



COMPREHENSIVE TRADE FINANCE

Programme Fee

**RM5,000 PER PAX
(Including SST)**

**Public
Training**

Venue

**Concorde Hotel, KL
(11-12 August 2025)**

**Hotel Stripes, KL
(18-19 August 2025)**

Master the essentials of trade finance in this practical course, from payment terms and pricing strategies to real-world roles in trade operations. Gain the skills, knowledge, and confidence to handle international trade smoothly and effectively.



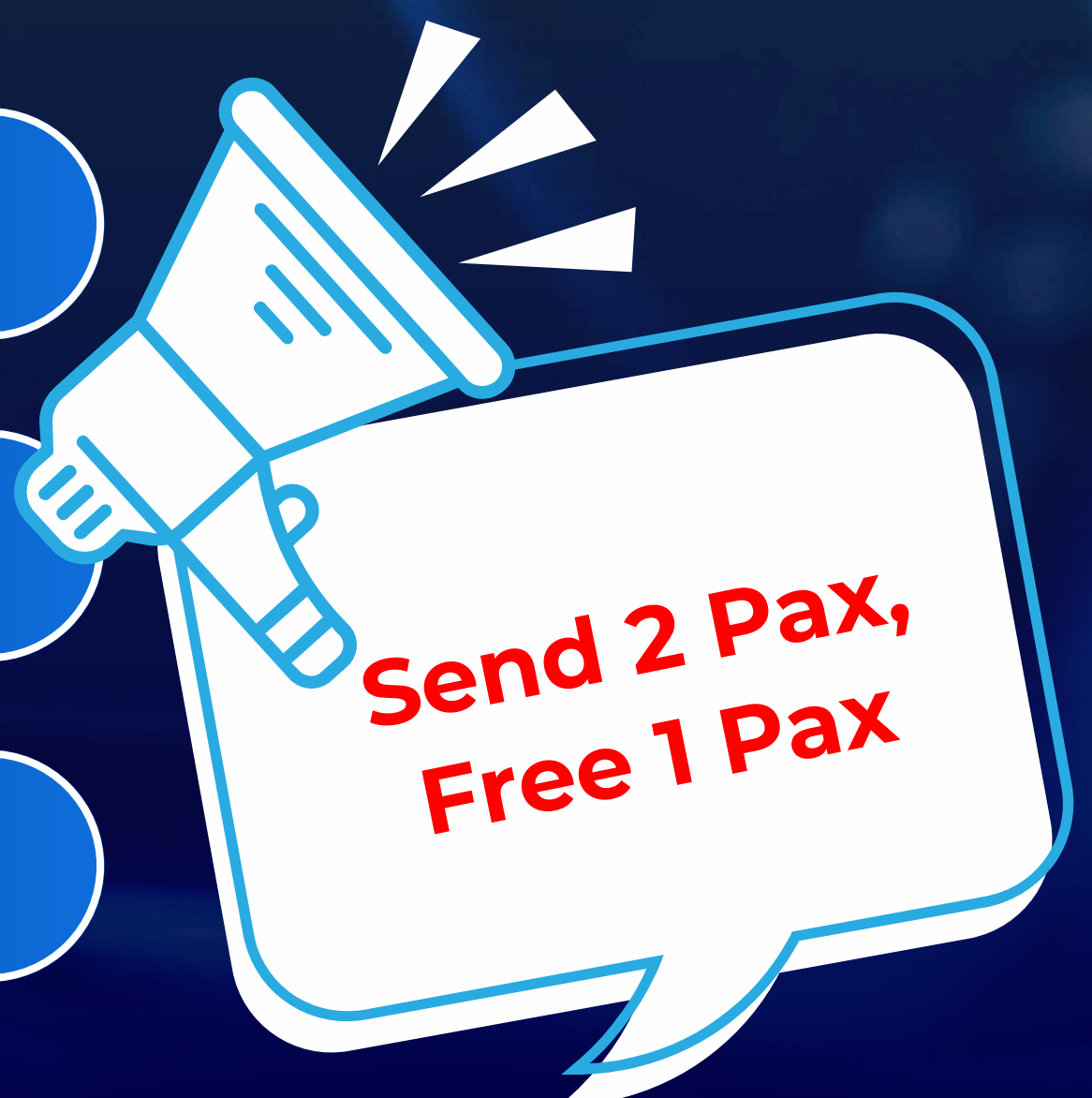
Types of Trade and Payment Terms



Pricing Mechanisms (Funded and Non-Funded)



