



Centre for
Management
Technology®
into our 26th year

A 2-day program on

Optimising International Trade Financing in a Volatile Global Business Environment

29-30 April 2009 | JW Marriott Hotel Kuala Lumpur

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

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.

AFTER ATTENDING THIS COURSE, YOU WILL RETURN TO YOUR JOB...

- 1) Identifying the various risks in international trade and its implications on the transaction.
- 2) Estimating the costs and risks in applying the different risk management approaches.
- 3) Understanding the role of government agencies, financial institutions and international agencies in international trade and the services offered.
- 4) Applying the various methods of trade settlement and their benefits.
- 5) Determining and structuring the trade financing needs.

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

Day 1 Wednesday, 29 April 2009

9:00

THE FINANCIAL CRISIS: IMPLICATIONS AND RISKS IN INTERNATIONAL TRADE

- Overview of the financial crisis and trade financing
- Key considerations for importers and exporters: market, buyer, transport, payment - what can banks, governments and international agencies do to help traders?
- Commercial contracts
- Impact of INCOTERMS 2000 on the movement of goods, the responsibilities of both buyer and seller

10:30

Morning Coffee

10:45

TRADE FINANCING FACILITIES

- The Need for Financing International Trade
 - Working Capital
 - Finding new markets
 - Trading with confidence

1:00

Lunch & Zohor

2:00

TYPES OF TRADE FINANCE INSTRUMENTS

- Raising Working Capital
 - i. Line of Credit
 - ii. Structured Financing
 - iii. Export Credit Refinancing - Pre- and Post - Shipment
 - iv. Trust Receipt
 - v. Bankers Acceptance
 - vi. Bills of Exchange Purchase/ Discount
 - vii. Packing Credit

3:30

Afternoon Tea

Program topics, speakers and schedules published herein are confirmed as at printing time. Please refer to the event's timetable page at www.cmtevents.com for the most up-to-date information.

3:45 **TYPES OF TRADE FINANCE INSTRUMENTS**
cont.

- Terms of Payment
 - i Advance Payment
 - ii Open Account
 - iii Documentary Collection (D/P or D/A)
 - iv Letter of Credit
- To Manage Collection Risks
 - i Factoring
 - ii Forfaiting
 - iii Avals and Guarantees
 - iv Export Credit Insurance
 - v Hedging Foreign Exchange

5:00 End of Day One

Day 2
Thursday, 30 April 2009

9:00 **SECURING PAYMENT THROUGH DOCUMENTARY COLLECTION AND LETTER OF CREDIT**

- Why choose Documentary Collection?
 - How it works
 - Benefits of documentary collection
 - Costs and Risks
- Why choose Letter of Credit
 - How it works
 - Benefits of letter of credit
 - Costs and Risks
- Other Uses of Letters of Credit
 - Back-to-back Letter of Credit
 - Transferable Letter of Credit
 - Assignment of Proceeds under Letter of Credit
 - Red Clause Letter of Credit

10:30 Morning Tea

10:45 **DIFFERENT TYPES OF TRADE FINANCE INSTRUMENTS**

- Features and functions of trade instruments to improve cash flow:
 - Trust Receipt
 - Bankers Acceptance
 - Bills of Exchange Purchased/Discount
 - Packing Credit
 - Factoring
 - Export Credit Refinancing
- Features and functions of trade instruments to manage collection risk
 - Factoring
 - Forfaiting
 - Avals and Guarantees
 - Export Credit Insurance

1:00 Lunch & Zohor

2:00 **STRUCTURING TRADE FINANCE TRANSACTIONS**

- Assess your business needs
- Determine your funding needs
- Package your requirements for financing

3:30 Afternoon Tea

3:45 **HOW TO MAXIMISE THE USE OF TRADE FINANCING FACILITIES TO IMPROVE CASH FLOW AND PROFIT**

- Organise effectively for your export collection
- Minimise discrepancies and delays
- Develop clear policies on export sales and procedures
- Roles and responsibilities of staff in the export process

5:00 End of Course

REGISTRATION

Name	_____
Position	_____
Email	_____
Name	_____
Position	_____
Email	_____
Tel	_____
Fax	_____

Company	_____
Address	_____
City/Postcode	Country
Approving Manager's Name	_____
Position	_____
E-mail	_____

Fees: The full Registration Fee includes cost of all sessions, luncheon, coffee/tea & documentation.

	1 Person	Group fee for 3 or more* (from the same company)
Regular Fee	RM1895	RM1495 (MIN SAVINGS OF RM1200)

** Terms and conditions apply.*

Cancellations, Refunds & Transfers: A full refund will be promptly made for all written cancellations 3 weeks before the meeting. Thereafter, cancellations are not refundable. A substitute may be made at any time.

Cheques : Crossed & payable to
"Centre for Management Technology Sdn Bhd"

Photocopy Registration Form to Preserve Brochure Copy. April 2009

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TO REGISTER

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TELEGRAPHIC TRANSFER

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TT must include additional RM10 for Beneficiary's Bank charges. Delegates must bear all bank charges and local taxes (if applicable). Fees must be NETT of ALL charges.

CERTIFICATE OF COMPLETION

A Certificate of Completion will be awarded upon successful completion of each program. This serves as evidence of your personal and professional commitment to you career.

PROGRAM TIMING
*Registration: 8.30 am, Program Begins: 9.00 am,
 Morning Coffee: 10.30 am, Lunch: 1.00 pm to 2.00 pm,
 Tea Break: 3:30 pm, Program Ends: 5.00 pm*

CMT into our 26th year is a global conference organizer HQ in Singapore. CMT's dedicated team works closely with market leaders to analyze the latest industry trends and provide information supporting your decision making. Our annual 60 events encircle the globe from Asia Pacific to the Middle East to New Europe/Russia and Latin America.

Register online ~ www.cmtevents.com

PROGRAM FACILITATOR

NANCY ONG has more than 20 years of practical experience in International Trade, gained through her career in financial institutions. Her professional career spans years of broad experience in International Trade Finance, Branch Operations, Treasury Management and Risk Management.

During her service in the financial sector, she has worked mainly with several companies to provide and advice them on financing of their trade finance requirements; hedging their foreign currency exposure; trade services to facilitate exporters/importers; and cash management in both the local money market and foreign currency market.

Nancy has held management positions in leading financial institutions in Malaysia, namely OCBC Bank and EON Bank. She holds an MBA from the University of Strathclyde, United Kingdom, having initially qualified as a banker from the Chartered Institute of Bankers, United Kingdom. She is also a Certified Risk Professional from BAI, Chicago, US.

Nancy now specialises in enterprise risk management which enables her clients to assess business risks in a consistent and systematic manner to arrive at a total view of the business perspective for business growth, process improvement and profitability achievement. Her wide knowledge and experience allow her to approach the training in a holistic and integrated manner and has received excellent feedback from all the past participants.