name that is still respected around the world today. His entrepreneurial and innovative spirit, commitment and strength in the areas of talent development will see him steering ABS towards its strategic direction in delivering highly regarded training for banking professionals internationally.

As one of the industry's preferred partner in learning and development, ABS offers industry relevant training programmes that cover a comprehensive list of banking areas and are designed and developed in-house by our Specialist Training Consultancy Team or in collaboration with strategic learning partners that includes some of the top business schools in the world. It also provides specialised consulting services and tailored learning solutions to meet the specific needs of our clients; with executive education offerings already being planned for in the near future.

ABS works closely with the Asian Institute of Chartered Bankers in raising competency standards for the banking industry through the delivery of training and exams for professional qualifications developed and awarded by the professional body.

ABS also plays a significant role in enriching the talent pipeline for the financial services sector through the industry recognised Financial Sector Talent Enrichment Programme (FSTEP).

Guided by the transformation blueprint for the Malaysian banking education landscape, it is the aim of ABS to innovate the approach of developing talent, and in turn raise the calibre and dynamism of professionals in the industry.

For training enquiries and/or registrations, please contact:
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