

“*Every man lives by exchanging.*”

Adam Smith, *The Wealth of Nations*

## International Trade Finance for Relationship Managers

Structuring self-liquidating, capital-efficient international supply chain financing solutions with safe, profitable, low-maintenance repeat business

### OVERVIEW

GBRW's International Trade Finance training programme is designed to coach Relationship Managers and teams to identify, win and structure attractive international trade finance business for their banks. This comprehensive course puts delegates through their paces with eight different case studies, a major peer group presentation to test the knowledge that they have acquired, and an end-of-course Accreditation Test. High levels of delegate participation are encouraged and the pace of delivery is intensive. The Instructor works closely with delegates so that all are able to learn effectively and achieve a good pass mark in the Accreditation Test.

### WHO SHOULD ATTEND?

This course is designed to meet the professional development needs and aspirations of Corporate Banking Managers and others responsible for marketing, identifying and structuring Trade Finance solutions for customers engaged in import and export business of all types and sizes. Delegates should have strong numeracy skills and a good grasp of financial analysis. If you are asking yourself any of the following questions, then this workshop is for you:

- *In order to liquidate credit lines extended to my customer, how can I ensure that the proceeds of international supply chain finance are safely routed back to my bank and not diverted elsewhere?*
- *I know my customer is conducting international trade, but how can I get him to move away from using an overdraft and have him use properly structured facilities that protect the bank's interests?*
- *How can I draw a trade line that will allow my customer and the bank to calculate and agree on the facility type, the amount and the maturity that he needs for the business that we want to finance?*
- *How can I work out who has control over the goods at any given stage of an International Supply Chain Transaction?*
- *How can I deal safely with middle-men in Back-to-Back and Transferable Documentary Credit Transactions?*
- *How can I reduce my exposure to a good trade finance client, but structure my facilities in a way that still allows him to trade profitably?*

*sharing knowledge, developing skills*

# OUTLINE

## OBJECTIVES

Participants will come away from this workshop having received instruction on, researched and practised:

- The skills needed to evaluate International Supply Chain proposals within their bank's lending guidelines
- The skills needed to prepare and project Trade Lines
- A sound understanding of the Terms of Trade
- A practical knowledge of how Documentary Credits work
- A detailed insight into how international payment mechanisms operate
- An informed ability to determine the risks relating to different types of cargo
- A detailed check-list, rehearsed in class, on how to Monitor and Control International Supply Chain Finance.

## WORKSHOP DELIVERY

- This is a four and a half day workshop totaling **24 hours of delivery time**.
- It comprises three tutorial modules of three hours each giving a total of nine hours of instruction.
- A further 13 hours of the schedule is dedicated to intensive team work underpinned by eight case studies that are also facilitated by the instructor.
- The final two hours of the workshop on the fifth day are devoted to the scored Exam and Accreditation Test. Delegates then leave at mid-day and the instructor marks the exam papers that same afternoon.
- All hand-outs and instruction will be in English.
- Delegates would typically be drawn both from the Corporate Banking or SME Banking Teams and from the Credit Team. The executives concerned should be responsible for their bank's relationships with customers engaged in international trade finance.
- The high-levels of participative group work on case studies and interactivity during tutorials strictly limits numbers to **no more than 16 participants**.

### TRAINING NEEDS ANALYSIS & POST-TRAINING EVALUATION:

To ensure that participants gain maximum benefit from the course, it is our practice to send a detailed questionnaire to all course participants to ensure we fully understand their specific training needs and objectives. The completed questionnaires are analysed by the course instructor who will tailor the course content and style of delivery to the requirements of the participants. Following completion of the course, participants are asked to measure and assess the effectiveness of the training. The results are collated and reviewed, and the analysis shared directly with the relevant client stakeholders.

# OUTLINE

## MODULE 1: TRADE AND SUPPLY CHAIN MANAGEMENT

- ⇒ Payment Methods
- ⇒ Factors determining the Buyer's and the Seller's Choice of Payment Methods
- ⇒ Content and format of the Commercial Contract
- ⇒ Payment in Advance and Open Account
- ⇒ Collections
- ⇒ Documents against Payment
- ⇒ Documents against Acceptance
- ⇒ Sight Documentary Credits
- ⇒ Usance Documentary Credits
- ⇒ Confirmed Documentary Credits
- ⇒ The Risk Ladder
- ⇒ Negotiation of Documentary Credits
- ⇒ Release of Shipping Documents
- ⇒ Drawing Simple Trade Lines
- ⇒ Matching Credit Facilities to Trade Lines

## MODULE 2: STRUCTURING TRADE FINANCE FACILITIES

- ⇒ Tracking the movement of cash between the importer and the exporter
- ⇒ Structuring transactions to minimise risk
- ⇒ Matching facilities to the customer's trade cycle
- ⇒ Calculating trade lines and avoiding double finance
- ⇒ Securing business effectively
- ⇒ Customer relationship management in International Supply Chain Finance

- ⇒ Granting Trade Finance Facilities
- ⇒ The true value of the goods being financed
- ⇒ Structuring Facilities and Drawing Advanced Trade Lines
- ⇒ Title to the goods
- ⇒ Ex-Works
- ⇒ Free on Board
- ⇒ Cost and Freight
- ⇒ Cost, Insurance and Freight
- ⇒ Delivered Duty Paid
- ⇒ All six other INCO Terms
- ⇒ When things go wrong
- ⇒ Losing Control of the Goods