Roles and Responsibilities of Trade Sales and Trade Operations Officers



COURSE OUTLINE

Module 1: Introduction to International Trade

1. Appraise the benefits and risks of international trade and international trade finance
 - Analyse the differences between domestic and international trade
 - Examine the benefits of international trade and trade agreements
 - Distinguish and classify various risks in international trade
 - Demonstrate the roles of participants in international trade
2. Analyse the documents used in international trade and the roles of international trade participants and organisations
 - Describe the contents and purpose of key trade documents
 - Examine the role of the International Chamber of Commerce (ICC)
 - Analyse the purpose and nature of Incoterms
 - Differentiate between various Incoterms and understand the responsibilities and costs for sellers and buyers under each

Module 2: Methods of Payment in International Trade

1. Examine the payment methods used in international trade and the systems, mechanics, and risks of those methods
 - Describe the concept of 'open account' and payment obligations of buyers and sellers
 - Compare and contrast different payment methods in international trade
 - Analyse the role of banks in each payment method and payment transfers
 - Describe the role of SWIFT in international messaging and payments
 - Appraise the use of foreign currency accounts for international payments.
 - Appraise the use of cheques and bank drafts as methods of payment in international trade.
2. Analyse the uses and limitations of countertrade
 - Demonstrate the purpose and nature of countertrade
 - Compare the advantages and disadvantages of countertrade

Module 3: Documentary Collections

1. Analyse the purpose, advantages, and risks of documentary collections and bills of exchange
 - Analyse the nature of collections: clean vs. documentary
 - Identify the parties involved in a collection
 - Analyse the stages in the collection process and the role of banks
 - Distinguish the nature and features of bills of exchange
 - Differentiate between documents against payment and documents against acceptance
 - Analyse the purpose, advantages and risks of documentary collections and bills of exchange
 - Describe the information included in a collection instruction
2. Appraise the role of the ICC and the application of the Uniform Rules for Collections (URC 522)
 - Demonstrate the application of URC 522 rules
 - Describe the advantages and practical issues related to documentary collections
 - Examine the main provisions under URC 522

Module 4: Documentary Credits (Letters of Credit)

1. Analyse the purpose, contents, advantages, and risks of documentary credits or letters of credit
 - DExamine the nature of a documentary credit (letter of credit)
 - Identify the participants in a documentary credit
 - Describe the documentary credit process
 - Distinguish between sight, deferred payment, acceptance, and negotiation LCs
 - Distinguish between negotiation with and without recourse and how banks honour guarantees in a letter of credit.
 - Analyse the contents and features of a letter of credit
 - Analyse the nature and purpose of confirmation of a letter of credit and silent confirmation
 - Appraise security levels of various LC arrangements
 - Describe the different roles banks play in a documentary credit arrangement
 - Describe the letter of credit application process.
 - Understand the roles of sellers, banks, and third parties in document presentation
 - Analyse the purpose, contents, advantages and risks of documentary credits or letters of credit.
 - Examine the role of the issuing bank in the presentation of document.
 - Examine the settlement process for a letter of credit.
 - Describe the purpose and use of a transferable letter of credit, a back-to-back credit, a red clause letter of credit, a green clause letter of credit and a revolving letter of credit.

COURSE OUTLINE

Module 4: Documentary Credits (Letters of Credit)

2. Examine the role of the ICC including the application and benefits of UCP 600

- Examine the role of the International Chamber of Commerce
- Appraise key rules under the ICC Uniform Customs and Practice for Documentary Credits (UCP 600)

3. Analyse the legal and regulatory issues involved in documentary credits, particularly in the context of money laundering

- Explain anti-money laundering (AML) procedures in trade transactions
- Describe the purpose of the Wolfsberg Trade Finance Principles
- Examine trade-based money laundering methods and risk-based controls
- Analyse the legal and regulatory issues involved in documentary credits, particularly in the context of money laundering.
- Describe the nature of anti-money laundering procedures for documentary credit and documentary collection transactions.

