



A 2-day program on

# *Optimising International Trade Financing in a Volatile Global Business Environment*

29-30 April 2009 | JW Marriott Hotel Kuala Lumpur

## **OVERVIEW**

The financial crisis is having an effect on international trade. And, one of the most important challenges for traders involved in an international trade transaction is to secure financing so that the transaction can actually take place. The faster and easier the process of financing an international trade transaction, the more trade will be facilitated.

By understanding the various trade financing facilities and services available, traders would be able to structure their trade finance requirements and optimise on the trade facilitation provided by governments, financial institutions and international agencies. Choosing the appropriate payment instrument to manage the collection risk and understanding their costs and risks, is vital to protect the trader's profit.

## **FOCUSING ON**

- The Financial Crisis: Implications and Risks in International Trade
- Trade Financing Facilities
- Types of Trade Finance Instruments
- Securing Payment through Documentary Collection and Letter of Credit
- Different Types of Trade Finance Instruments
- Structuring Trade Finance Transactions
- How To Maximise The Use Of Trade Financing Facilities To Improve Cash Flow And Profit

## **WHO SHOULD ATTEND**

- Business owners
- Managers involved Marketing, Purchasing, Finance /Accounts and Risk Management Departments.

## **METHODOLOGY**

- Dynamic mixture of Lectures, Group Discussion and Practical Case Studies

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