

# Structured Trade Finance

By Richard Yeo



## Introduction

When it comes to import and export, trade financing and mitigating the risks in the trades are essential in expanding the international businesses.

The "**Structured Trade Finance**" workshop is designed to help you understand the different aspect of trade financing available and how importers and/or exporters are able obtain some form of financing from the banks, or custom brokers, or foreign customers and how to mitigate the risks.

On completion of this one-day workshop, participants will gain confidence in dealing with difficult export and import situations, cash flows issues and be able to reduce export and import transaction costs by avoiding delay in payments due to discrepancies in the trade documentation, as well as to gain a wealth of practical and helpful tips to save valuable time and resources.

## Course Contents

- 1) Structured Trade Finance – Introduction
- 2) International Trade – The Risk and Mitigation Methods
- 3) Pre & Post Shipping Financing
- 4) Structure Trade Product
  - a. Back-to-Back Letter of Credit – Transferable LC
  - b. Front-to Back Letter of Credit – Receivable secured by BG/SBLC
  - c. Own Acceptance Discounting – Avalization
  - d. Avalization Forfaiting – Undisclosed Payment Guarantee
  - e. Irrevocable Reimbursement – Inventory Financing (CMA) Undertaking
- 5) Receivables Based Insurance Program
- 6) Account Receivable Finance
- 7) Supply Chain
- 8) Q&A

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## Who Should Attend

All Exporters, Importers, Freight Forwarders, Banks, Insurance Specialists and all those involved in International Trade or Purchasing.

## About The Trainer – Mr. Richard Yeo

Richard has over 30 years of working experience in the banking industry, covering the areas of International Trade Finance, Funds Transfers (Remittances), Business Administration, Retail Banking and Risk Management. He has worked in various international banks and is actively involved in conducting in-house training and presentations.

Currently he is a Trade Consultant of a trading company and he was also a key management staff in a listed company. After he left an offshore bank as a Deputy General Manager and Compliance Officer in charge of Trade Finance, Settlements, Remittances, Deposits, Loans Administration, Correspondent banking as well as Accounting and Regulatory Compliance, he was a Senior Manager (Regional) in a MNC.

Richard is a registered Associate Trainer with the Institute of Banking and Finance (IBF), and a part-time Associate Lecturer with the Singapore Institute of Management (SIM) and also a part-time Tutor with Business and Management Education Limited, for the Manchester Business School MBA program conducted in Singapore.

Richard is an Associate Member of the Chartered Institute of Bankers, a graduate member of the Institute of Exports (UK) and holds a Master of Business Administration degree, jointly awarded by the University of Manchester and the University of Wales, UK.