



2-Day Intensive Course

Structured Commodity Finance - *Principles, Practices & Cases*

Advanced Level

13 – 14 March 2012, Singapore

Who's attending?

This course is beneficial to:

- Heads and Deputy Heads of Corporate and Commercial Banking;
- Corporate Banking Relationship Managers and VPs;
- Commercial banking Relationship Managers and VP;
- Trade Finance Managers, and Head;
- Credit Auditors; and
- Regional Managers and Branch Managers.

Why not recommend this course to a colleague?

The structured commodity finance course aims at raising competencies of corporate bankers, commercial bankers and commodity finance specialists in designing and packaging structured commodity finance to meet their clients' specific needs.

Participants will acquire the structured commodity finance knowledge, techniques and global perspectives of structured commodity financing mechanisms in breadth and depth so that they are able to structure and execute complex commodity finance transactions for their clients.

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

What will I get out of it?

At the end of the program, participants will be able to:

- Apply structured commodity finance based on export receivables-backed financing solutions to support clients' commodity and trading activities;
- Apply structured commodity finance based on warehouse receipt and inventory financing technique to assist framers, traders, and commodity trading activities; and
- Apply structured commodity finance based on pre-payment technique to support clients' trading and commodity activities.

BOOK NOW! Register before 13 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

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.

Jack Tan

Jack is a trained practitioner with 27 years experience in trade finance, commercial banking and corporate banking. He had held VP & Group Head/Team Head appointments in both local and American banks. His expertise encompasses corporate lending, ship and aircraft project financing, trade finance, structured trade financing, commodity financing and loans syndication.

Jack conducts in-house training courses on trade finance, credit analysis, lending to SMEs and credit risk management for leading banks and institutions regionally. In collaboration with the World Bank, Jack was an invited course facilitator to train senior bankers in China. Jack Tan has been a trainer for the Institute of Banking & Finance, Singapore since 1988 and a trainer for the Institut Bank-Bank Malaysia since 1996. He serves as a lecturer for the Monash University's distance learning graduate programme and SHRI Diploma course.

COURSE CONTENT

Day 1: Creating Value-Innovation Structured Commodity Financing to Meet Clients' Specific Financing Needs

- Introduction
- Structured Commodity Financing: Structured commodity finance, The difference between structured commodity finance and traditional forms of finance, Types of commodities involved in structured commodity finance, Trade and commodity flow and analysis of transactional risks
- Structured Commodity Finance's Risk Analysis Approach – Focus on Performance Risk: Performance risk, Evaluating performance risk, What about credit risks, Other risks, Methods of Payment, Supply Chain and Commodity Transactions – Focused Financing Solutions, Methods of payment and supply chain and Commodity transactions and security

Workshop 1: Assessing risks of commodity transactions

- Structured Commodity Finance using Prepayment Financing Model

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.

- Structured Commodity Finance using Export Receivables-Backed Financing Model

Syndicate Case Study 1 – Structured Commodity Finance – Export Asset-Backed Financing Model

Conclusion of Day 1

Day 2 – Structured Commodity Financing using Warehouse Receipt Financing Model as Financing Solutions

- Introduction: Summary of Day 1
- Warehouse Receipt Finance credit evaluation and risk considerations: Security consideration, Structure consideration, Risk consideration
- Field warehousing and collateral management company: Field warehousing and independent control of goods, Collateral management company, Collateral management agreement – review of the document and discussions

Workshop 2: What are the major risk considerations for warehouse receipt finance

- Structured Commodity Financing – Warehouse Receipt Finance Model: Warehouse receipts and bills of lading as security documents for lender, WRF Model – Structure, Flow, Security, and Term Sheet
- Future of WRF – Tapping on Capital Market: possible structure: Concept of capital market, Raising funds through capital market

Syndicate Case study 2 – Model 2 – Coal Mine Financing

- Conclusion

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

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(+65) 6323 0768

Email
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Register now

Package	Before 13 Feb 2012	After 13 Feb 2012	Quantity	Sub-total
Registration fee	S\$1,6200 Save \$180	S\$1,800		
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

- **Credit Evaluation & Management of Troubled Credits (9 – 10 Apr)**
- **Structured Trade Finance – Principles, Techniques & Cases (11 – 13 Apr)**
- **Financial Statement Analysis for Credit Professionals (2 – 3 Apr)**
- **Standby Letters of Credit & Bankers' Guarantees - Principles, Practices, Operations & Legal Cases (22- 23 Mar)**
- **Loan Syndication – Principles, Structure of Credit Facilities & Loans, Practices & Cases (21 – 23 May)**
- **Negotiating for Results for Corporate Bankers (12 – 13 Jun)**

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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