



3-Day Intensive Course

Identifying & Mitigating Risks & Frauds in *International Trade Finance*

Intermediate Level

28 – 30 May 2012, Singapore

Who's attending?

This course is beneficial to:

- Bank's Credit & Marketing Staff
- Internal Auditors
- Bills Operations Staff
- Compliance Officers

Why not recommend this course to a colleague?

This course is Module 2 of the Trade Financing collection,, and is a follow-up of the Module 1 – Essentials of International Trade Finance and seeks to build on the foundation knowledge of the first seminar, but goes into greater depth in explaining the different financing options for Importers and Exporters that are available.

The second part of the seminar is to highlight the risk areas where Exporters and Importers commonly are faced with and how to manage such risks. Also to explain how the different aspects of frauds that are encountered in trade.

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, or contact the MAS via fsdf@mas.gov.sg.

What will I get out of it?

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

- Identify and minimize risks/ problems in the different payment mechanisms
- Understanding the key import/export financing options available
- Identify Risks encountered in import/export transactions
- Understand the forms of commercial frauds and ways to minimize them
- Understanding the risks & control aspects trade financing

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

BOOK NOW! Register before 28 April 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

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

COURSE CONTENT

Day 1- Traps in LC

Overview of International Trade - Basic Issues in International Trade

Key Risks Areas in Trade Finance

Trade Finance Internal Control Guidelines

Risks & Fraud Possibilities in Payment Terms

- Advance Payment
- Open Account
- Collections
- Letters of Credit
- Standby L/C

Traps in LC Operations

- A Review of 30 common pitfalls

Day 2 - Risks in the Different Types of LC & Documentation

Letters of Credits

- Sight/Usance
- Revocable
- Irrevocable
- Confirmed Irrevocable
- Red Clause LC
- Revolving LC
- Transferable LC
- Back-to-Back LC

When do risks get transferred from seller to buyer – The 11 Incoterms

Trade Documentation used in International Trade

- Draft
- Invoice
- Packing List
- Bills of Lading
- Multimodal BL
- Charterparty BL
- Airwaybill
- Forwarder's Cargo Receipt

- Inspection Cert
- Insurance Cert
- Dock receipt

Day 3 - Import/Export Financing Facilities & Commercial Frauds

Types of Import Facilities

- Trust Receipts
- Import Loans
- Warehouse Financing

Types of Export Facilities

- Export Bills Purchase
- Export Bills Discounted
- Export Bill Negotiation
- Banker's Acceptance

Risks Encountered by Buyers/Sellers

- Performance Risk
- Commercial Fraud
- Exchange Rate Risk
- Interest rate Risk
- Government/Political Risks
- Non-Acceptance Risks
- Transportation Risk
- Payment Risk
- Documentary Risk

Commercial Frauds

- Documentary Fraud
- Maritime Fraud
- Local L/C Fraud
- Characteristics of Frauds
- Local LC Frauds
- SBLC Frauds
- Shipping Guarantee Frauds
- Phantom Ship Frauds
- Cargo Insurance Frauds

Measures to Mitigate Risk

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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Email
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28 – 30 May 2012, Singapore

Register now

Package	Before 28 Apr 2012	After 28 Apr 2012	Quantity	Sub-total
Registration fee	S\$1,800 Save \$200	S\$2,000		
Platinum Package	Send 4 delegates and 5 th 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..... FREE	Job title..... FREE
	Tel..... FREE	Email..... FREE

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

- **Essentials of International Trade Finance (5 – 7 Mar)**
- **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 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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