

Structuring Trade Financing Facilities, Trade Risks and Fraud Management

2 & 3 February 2010 - Kota Kinabalu
17 & 18 June 2010 - Kuching



This 2-day programme is designed to provide participants with the following:

- Understand the trade cycles in trading and manufacturing companies.
- Choose appropriate trade financing products to suit each section of the cycle.
- Select and structure the correct financing needs to suit the company's total requirements.
- The basics of International Trade and the underlying principles of the relevant ICC rules.
- The risks and problems encountered in trade financing.
- To understand and detect warning signs and prevent fraud.
- To take appropriate precautionary measures to prevent fraud.

Organiser:



ADROIT

HRDF:



Malaysia

International Partners:



Australia



Singapore



Australia

Course Introduction

The financial sector is going to change dramatically. Restrictive laws and growing volatility of financial markets but also the big chances and risks of high numbers of transactions show an enhanced demand of active risk management. One of the most important challenges for traders involved in a transaction is to secure financing so that the transaction may actually take place. The faster and easier the process of financing an international transaction, the more trade will be facilitated.

Traditionally, the practice of risk management comprises acceptance, transference, elimination, control, sharing, insurance and avoidance of a diverse array of risks. Risk management and internal control business models have

subsequently been devised which cater for all eventualities – categorized by terms such as business, operational and reputational risks.

A litany of high profile, catastrophic and debilitating frauds serves only too well to demonstrate the effect that a fraud may have on so you would be forgiven for believing that it is afforded such status in the risk management practices of savvy organizations dealing in diverse markets and with disparate trading partners.

Who will benefit ?

This course is designed for Entrepreneurs, Managers, Auditors, Account Executives, Export/ Import and Sales & Marketing personnel who require the knowledge and the skills in structuring and managing trade financing requirements, the risks associated with trade and the preventive measures to take to avoid fraud in trade.

Facilitator's Profile - Noel Vong

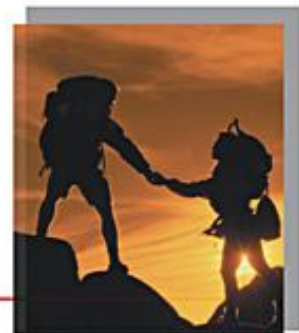


Noel Vong,
is an

accomplished trainer cum consultant. Over the past 2 decades, he has conducted many in-house and public Trade Finance courses in Malaysia and the Asean Region.

Out of his 4 decades of banking experience (in both local and foreign banks in all major towns in Malaysia), 2 decades were in international Trade Finance. He has also worked with banks in The Philippines, Cambodia, Hong Kong and Vietnam.

His experience in International Trade and Trade Finance includes the setting up of Trade Bill Centers, customizing Trade Finance manuals, developing Islamic Banking Trade Bill Products, centralizing trade processing activities, supervising marine and export-import operations, training staff and conducting Trade seminars for both the public and bank customers.



Course Schedule

Time	Contents	Day 1 .	Time	Contents	Day 2 .
08.30 am	Registration		08.30 am	Registration	
09.00 am	Introduction <ul style="list-style-type: none"> Brief overview of Letter of Credit operations Brief overview of trade finance products Trade Cycles in Trading and Manufacturing Concerns		09.00 am	Inherent Risks to Banks in International Trade <ul style="list-style-type: none"> Inherent risks to banks in documentary collections, handling and issuing Letter of Credit Mitigating trade risks when issuing Letter of Credit 	
10.30 am	Tea break		10.30 am	Tea break	
10.45 am	Establishing Working Requirements Structuring Trade Financing <ul style="list-style-type: none"> structuring appropriate amount, tenor and types of trade finance facilities exercise on facility structuring 		10.45 am	Precautionary Steps by Buyers and Sellers in International Trade <ul style="list-style-type: none"> Mitigating trade risks for buyers and sellers Mitigating non compliance of government regulations 	
12.30 pm	Lunch break		12.30 pm	Lunch break	
01.30 pm	The Parties Involved in Trade The Documents Prone to Fraud Trade Risks <ul style="list-style-type: none"> The requirements, risks and precautions the buyers and sellers should each take to ensure risk free and profitable business are examined 		01.30 pm	What is Fraud? Types of Trade Fraud and Signals of Fraud <ul style="list-style-type: none"> Documentary fraud Marine fraud Cargo fraud Charter party fraud 	
03.15 pm	Tea break		03.15 pm	Tea break	
03.30 pm	Risks Encountered by 1. Buyers/ Sellers <ul style="list-style-type: none"> Performance/ acceptance, financial, price/ market, transportation, insurance and exchange risks Interest, documentary, government regulation, transfer/ cross border and sovereign/ country/ political risks Fraud 2. Banks		03.30 pm	Fraud Prevention <ul style="list-style-type: none"> Red lights or warning signals Discussions on known forms of fraud Suggested preventive measures Sport/ Stage <ul style="list-style-type: none"> Warning up for yourself Using your vocals 	
05.00 pm	End of Day 1		04.50 pm	Q & A/ Certificate presentation	
			05.00 pm	Closing	



REGISTRATION FORM

Structuring Trade Financing Facilities, Trade Risks and Fraud Management

Please tick : 2 & 3 February 2010 - Hyatt Regency Kinabalu, Kota Kinabalu
 17 & 18 June 2010 - Four Points by Sheraton, Kuching

PLEASE COMPLETE THIS FORM AND KINDLY FAX TO 6082 - 463 712

• FOR PARTICIPANTS

Please tick :

FEE : RM1,380.00 per participant
inclusive of course materials, tea breaks, lunch,
and Certificate of Attendance

GROUP DISCOUNT : 10% off total
fees payable (for 3 or more participants from
the same company)

SPECIAL DISCOUNT : early bird
(RM1,280.00 per participant on paid registration by
12 Jan 2010 for KK and 27 May 2010 for Kuching)

Contact Person :

Designation :

Mobile no :

Email :

Company Name :

Company Address :

Telephone :

Fax :

Email :

Name of Participants :

1.

Designation

2.

3.

THE ORGANISER RESERVES THE RIGHT TO AMEND OR CANCEL THE EVENT DUE TO UNFORESEEN CIRCUMSTANCES

TERMS & CONDITIONS

1. CANCELLATION OF REGISTRATION

- Must be made in writing.
- Received more than 14 days before the training — a full refund will be given.
- Received 7 - 14 days before the training — a 50% refund will be given.
- Received less than 7 days before the training — no refund but a substitute delegate is welcomed.
- Non-attendance on the day of the course attracts a full fee.

2. PAYMENT

- All cheques must be made payable to Adroit Global Network Sdn Bhd and payment must be received prior the workshop.

ORGANISER :



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