

A 2-day Seminar on

Structured Trade Products and Incoterms

22-23 March, 2010, Grand Park (City Hall) - Ballroom One (Level Two)

ABOUT THE SEMINAR

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 Products & Incoterms :

- 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 Incoterms

Day 1 - Monday , 22 March 2010

- *What is Trade ?*
- *Benefits and Advantages of Trade*
- *Definition of Structured Trade Finance*
- *Structured Trade / End-To-End*
- *Back to Back LC*
- *Transferable LC*
- *Front-To-Back LC*
- *Forfaiting*
- *Account Receivables Secured by Bank Guarantee / Standby LC*

Day 2 - Tuesday, 23 March, 2010

- *Inventory Financing*
- *Bill Avalisation*
- *Irrevocable Reimbursement Undertaking*
- *Own Acceptance Discounting under Usance Import LC*
- *Undisclosed Payment Guarantee*
- *Receivables Backed by Insurance Policy*
- *Account Receivables and Supplier Financing*
- *Risks Awareness and Risk Mitigation*
- *Incoterms*

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.

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REGISTRATION FORM

**2-Day Trade Seminar on Structured Trade Products and InCoterms.
on 22 - 23 March, 2010 to be held at Grand Park (City Hall)
(Ballroom One - Level Two)**

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

✓ Yes! Please register us for the Workshop:

Your investment for attending this event is : **S\$985 per delegate (without GST) includes course material, lunch & refreshments.**

“THE FINANCIAL SECTOR DEVELOPMENT FUND (FSDF) OFFERS GRANTS TO FINANCIAL SECTOR ORGANISATIONS THAT SPONSOR ELIGIBLE PARTICIPANTS TO TRAINING PROGRAMMES THAT MEET QUALIFYING CRITERIA. FOR ENQUIRIES, PLEASE CONTACT THE FSDF SECRETARIAT AT 6229-9396 OR VIA EMAIL AT fsdf@mas.gov.sg.”

Name & Designation	Email	Tel / Fax (DID)

Total number of seats: _____ Amount: S\$ _____ .

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 15% administration charge will be made for cancellations in writing no more than 2 weeks from the workshop. We cannot accept verbal cancellations. Cancellations received after the stated period, are liable for the full conference fee.
- ◆ Payment must be received prior to the workshop to guarantee your seat. 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 workshop if warranted by circumstances beyond their control.
- ◆ A certificate of participation will be given to all attendees.

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