

Doing business abroad can be a **complicated, frustrating and risky** endeavor at times.



To succeed in today's global marketplace and win sales against foreign competitors, exporters must offer their customers attractive sales terms supported by appropriate payment methods. Because getting paid in full and on time is the ultimate goal for each export sale, an appropriate payment method must be chosen carefully to minimize the payment risk while also accommodating the needs of the buyer.

Learn the basic fundamentals of TRADE FINANCE so that you can turn your export opportunities into actual sales and achieve the ultimate goal of getting paid—especially on time. Concise - this 2 days program offer the basics of numerous financing techniques, from Letter of Credit to forfaiting to financing 'cycle' of BAs.

TRADE FINANCING FACILITIES

OBJECTIVES

To provide participants with:

- An overview of the various uses of Letters of Credit.
- Insight of trade financing products, and
- Techniques on how to compute their Trade Financing requirements.

COURSE CONTENTS

Overview of Letters of Credit (LC) Operations

The 'trade cycles' of **ALL** the various LCs, including, the duties and responsibilities of each of the parties, namely: Buyer; Seller and their respective Banks.

Shipping Guarantees – for goods arriving before the documents

- Purpose and features of Shipping Guarantees
- How to apply for a Shipping Guarantee.
- Endorsement of Air Waybills and 1/3 Bills of Lading
- Procedures in handling lost Bill of Lading

Discrepant import documents.

- How discrepant documents are handled by banks

Bankers Acceptance (in Malaysia only)

Explanation on the operations of Bankers Acceptance (BAs)

- Purpose and features of Bankers Acceptance
- Financing 'cycle' of BAs.
- How to apply for Bankers Acceptance financing

Trust Receipts

Explanation on the operations of Trust Receipts (TRs)

- Purpose and features of Trust Receipts
- Financing 'cycle' of TRs
- How to apply for Trust Receipt financing

Exports under LCs.

Inward LCs received by exporters.

- Actions to be taken by seller prior to receiving an LC from buyer
- Action by banks on Inward LCs received from other banks
- Why and when is it necessary to have inward LCs confirmed.

February

2012

20 February 2012 (Mon)

TIME 9am - 5pm

VENUE Eastin Hotel, Petaling Jaya

Bill Discounting/Purchasing/Discounting/Forfaiting Export facilities

- Full explanations of the operations of Bills for Collection / Bills Purchasing / Discounting / Negotiating / Forfaiting shall be given.

Handling discrepant export documents

- Common discrepancies in export documents
- How to handle discrepant export documents and realize the proceeds.

Structuring or computing trade financing requirements.

Participants will be briefed and undergo an exercise in the calculation of the type/s, amount and tenor of facility necessary to meet their needs, namely:

- WHAT product/s is / are appropriate,
- HOW MUCH of each product is required, and
- For HOW LONG a particular product is required.

Also highlighted are the dangers of obtaining inappropriate amounts of facilities

Best practices in Trade Financing.

Questions and Answers.

TRAINER'S PROFILE

Noel Vong is our Senior Trainer and Senior Management Consultant. He has 40 years of banking experience with over 20 years in International Trade Finance. His experience in International Trade and Trade Finance includes the setting up of the Trade Bill Centers, customising Trade Finance manuals, developing Islamic Banking Trade Bill Products, centralizing trade processing activities, supervising marine and export-import operations, training staff and conducting Trade Seminars for public and bank customers.

He is a retired Manager of a local & a foreign bank and has worked in all major towns in Malaysia. He has also worked in Banks in The Philippines, Cambodia, Hong Kong and Vietnam. Noel is an accomplished trainer cum consultant. Over the past 20 years, he has conducted many in-house and public Trade Finance courses in Malaysia and the Asean Region. For Islamic banking, he has rendered his expertise in developing and drafting Islamic Trade Finance products for commercial banks.

WHO SHOULD ATTEND?

Executives who need to know the various ways of using Letters of Credit (LC), Trade Financing products available from banks, and their business's appropriate financing requirements, should attend.

Register Online

Download Registration Form

COURSE FEES

RM 750.00 per person for 2 days
Includes Lunch, Tea-Breaks,
Course Notes and
Certificate of Completion



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