

# Warehouse Receipts Financing – Principles, Practices and Cases

2 Days

## COURSE OVERVIEW

This 2 days intermediate training program aims at raising competencies of corporate bankers, commercial bankers, and trade finance professionals in warehouse receipts financing that meet clients' needs.

Participants will acquire the technical knowledge of warehouse receipts financing and global perspectives of warehouse receipts financing mechanisms in breadth and depth so that they can add value to their clients' requirements.

## LEVEL

Intermediate

## WHAT WILL I GET OUT OF IT?

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

- Apply the knowledge of warehouse receipts financing, risk analysis and collateral management company;
- Apply the knowledge of credit evaluation to warehouse receipts financing; and
- Know legal documentation requirements under warehouse receipts financing.

## WHO'S IT FOR?

- Credit and marketing officers and managers
- Corporate Banking officers and managers
- Commercial banking officers and managers
- Trade finance officers and managers
- Branch managers
- Credit auditors

## COURSE CONTENT

### Day 1: Unlocking the Logic behind the Warehouse Receipt Financing and Structure

- Introduction
- Review of trade flow and its relationship to warehouse receipt financing
- Asset conversion cycle and its relationship to warehouse receipt financing
- The meaning of warehouse receipts and performance risk
- Warehouse Receipt Financing and security

- Parties involved in Warehouse Receipts Financing (“WRF”)
- Types of products and commodities making sense for arranging WRF
- Market opportunities in WRF
- WRF flow and various techniques in WRF
- WRF Model 1: flow, structure, and term sheet
- Marketability of goods under WRF
- Operational issues under WRF
- Insurance under WRF
- Legal documents under WRF

*Syndicate Case Study: WRF 1: flow, structure, and term sheet*

## **Day 2 – Applying Risk Evaluation under Warehouse Receipt Financing – Case Studies**

- WRF risk evaluation
- Field warehousing and collateral management company
- Duties and responsibilities of collateral manager
- Collateral management agreement – review of the document and discussions
- Asset-based financing structure
- Warehouse receipts and bills of lading as security documents for lender
- WRF Model 2: flow, structure, and term sheet
- Approval package
- Future of WRF: Tapping on Capital Market: possible structure

*Syndicate Case Study: WRF 2: Coal Mine financing*