



### Who's attending?

This course is beneficial to:

- Bankers in the Trade Finance Department
- Financial Controllers, Auditors, Bankers
- Purchasing, Sales, Marketing Executives
- Shipping Coordinators
- Export-Import Manager
- Other Executives involved in International Trade

Why not recommend this course to a colleague?

“The materials and topics covered are very practical and address the day-to-day issues we are facing.”

## 3-Day Intensive Course

# Essentials of International *Trade Finance*

### Introductory - Intermediate Level

5 – 7 March 2012, Singapore

This is a 3 days intensive course which has been systematically designed to be comprehensive.

On day 1, we will equip participants with basic techniques in Letter of Credit operations in examining L/Cs and L/C applications and avoiding discrepancies.

Day 2 will examine in detail the rules of L/C operations under the Uniform Customs & practice for Documentary Credits by the International Chambers of Commerce, Paris and other methods of payments & shipping guarantees

Lastly on Day 3, the Financing aspects for pre-shipment and post-shipment instruments will be examined, as well as how to manage key risks in international trade.

### What will I get out of it?

By the end of the course participants will be able to:

- Identify the common payment terms used
- Know the different financing options available to importers & exporters
- Identify the keys risks in international trade
- Know the Trade Practices as govern by the ICC Rules on UCP 600 and URC 522

**BOOK NOW!** Register before 5 February 2012 for early-bird discount.

## Venue

All of our courses are held in 4 - 5 stars hotels, chosen for their location, facilities, and level of service. You can be assured of a comfortable, convenient learning environment throughout the duration of the course.

Due to the variation in delegate numbers, we will send confirmation of the venue to you approximately 2 weeks before the start of the course.

## About Us

Salmon Thrust provides tailored financial training solutions to leading Asian clients. Being Asian for Asians, we understand that different cultures have their own needs in terms of product and knowledge, and in terms of their approach to Client Management.

Founded in 2004 to satisfy the demand for wealth management and related training programs in this part of the world, we develop and present seminars and workshops for executives working in corporations, investment banks, securities houses, firms of accountants and legal practices.

Our courses are held on a public or in-house basis, a full list of which can be found on our website. Visit [www.salmonthrust.com](http://www.salmonthrust.com)

## COURSE CONTENT

### Day 1- Trade Financing Operations

- Overview of International Trade
- Risks in International Trade
- Methods of Settlement
- IncoTerms 2010
- Documentary Collections
- Documentary Credits (Letters of Credit)

### Day 2— UCP 600 & Trade Documentation

- Uniform Customs & Practice for Documentary Credits (UCP 600)
- Trade Documentation (Shipping Documents)
- Compliance with UCP 600
- Shipping Guarantee

### Day 3— Financing of Imports/Exports & Managing Trade Risks

- Uniform Rules for Collection (URC 522)
- Import/Export Financing Products/Instruments
- Risks Encountered by Buyers/Sellers
- Risks Encountered in Trade Finance Products
- Measures to Mitigate Risks & Commercial Frauds

## Funding Support

The Monetary Authority of Singapore (MAS) administers Financial Training Scheme (FTS) grants to financial sector organisations that sponsor eligible Singapore based participants to training programmes that meet qualifying criteria. For more details, please visit [www.mas.gov.sg](http://www.mas.gov.sg), or contact the MAS via [fsdf@mas.gov.sg](mailto:fsdf@mas.gov.sg)."

## Pre-Course Needs Analysis: it's all about YOU!

Be sure to register at least 30 days in advance to receive your free pre-course assessment. This will enable us to better understand your specific objectives and interests.

Save time and money with in-house training

In-house training is an efficient and cost effective way to ensure that your employees are equipped with the knowledge and skills needed to make a real impact in your organization.

Training can be arranged for anything from small groups to entire divisions and will take place at a time chosen and convenient to you.

