



## 3-Day Intensive Course

# Structured Trade Finance - *Principles, Techniques & Cases*

### Advanced Level

11 - 13 April 2012, Singapore

This advanced structured trade finance program aims at raising competencies of trade finance professionals and corporate bankers in structured trade financing.

Participants will acquire the technical knowledge and global perspectives of structured trade financing mechanisms in breadth and depth so that they can tailor-make and execute specific structured trade finance transactions to meet the needs of their clients.

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

#### Who's attending?

This course is beneficial to:

- Heads and Deputy Heads in corporate and commercial banking
- VPs, Senior Managers and Relationship Managers
- Managers with at least 3 years of relevant banking experience in areas such as risk analysis, account management, credit, trade finance, credit audit, compliance and marketing

Why not recommend this course to a colleague?

#### 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).

#### What will I get out of it?

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

- Apply the knowledge of trade, risk analysis and structured trade finance techniques in structuring trade finance transactions on back-to-back deals;
- Apply structured trade finance techniques in commodity trade financing and without recourse trade financing; and
- Apply structured trade finance combined with a ship project financing techniques for specific clients and the same principles can also apply to other structured trade and project financing.

**BOOK NOW!** Register before 11 March 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 Pre-Requisite

Corporate bankers, business enterprise bankers, trade finance sales managers, trade finance operations managers, credit managers, credit auditor, branch managers who must have some knowledge of trade finance from credit perspectives or operations for at least three years and above.

## 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: Unlocking the Secret of Structured Trade Finance in Back-to-Back Trade Financing

- Introduction
- Trade flow and its relationship to Structured Trade Finance in various scenarios
- Overview of Letter of Credit (L/C) – finding the ground rules (UCP 600) for structured trade finance
- L/C Confirmation - open confirmation versus "silent confirmation" and risks to silent confirming bank
- Overview of Documentary Collection – finding the ground rules (URC522) for structured trade finance
- Conventional Trade Finance Versus Structured Trade Finance
- Export Credit Agencies' (ECAs) role in supplier's credit and buyer's credit
- Import financing structure for manufacturing company based on revolving L/C
- Bankers' Acceptance Financing: concept, structure and flow

**Workshop 1:** Designing a term sheet for a trading company needs B/LC credit structure

- Structured Trade Finance Techniques in Back-To-Back Trade Financing - the structure, flow and term sheet

**Syndicate case study:** A large trading house needs structured trade finance facilities based on back-to-back trade finance arrangement with underlying contracts either on documentary collections or documentary credits

### Day 2: Applying Structured Trade Finance Techniques in Commodity Trade Finance

- Introduction
- Credit risk assessment techniques In Structured Trade Finance
- Warehouse Receipt Financing - structure, flow and term sheet
- Flow and practice of :
  - Pre-export finance - packing credits
  - Red clause L/C - pre-export finance
  - Green clause L/C – pre-shipment finance supported with warehouse receipt
- Flow and structure of :
  - Compensation trade
  - Counter-purchase

- Escrow Account And Clearing Currency - mechanism and practice

**Workshop 2:** A commodity company requires packing credits as pre-export financing

- Tolling Financing - financing self-liquidating trade transactions involving primary processing of commodities with confirmed buyers for processed goods
- Asset-Backed Financing: the structure, practice, solution and flow
- Without recourse financing through confirmed L/C and other forms of without recourse export financing

**Syndicate case study:** Asset-backed commodity finance required by a coal mining - commodity company

### Day 3: Applying Structured Trade Finance in Sophisticated Financing Structures

- Introduction
- Funded Participation through confirmed L/C and discounting supported by commodity transactions: flow, structure and allocation of country risk
- Syndicated Risk Participation Agreement On L/C Confirmation - sharing risk scheme in trade finance
- Forfaiting - structured export financing without recourse covering concepts, instruments used, flow and techniques, practices and cost of financing

**Workshop 3:** Structured trade and project financing - concept of using Special Purpose Companies (SPCs) for structuring financing, credit risk assessment, cash flow sensitivity study, flow, term sheet covering security, covenants, insurance, escrow agreement, loan agreement and others

- A possible future financing through securitization of commodities: combining asset securitization and commodity trade finance techniques to tap the capital markets for commodity trade finance - theory, flow and practice

**Syndicate case study:** A leading regional bunkering company needs term loan combined with L/C facility as payment mechanism to finance the construction of a vessel amounting to US\$23.7 million of which drawdown of the term loan is by way of documentary letter of credit (cash flow is attached for participants to perform sensitivity analysis based on three scenarios: base-case, best-case, worst-case).

## 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)

**BOOK NOW!** Register before 11 March 2012 for early-bird discount.

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 (+65) 6323 0768

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# Structured Trade Finance – Principles, Techniques & Cases

11 - 13 April 2012, Singapore

## Register now

Package	Before 11 Mar 2012	After 11 Mar 2012	Quantity	Sub-total
<b>Registration fee</b>	S\$1,800 <b>Save \$200</b>	S\$2,000		
<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..... <b>FREE</b> .....	Job title..... <b>FREE</b> .....
	Tel..... <b>FREE</b> .....	Email..... <b>FREE</b> .....

## 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)**
- **Financial Statement Analysis for Credit Professionals (2 – 3 Apr)**
- **Standby Letters of Credit & Bankers' Guarantees - Principles, Practices, Operations & Legal Cases (22- 23 Mar)**
- **Structured Commodity Financing (13 – 14 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](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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