

Mastering Trade Finance Instruments and BCMP Implementation

GOALS

In this comprehensive course, we will delve into the exciting world of international trade and finance. Whether you are a seasoned professional looking to enhance your knowledge or a newcomer eager to explore the intricacies of trade finance, this course has something for everyone.

During this training, we will cover the fundamental concepts and practices that underpin global trade, examining the various instruments and mechanisms utilized to facilitate cross-border transactions. From letters of credit and trade documentation to risk management and financing solutions, you will gain invaluable insights into the dynamic landscape of trade finance.

We will guide you through real-world case studies, enabling you to apply theoretical concepts to practical scenarios. As we navigate through the complexities of international trade, you will develop a firm grasp of the regulatory frameworks and best practices that govern trade finance operations.

By the end of this course, you will be equipped with the expertise to navigate the challenges and capitalize on the opportunities presented by the global marketplace. Whether you are a banker, or trade professional, the knowledge gained here will empower you to make informed decisions and foster successful trade relationships.

Embark on this enriching journey into the realm of trade finance and unlock new possibilities for your business and career.

SUMMARY

Category:

- Risk, finance & treasury

Difficulty level:

Advanced

Certification type:

Live webinar

Price:

- Member: € 550.00
- Non member: € 650.00
- Partner BZB: € 550.00
- Incompany: custom tailored, prices on demand

Points/hours:

- Bank: 6

Accreditations:

- 600.013 permanent education banking

INTENDED AUDIENCE

This training course can be followed by multiple target groups:

- professionals who desire a comprehensive understanding of the fundamental elements of trade finance, regardless of their prior knowledge or experience in the field;
- commercial managers;
- risk managers;
- compliance officers & legal advisors;
- internal & external auditors;
- consultants;
- ...

FOREKNOWLEDGE

Advanced level training: this training requires a general basic knowledge of the subject.

CONTENT

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- Module 1 : Standard Letters of Credit versus Structured Letters of Credit
 - Introduction to Trade Finance:
 - Trade Finance Basics
 - Sales Contracts and Proforma Invoice
 - Payment Methods
 - UCP 600 (Uniform Customs and Practice for Documentary Credits)
 - Incoterms 2020 (International Commercial Terms)
 - eUCP (Supplement to UCP for Electronic Presentation)
 - LC Types:
 - Revolving LC
 - Red Clause LC
 - Transferable LC
 - Back-to-Back LC
 - Assignment of Proceeds LC
 - Evergreen LC
 - Overview Transport and Financial Documents
 - IRU's 'Irrevocable Reimbursement Undertaking)
 - LC Parties Risks
 - Structured Trade Financing Options:
 - Forfaiting & URF 800 (Uniform Rules for Forfaiting)
 - Factoring
 - Receivables Discounting
 - Pre and Post-Export Financing
 - Buyer's Credit
 - Supplier's Credit
 - Credit Insurance Financing
 - Supply Chain Financing
 - Blockchain Financing
 - Future of Trade Finance: Emerging Trends and Technologies
- Module 2: Documentary Collections 'DC's'
 - Definition
 - Types,
 - Bank Aval,
 - Financing against DC's
 - Parties Risks
 - Discounting of drafts, ...

- Module 3: Letters of Guarantee versus Standby Letters of Credit
 - LG definition and Processes: Direct and Indirect LG's
 - LG Types: Performance -Advance Payment –Retention –Rental –Customs -LG Bank Facility etc...-Letters of Indemnity – Suretyships
 - LG Transferability and Assignment of Proceeds
 - Standby LC's types
 - LG & SBLC Parties Risks
 - Differences between LG's and Standby LC's
 - LG & SBLC's Fair - Unfair Call Risks
- Module 4: Money Laundering - Fraud - Sanctions - Red Flags linked to Trade Finance Instruments
 - Definitions
 - ML Stages
 - Risk indicators
 - RBA linked to the 'KYC' process, DAC6, SEDD
 - Fraud cases and how to minimize losses
 - Cybersecurity, Covid 19
 - Red Flags linked to the 'KYT' (Know your Transaction) Process
 - BCP objectives, BCP requirements in terms of policy and procedures,
 - BIA questionnaires,
 - BCP software implementation

PRACTICAL INFORMATION

- **Duration:** 2 x ½ day of training (2 times 3 class hours)
- **Hours:** 09:00 to 12:30
- **Language:** This training will be given in English
- **Location:** This training will be given online
- **Additional information:** How do you start the webinar? You will receive a login and password by email to access our platform. In the platform you will find a link. By clicking on the scheduled date the webinar will start via Webex. In order to receive training points, it is important to enter your own name and surname, follow the entire training day and answer the questions suggested by the trainer. Do not follow the training with several people on the same PC.

METHODOLOGY

You follow a **'Live webinar'** digitally in a group. It is 'learning-apart-together'. At an agreed time, the teacher and participants log in to a video conference tool, each from his or her own location and with his or her own computer. Via this tool's camera, microphone and chat function, there is an opportunity for interaction and feedback, both from the participants to the teacher and vice versa. The teaching material consists as a basis of a presentation via the MyFA learning platform, supplemented with various other items (such as digital syllabus, presentation, audiovisual fragments, etc.).

Training material:

- PowerPoint presentation (slides);
- Live Video.