TRADE FINANCE

Monday 20 - Tuesday 21 May 2019
London, UK

FOR MAJOR DISCOUNTS REGISTER AND PAY BY 5 APRIL 2019
OVERVIEW

Today’s global business climate has introduced new complexities, triggered heightened risks associated with international trade and placed increasing pressure on credit availability. As a result, international trade now requires an enhanced focus on understanding and mitigating risks and an ability to quickly access cost effective financing when and where it’s needed. This challenge is driving many Corporate Treasurers to seek specialized expertise from trusted advisors, identify new and reliable sources of funding and automate processes to deliver additional efficiencies.

This intensive two-day program introduces the concepts, terminology and instruments associated with international trade and examines the roles of banks and other key players, including the emerging fintech providers. You will leave the program with a solid understanding of the key elements required for successful international trade as well as the opportunities available to unlock value from supply chains.

LEARNING OBJECTIVES

// Provide clarity about the terminology and processes of international trade and supply chain solutions
// Enhance the understanding about the effective use of trade instruments to mitigate risk and facilitate financing
// Identify meaningful opportunities to unlock working capital through trade finance solutions
// Investigate the potential for fintech providers to deliver solutions and efficiencies in support of international trade

WHO SHOULD ATTEND?

Corporate treasurers, senior treasury practitioners, finance professionals and third party providers who would personally benefit or find relevance from a comprehensive exposure to international trade matters.

TUTOR

Christopher Robinson, Senior EuroFinance Tutor & Director, TransactionBanking.com

Chris has over 30 years’ experience in the payments business, working in treasury, cash management, transaction services, trade, e-commerce and card acquiring. He has worked in senior roles for Citibank and Bank of America and founded the treasury workstation company, IT/2. In 2003 he set up TransactionBanking.com, a treasury and payments best practice training and consulting business, working with large multinational corporations and financial institutions around the world. He has a broad depth of experience in the trends and development of payments and treasury across many regions and countries.
09:00  INTRODUCTIONS AND COURSE OBJECTIVES

09:30  PRINCIPLES OF INTERNATIONAL TRADE
  - Understanding International Trade
  - Why trade is important for Corporate Treasurers
  - Determining risk mitigation and financing opportunities in international trade
  - The role of banks in trade (risk mitigation, financing and transaction processing)
  - Understanding terms of trade
  - Concepts of 'title' and 'recourse'
  - Understanding Incoterms 2010
  - Typical trade documentation
  - Overview of Trade Instruments

10:30  REFRESHMENT BREAK

10:45  INTERNATIONAL TRADE INSTRUMENTS – LETTERS OF CREDIT
  - Letter of Credit – Objectives
  - Role play to illustrate principles of an LC
  - How an LC can help mitigate risks
  - Roles of banks in an LC
  - Freely negotiable or restricted LCs
  - Discrepancies
  - Roles of Advising, Negotiating and Accepting banks
  - Confirmation of LCs
  - Importance of UCP600
  - Case study to illustrate key points

12:15  INTERNATIONAL TRADE INSTRUMENTS – BILLS OF EXCHANGE
  - Uses of Bills of Exchange
  - Endorsement and assignment
  - Accepted drafts and bankers acceptances
  - Discounting Bills
  - Calculating discounts - Exercise

13:00  LUNCH

14:00  INTERNATIONAL TRADE INSTRUMENTS – DOCUMENTARY COLLECTIONS
  - Documentary Collections – Objectives and definition
  - Role play to illustrate principles of Doc Collection
  - Clean collections
  - Risks to parties involved
  - Advances under a documentary collection for financing
  - Comparison of LC and Doc Collection

14:45  INTERNATIONAL TRADE INSTRUMENTS – BPO
  - How BPOs work
  - Comparison with letter of credit
  - XML documents to support BPO
  - Relationship with physical documents
  - Risks, pricing and cost savings

15:15  REFRESHMENT BREAK

15:30  GUARANTEES AND STANDBY LETTERS OF CREDIT
  - Using SB LCs and guarantees
  - Bid bonds, advance payment bonds, performance bonds
  - Claims under SB LCs
  - Legal jurisdiction
  - Credit or collateral
  - UCP 600, ISP98, URDG758

16:15  TRENDS IN TRADE
  - Growth in International Trade
  - Overview of Basel III
  - Impact of Basel II/III on the Trade Services and Trade Finance
  - Automation and dematerialisation
  - Focus on cashflow and working capital

17:00  END OF DAY 1 FOLLOWED BY A NETWORKING RECEPTION
We offer customised training courses that provide the skills and solutions for the specific needs of your staff or customers. For more information on this please email:

training@eurofinance.com
# Registration Form

**Trade Finance**  
20–21 May 2019  //  London, UK

**How to Register:**  
1. Go to [www.eurofinance.com/training](http://www.eurofinance.com/training)  
2. Fax this form to +44 (0)20 7576 8531

**TO QUALIFY FOR THE EARLY REGISTRATION DISCOUNT, REGISTER AND PAY BY FRIDAY 5 APRIL 2019**

**For All Enquiries, Call +44 (0)20 7576 8555 OR Email registrations@eurofinance.com**

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- **Family name:** [Family name]
- **Position:** [Position]
- **Department:** [Department]
- **Company:** [Company]
- **Address:** [Address]
- **Country:** [Country]  
  **Zip/Postcode:** [Zip/Postcode]
- **Tel:** [Tel]
- **Email:** [Email]

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1. **Please debit € [_____] from my credit card and send me an invoice/receipt.**
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   - **Card number:** [_____]  
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2. **Please invoice me/my company**
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   - **Please include the delegate name and code FT1211 in the transmission details.**

**Delegate prices**

Register and pay by 5 April 2019 to qualify for the early registration discount. If payment is not received by this date, you will be charged the full registration fee.

- **Early registration:** €1,695 + 20% VAT = €2,034  
- **Full registration:** €2,095 + 20% VAT = €2,514

If the delegate considers that withholding tax is payable, then the delegate will pay to Eurofinance Conferences Limited such additional amounts as are necessary to ensure receipt of the full amount of the invoice.

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