For more information on holding this, or any other salmon Thrust course in-house, please contact:

Audrey Ang, Sales Manager  
Tel: +65 63230768  
Email: [audrey@salmonthrust.com](mailto:audrey@salmonthrust.com)

## Victor Tan

Victor Tan, MBA (Strathclyde), ACIB, MInstAM, is a qualified Life Associate Member of The Chartered Institute of Bankers, London and has 15 years of banking experience covering the areas of International Trade Finance, Remittances, Guarantees, Import and Export departments. His previously worked at Barclays Bank PL as the Deputy Head of Trade Finance and has held positions with Standard Chartered Bank, Amsterdam-Rotterdam Bank, Bangkok Bank, Royal Trust Merchant Bank in the area of trade finance.

Since 1992 Victor has been an independent training consultant, conducting training for organisations such as Chartered Institute of Marketing and University of London. In addition Victor regularly conducts In-house training for Corporate clients. His past clients have included Dun & Bradstreet, Honeywell Aerospace, KPMG, Nicor Petroleum and BP.

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[www.salmonthrust.com](http://www.salmonthrust.com)

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(+65) 6323 0768

Email  
[email@salmonthrust.com](mailto:email@salmonthrust.com)

# Essentials of International Trade Finance

5 – 7 March 2012, Singapore

## Register now

Package	Before 5 Feb 2012	After 5 Feb 2012	Quantity	Sub-total
<b>Registration fee</b>	S\$1,440 <b>Save \$160</b>	S\$1,600		
<b>Platinum Package</b>	Send 4 delegates and 5 <sup>th</sup> comes FREE			

## Attendee details

1	Name.....	Job title.....
	Tel.....	Email.....
2	Name.....	Job title.....
	Tel.....	Email.....
3	Name.....	Job title.....
	Tel.....	Email.....
4	Name.....	Job title.....
	Tel.....	Email.....
5	Name.....	Job title.....
	Tel.....	Email.....
	Name.....	Job title.....
	Tel.....	Email.....

## Company/Invoicing details

Organization name.....

Address.....

Postcode.....

Invoice attention to..... Job title.....

Tel..... Email.....

## Approving Manager signature

**NB: Signatory must be authorized to sign on behalf of contracting organization**

Name.....

Email..... Job title.....

Tel..... Fax.....

**Authorizing signature** \* (Mandatory).....

## Payment method

For payment by crossed **cheque or bank-draft**, please make payable to: **Salmon Thrust Pte Ltd**

For payment via **telegraphic transfer**, please make payment to:

Account number: 501-747323-001  
 Account name: Salmon Thrust Pte Ltd  
 Bank address: 65 Chulia Street, #01-01 OCBC Centre. Singapore 049513  
 Bank code: 7339  
 Swift code: OCBCSGSG

## How to book your course

Complete this form and fax to:  
**+65 6423 9802**

Or send the form to:

Salmon Thrust Pte Ltd  
 55 Market Street #10-00  
 Singapore 048941

## Take the Platinum package

Get your team together and save!

**Send 4 delegates and get one FREE**

## You may also be interested in

- **Identifying & Mitigating Risks & Frauds in International Trade Finance (28 – 30 May)**
- **Standby Letters of Credit and Bankers' Guarantees – Principles, Practices Operations & Legal Cases (22 – 23 Mar)**
- **Structured Trade Finance – Practices, Techniques & Cases (11 – 13 Apr)**

Go to [www.salmonthrust.com](http://www.salmonthrust.com) to view our full course calendar

## Terms and conditions

1. Should you be unable to attend, a substitute delegate is welcome at no extra charge.
2. Salmon Thrust does not provide refunds for cancellations. Invoiced sums are payable in full within 7 days of the invoice date.
3. Salmon Thrust will provide full course documentation to a delegate who has paid, but is unable to attend.
4. Salmon Thrust reserves the right to change the content of the program without notice including the substitution, alteration or cancellation of speakers and/or topics and/or the alteration of the dates of the event.
5. Salmon Thrust is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event under any circumstances.
6. Salmon Thrust reserves the right to amend any part of the published program, agenda or speakers due to factors outside of its control.

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