

Introduction to Trade, Trade Settlements, Transactional trade finance, Risks and Controls



Upskill Mauritius* presents a very useful face-to-face training facilitated by an accomplished trade finance specialist and seasoned banker for optimal interactive learning between the participants and expert trainer

(*Upskill Mauritius is the brand name of CAMP ML Ltd., an MQA approved RTI)

Date: 14 April 2022

Time: 9:00 am – 1:00 pm

Venue: Upskill, 76, Vandermeersch St., Rose Hill, Mauritius*

*ample parking available

Hurry only limited seats

Registration fee

Rs 6,500 per person

Early bird discount **Rs. 300** per person

Group booking discount Rs. 600 per person for minimum 3 persons or more

- Book early to avoid disappointment as seats limited due to Covid-19 sanitary norms
- You will enjoy **early bird rate** if you register and pay **on or before 4th April 2022**
- **Fee includes:** Course, Handout, Q&A papers, Refreshment, Lunch and Certificate of Attendance
- **Medium:** English



*Terms and conditions apply

For enquiries, please contact **+230 4676200** or e-mail to: **info@upskill-mauritius.mu**



Introduction

World trade plays a crucial role in driving economic growth and development and impacts everyone's daily life. Trade finance is a set of techniques used to secure timely payment and finance trade transactions by mitigating and transferring the settlement risks to the financial intermediaries. Cross border trade brings numerous risks and these risks need to be managed effectively by adopting appropriate mitigation strategies while using a variety of trade financing tools.

This course will introduce you to the key elements of trade, trade settlements, transactional trade finance outlining its global relevance, explain the different methods, product features, related risks and containment strategies, take you through the transactional trade finance methodology, types and main features, workflows in practice with examples that will help you to develop a better understanding and fortify the knowledge of trade finance especially on the technical aspects.

The program will provide a perfect fusion of interactive discussions interspersed with ample examples followed by practical exercises to impart a useful learning experience to the participants.

Who should attend?

Anyone interested or involved in the Trade and Trade Finance business, Bankers (Trade Relationship Managers, Trade Sales teams, Credit Analysts, Mid office teams, Back office and Operations staff, Credit Administration teams, Compliance staff, Internal Auditors, Legal teams) Staff of Audit firms, Importers and Exporters, Staff of Manufacturing and Trading companies, Insurers, Shipping companies and agents, Clearing agents, Transporters, Freight forwarders and Cargo consolidation agents, Other Logistic Service Providers and those who require to have a proper understanding of trade finance, transactional Trade products/processes, risks and controls

Core topics

- Introduction to Trade, trade finance and its relevance across the globe
- Methods of Settlements in Trade, product features, risks and containment strategies
- Transactional trade finance products, different types, features and workflows in practice

INTRODUCTION TO TRADE FINANCE

- Definitions
- How financial intermediaries support trade and financing
- Evolution of trade finance over the years
- Trade origination – key elements
- Essentials of a Trade Contract
- ICC role in trade facilitation through uniform rules, standards and practices
- Key Risks for the players involved in trade
- Role of the Banks in intermediation and transactional risk management
- Flow pattern of Goods, Documents and Payments in trade transactions

METHODS OF TRADE SETTLEMENTS

- Payment process and levels of risk
- Advance Payment structures and risks
- Open Account trade and role in supply chain
- Documentary Collections and relevance
- Documentary Credits – benefits and issues
- Types of payments involved in trade
- Key product features
- Risks attributable to trade finance products
- What controls to use and advantages of different types of trade finance products

TRANSACTIONAL TRADE FINANCE

- How financing intermediaries assist trading parties in various trade transactions/settlements
- Process flows of key trade products, relevance, usage, risks to be aware of
- How Documentary Credits, Demand guarantees and Standby credits support trade financing
- Structures and product variants that cater to specific types of trade like intermediate trade
- Special characteristics of such products, workflows
- Related risks to be addressed and reduction strategies
- Building technical expertise for trade and financing

CASE STUDIES; Q&A; PRACTICAL EXERCISES



Speaker Profile

Balachandran CP

From June 2005 until Feb 2018, Balachandran remained a member of the Banking Commission of International Chamber of Commerce (ICC), the premier business body for trade promotion globally as a national representative. The Banking Commission hub of the ICC serves as the prominent international forum for making rules, standards and best practices for trade finance worldwide. As an accredited International trade finance specialist, he was also a part of the various expert committees of the ICC such as the AML Task Force, Compliance Task Force and as a Technical expert on the DOCDEX panel for trade dispute resolution.

Besides being a skillful trainer, he is an accomplished banker with enormous proficiency in banking having vast technical knowledge and operational experience spanning over four decades in different countries.

In 2016, he was designated as a CDCS® Advocate by the London Institute of Banking & Finance (LIBF), UK recognizing his continuing professional expertise in international trade finance.

As a veteran banker, he held senior roles in Societe Generale, Bank One and Oman International Bank. Earlier, he worked with Indian Overseas Bank, State Bank of India and was also associated with SBM as a Board member.

He chaired the Technical Committee on International Trade and Foreign Exchange for banks in India for several years. He was also on the India Advisory Council of the Institute of International Banking Law & Practice (IIBLP), U.S.A on trade matters. In addition, he was member of the Executive Committee & Special Task Force on International trade of ICC India for many years.

He trained many bankers and others in international trade finance for well over 20 years and was associated with prestigious institutions such as Reserve Bank of India Bankers Training College, Kenya School of Monetary Studies, Letters of Credit Training Academy and various bankers training colleges in Mauritius, East Africa, India, South East Asia as a visiting resource

He is a Fellow of the MIOD and registered trainer with MQA in Mauritius