

A 2-day Seminar on

## **Structured Trade Finance & New Incoterms 2010**

*16-17 February, 2012, Marina Mandarin, 6 Raffles Boulevard, Marina Square,  
Singapore 039594 (Libra & Gemini Conference Rooms - Level One)*

### **ABOUT THE SEMINAR**

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This 2-day Trade Seminar will feature an in-depth discussion of a variety of pertinent issues impacting on Structuring of Trade Products.

#### **Objectives :**

#### **2-Day Seminar on Structured Trade Finance & New Incoterms 2010 :**

- Structure trade finance facilities through applying difference approaches and formulas that meet customers' needs and stay ahead of competition
- Understand project financing combined with trade finance facility to better serve business needs and create competitive advantage for your organization
  - The challenges of LCs in commodity trade
  - The many different ways LCs are handled in practice
    - The latest experience with UCP600
- How to avoid fraudulent business opportunities frequently offered in difficult times
- Using a simple trade finance marketing model to enhance customer relationship and competition.
- Knowing the various types of trade terms under new Incoterms 2010

#### **Day 1 - Thursday , 16 Febraury, 2012**

- *Definition of Pre & Post Shipment Financing*
- *Structured Trade / End-To-End*
- *Back to Back LC*
- *Transferable LC*
- *Receivable secured by Banker Guarantee / Standby LC*
- *Avalization*
- *Own Acceptance Discounting under Usance LC*
- *Irrevocable Reimbursement Undertaking*

#### **Day 2 - Friday, 17 February, 2012**

- *Undisclosed Payment Guarantee (UPG)*
- *Forfaiting*
- *Front-to-Back Letter of Credit*
- *Inventory Financing*
- *Receivables Backed by Insurance Program*
- *Account Receivables and Supplier Financing Program*
- *What is Supply Chain*
- *Offshore Terminal Financing - FSU ("Floating Storage Unit")*
- *Dragon Finance Program & UPAS*
- *Usance LCs but Payable on Sight Basis*
- *CNY LC - NDF STRUCTURE*
- *New Incoterms 2010*

#### **Speaker :**

The well known Mr. C.H. Tan has over 30 years of experience in banking with and extensive background in International trade financing, structured trade finance, bank guarantees, and commodities trade. His portfolio includes many multi-national corporations in Singapore with active involvement in international trade.

He has conducted numerous courses and seminars on International trade for bank staff, clients, and the public seminars. He brings to this workshop his considerable experience and practical knowledge of problems encountered in documentary financing, risks involved and measures to overcome them. He was a Trade Development Head & Structuring Head of an American bank stationed in Shanghai, China and currently, working in a large European bank in Singapore, as Regional Trade Advisory Head of Global Trade.

## **REGISTRATION FORM**

2-Day Trade Seminar on Structured Trade Finance and New Incoterms 2010.  
*on 16 - 17 February, 2012 to be held at MARINA MANDARIN, 6 Raffles Boulevard,  
Marina Square, Singapore 039594 (Libra & Gemini Conference Rooms - Level One)*

### How to register

Complete this registration form and return it with payment by crossed cheque to:

"DocCredits (S) Pte Ltd"  
Tanjong Pagar P. O. Box 181  
Singapore 910807

### Enquiries

Please contact:

Jason Lim / Nancy Lee

Tel : +65 6270 7742 / Fax : +65 6275 6314

Email : [doccredits@pacific.net.sg](mailto:doccredits@pacific.net.sg)

### ✓ Yes! Please register us for the Workshop:

Your investment for attending this event is : SGD1,288-00 per delegate ( NO GST ) *includes course material, lunch & refreshments.*

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Name & Designation	Email	Tel / Fax (DID)

Total number of seats: \_\_\_\_\_ Amount: SGD \_\_\_\_\_

Name of Coordinator : \_\_\_\_\_ Designation : \_\_\_\_\_

Name of Company & Address : \_\_\_\_\_

Tel : \_\_\_\_\_ Fax / E-Mail Address : \_\_\_\_\_

Signature : \_\_\_\_\_

### General Information

- ◆ All bookings are considered binding on receipt of the registration form.
- ◆ If you are unable to attend, we suggest you send a substitute to attend in your place at no extra charge.
- ◆ A full refund less a 25% administration charge will be made for cancellations in writing received 2 weeks from the dates of seminar/workshop.
- ◆ Cancellations received after the stated period, are liable for the full conference fee.
- ◆ To secure your seat payment has to be effected within 7 (seven) days from date of registration
- ◆ Walk-in delegates with payment will be admitted on the basis of space availability.
- ◆ The organizer reserves the right to make changes to the workshop schedule, topics, speaker(s) and venue or to cancel the Seminar/workshop if warranted by circumstances beyond their control.
- ◆ A certificate of participation will be given to all attendees.