## MODULE 3: STAND-BY LETTERS OF CREDIT AND DIFFERENT TYPES OF DOCUMENTARY CREDITS

- ⇒ Standby-By Letters of Credit
- ⇒ Red Clause Documentary Credits
- ⇒ Revolving Documentary Credits
- ⇒ Transferable Documentary Credits
- ⇒ Benefits to the Middleman as Beneficiary
- ⇒ Back-to-Back Documentary Credits
- ⇒ Mirror Credits, In Support Credits and To Arrive Credits
- ⇒ The Substitution of Documents
- ⇒ Contrast and compare Transferable Documentary Credits and Back-to-Back Documentary Credits.
- ⇒ Insuring goods under Transferable Documentary Credits and Back-to-Back Documentary Credits

# DETAILS

## FREE TOOLS, MODELS & TEMPLATES

This workshop is supplemented with a range of practical documented methodologies, models, tools, and templates refined from best practice, and tried and tested in a range of leading banks. Participants can then adapt and apply this material back at their workplaces in order to identify, win and structure attractive international trade finance business for their banks.

This course includes:

- ➔ **Trade Line Template**
- ➔ **Eight Case Studies with recommended trade line solutions proposing appropriate structuring and exposure efficient facilities that can be readily adapted to everyday customer opportunities**
- ➔ **Examples of Payment in Advance and Open Account, Collections, Documents against Payment and Documents against Acceptance**
- ➔ **Examples of Sight Documentary Credits and Usance Documentary Credits**
- ➔ **The Risk Ladder**

## TERMS & CONDITIONS

Total fee cost for the off-site delivery of the 4 ½ day course as described is US\$ 16,600 (sixteen thousand six hundred United States Dollars). This is **EXCLUSIVE** of:

- Flights (discounted business class);
- Accommodation (min. 4★) for every night required off-site;
- Local travel costs and subsistence; and
- Venue and equipment hire (if required) and materials production.

These additional items will be for the account of the client or, alternatively, we can provide an all-inclusive quote encompassing all expenses if that is more convenient.

GBRW Learning can also host the course on-site at or near our London headquarters for an all-inclusive fee of US\$ 16,600 including VAT. This includes venue and equipment hire but does NOT include the travel, accommodation and subsistence expenses of participants.

A 60% deposit is payable one-month prior to the scheduled course date, with the balance payable immediately following completion of the course.

Note: Discounts are available for multiple course bookings of the stand-alone course or other courses within the GBRW Learning programme.

For more information or to arrange a booking, please contact Johnny Rizq at:

[johnny.rizq@gbrw.com](mailto:johnny.rizq@gbrw.com)

**Note: Terms and Conditions valid until 31<sup>st</sup> December 2015**

# INSTRUCTOR



**Nigel Astbury**  
Instructor,  
GBRW Learning

Nigel Astbury is a Corporate Banker with over 30 years experience in credit and risk, corporate lending, contract finance and international trade finance. He has also arranged and negotiated asset backed securitisations, export finance, and project finance as well as syndicated lending and high yield bonds. His banking career includes executive appointments in Argentina, Malaysia, the Netherlands, Panama, Paraguay, Saudi Arabia, Singapore, and the UK.

Nigel's most recent career posting covered seven years as Head of Credit and Risk and then as Senior Manager Corporate and Credit Training at SABB (Saudi British Bank), HSBC's 40% affiliate in Saudi Arabia. As Head of Credit and Risk at SABB his sole credit approval authority was USD 32 million. Prior to working for HSBC Group he worked for European Export Finance and for Lloyds Bank Group.

Drawing on a wealth of professional experience, Nigel has delivered corporate banking training workshops in his role as an HSBC Group training instructor in Bahrain, Dubai, Egypt, Jordan, Oman, Pakistan, Saudi Arabia, Sharjah and the UK. His training style is pro-active and participative. He encourages high levels of delegate engagement in each session with Case Studies, Group Discussions and Role Plays.

## ABOUT GBRW LEARNING

GBRW Learning is the training and knowledge-sharing arm of GBRW Limited. Founded in London in 1995 by a group of senior bankers GBRW's mission is to provide first-class consulting and training to banks and bankers in Emerging Markets, to the same standard as would be expected in developed markets. From our London headquarters and subsidiary offices in Washington DC and Singapore we have served clients in more than 50 countries in Europe, the Middle East, Africa, Asia and the Caribbean. Our clients include banks and other financial institutions, governments, and economic development agencies and institutions.

Through our training programmes we share the experience and knowledge of our experts with bankers in Emerging Markets, supported by high quality materials and taking advantage of the latest technologies. Our courses are all highly interactive, and make use of carefully designed case studies and simulations.

We offer a range of training topics for banks and financial institutions including:

- Strategy & Management – Formulating, Implementing & Monitoring Strategy
- Risk Management – Credit, Market & Operational Risk
- Human Resources Management
- SME Banking – Customer Relationship Management; Credit Risk Management
- Retail Banking – Customer Relationship Management, Distribution Strategy, Product Management, Credit Risk
- Corporate Banking – Customer Relationship Management, Credit Risk Management
- Governance, Regulation & Compliance
- Financial Markets

For more information, visit our website at:

<http://www.gbrw.com/training>

To discuss your specific requirements email us at:

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