Module 5: Guarantees and Standby Credits

1. Analyse the purpose, form, uses, and limitations of guarantees and standby letters of credit

- Describe the nature of bank guarantees and the involved parties
- Differentiate between direct and indirect guarantees
- Analyse conditional and demand guarantees
- Explain the risks for the principal with a demand guarantee
- Analyse the purpose of guarantees or bonds issued by a commercial bank
- Describe the different types of guarantees or bonds that may be issued by a bank
- Examine the rules that apply to the examination of a demand for payment under the terms of a bank guarantee.
- Examine the nature and use of a standby LC
- Explain the differences between guarantees and standby LCs
- Analyse the purpose, form, uses and limitations of guarantees and standby letters of credit
- Analyse the nature and purpose of a shipping guarantee issued by a bank

2. Examine the role of the ICC and the application and benefits of their Uniform Rules in relation to guarantees

- Apply the Uniform Rules for Demand Guarantees (URDG 758)
- Examine the role of the International Chamber of Commerce and the application and benefits of their Uniform Rules in relation to guarantees
- Apply ISP98 rules for standby letters of credit

Module 6: Trade Financing

1. Examine the role of the ICC including the application and benefits of UCP 600

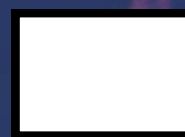
- Analyse the stages of the working capital cycle
- Explain the negotiation and discounting of bills
- Distinguish between structured trade finance and conventional banking finance
- Appraise structured trade finance and structured commodity finance
- Describe methods of import financing: trust receipts and bankers' acceptances

2. Analyse the characteristics, discounting, risks, and regulations applicable to bills of exchange and bankers' acceptances

- Analyse the advantages and risks of trust receipt financing for a bank
- Describe methods of export financing: BAs, export factoring, invoice discounting, and forfaiting
- Calculate receivables from discounted BAs and early redemption values
- Examine models of structured trade commodity financing: escrow accounts, off-balance sheet, asset-backed, tolling finance
- Analyse the characteristics, discounting, risks and regulations applicable to bills of exchange and banker's acceptances

**One Training, 2
Available Sessions –
Choose the One That
Suits You Best!**

Training Date:



11-12 August 2025



18-19 August 2025



Trainer's Profile

The trainer began his banking career in 1979 at Maybank and has 39 years of experience in TradeFinancing, including operations, product marketing, and compliance. From 2016 to 2017, he served as a Training Consultant at the Asian Banking School (ABS), focusing on Foreign Exchange Policy and Trade Finance. He then became Vice President and Head of the Trade Review Department at a foreign bank until retiring in 2018. Since then, he has been active as a trainer and seminar speaker for banks. He holds several professional credentials, including roles as Board of Examiners member and Examination Reviewer for the International Trade Finance Paper, Task Force Member for UCP 600 (Malaysia) under the ICC, and tutor for the AICB Professional Banker programme. He is a Registered Trainer with ABS and the London Institute of Banking & Finance (LIBF) for the CDCS programme, a Certified Training Professional (CTP) accredited by the Finance Accreditation Agency (FAA), and an HRDF Certified Trainer.

Participant Details

Name:
Position:
Department:
Contact Number:
Email:

Name:
Position:
Department:
Contact Number:
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Admin Details

Name:
Position:
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Company:
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Payment Method:

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Claiming
HRD

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Direct
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Terms & Conditions

1. Cancellations made less than 14 days before the training date or non-attendance on the day of training are non-refundable. Substitution is allowed.
2. Once registration is confirmed, the client is fully liable for the course fee, regardless of whether payment is made directly or through the HRDC grant, and even if participants do not attend the training.
3. Clients who opt for direct payment must ensure full payment is made before the training date.
4. HRDC grant applications must be submitted and approved before the training day. The maximum claimable amount is RM1,750 per participant per day, unless the course is approved as an Industry-Specific Training under HRDC, in which case the full course fee may be claimable. Any shortfall between the approved grant and the course fee must be topped up by the client.
5. Should the number of confirmed participants be too low to ensure a meaningful learning experience, Symphony reserves the right to postpone or cancel the training.