



Managing & Expanding Your Business Through Trade Financing

21 September 2016 • The Royale Chulan Damansara Hotel, Petaling Jaya



CS/32/2016

July 27, 2016

Companies have used trade finance instruments to manage risks when exporting and importing goods internationally. Trade finance ensures that cross-border business is protected against late payments, delayed delivery, geopolitical instability, currency fluctuations, and other known and unknown risks. Trade finance facilities can also improve competitive edge by optimising profits from transactions; to better manage cash flow and expand business.

Attend this seminar to increase your understanding of trade financing to boost sales globally, to access low cost working capital, to improve banking relationship and increase confidence in offering credit to customers.

WHAT YOU WILL LEARN

Better understanding of:

- Trade financing instruments
- Difference between paying interest upfront and later
- Funding rates and financing rates of banks
- With or without recourse trade financing

How to:

- Save, reduce or avoid bank trade products' charges
- Mitigate and manage trade risks
- Use bank trade products to enhance business volume and profits
- Expand trade with minimum capital/cash flow

WHO SHOULD ATTEND

- Business Owners, CEOs, Managing Directors
- Finance / Accounts Managers

- Sales / Shipping Managers
- Risk Management and Compliance Managers

PROGRAMME

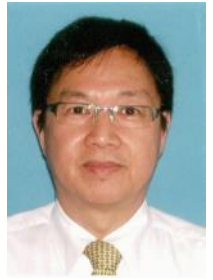
- 08.30 Registration / Welcome Coffee
- 09.00 Welcome Remarks by ICC Malaysia
- 09.10
 - **Understanding Banks' Trade Financing Instruments**
 - **Popular Trade Financing Instruments**
- 10.30 Coffee Break
- 10.45
 - **How a Trade Financing Loan is Funded & Priced**
 - **How Trade Loans are Booked in Banks with and without Recourse Trade Financing**
- 13.00 Lunch

- 14.00
 - **Understanding Major International Trade Risks**
 - **Mitigating Importing & Exporting Risks**
- 15.30 Coffee Break
- 15.45
 - **Making Use of Banks' Trade Products & Services**
 - **Capitalise on Networkings & Business Connections**
 - **Saving on Bank Charges**
- 17.00 Question & Answer / End of programme

Speaker

JIMMY PHUA POH SENG, CEO & Senior Advisor, INTRAFIN Advisory

- ◆ Has more than 30 years' of trade banking experience with eight local and foreign banks, where he held responsibilities for trade finance operations and marketing, structuring of trade finance deals, conducting in-house training for bank staff and customers.
- ◆ Was Trade Advisor with OCBC Bank Malaysia Bhd until June 2015. In OCBC, his advisory role included all aspects of the bank's import and export trade operations and trade financing instruments, training staff on trade financing products and services. He was instrumental to the bank's introduction of new trade products and services.
- ◆ Was a member of EXIM Bank's Export Credit Refinancing Working Committee, Bank Negara Malaysia's New Trade Products Working Committee and ICC Malaysia Banking Committee & UCP 600 Task Force.



Participation Fee

**(includes course materials, lunch, refreshments & certificate). Fee quoted includes 6% GST.
** For registration AND payment received on / before 31 August 2016.*

*Fee / Participant (RM)	Regular	Group (3 & Above)	Early Bird**	Early Bird Group** (3 & above)
ICC Malaysia Members	689	636	583	530
Non Members	795	742	689	636

More information? Contact: Lily Hee / Angelina at iccm@iccmalaysia.org.my | +603-62867200

Registration Form

To: ICC Malaysia Attn: Lily Hee • Email: iccm@iccmalaysia.org.my • Tel: 03-62867200 • Fax: 03-62741266

Please register the following participant(s). (if space is insufficient, attach a separate list)

Name	Designation	Email
1. _____		
2. _____		
3. _____		
4. _____		

Payment:

By cheque

Please send your cheque made payable to "FMM – ICC Malaysia" with the completed Registration Form to:
ICC Malaysia
Wisma FMM, No 3
Persiaran Dagang, PJU 9,
Bandar Sri Damansara, 52200 Kuala Lumpur

By bank transfer

Please send a copy of the pay-in slip/remittance advice with the completed Registration Form by fax to 03-62741266 or email: iccm@iccmalaysia.org.my
Bank Account details:
A/C Name: FMM-ICC Malaysia
A/C No: **5-14208-24289-3**
Bank : Maybank Bhd— Kepong Branch,
No. 8-10, Jalan 53, Desa Jaya, Kepong, 52100 Kuala Lumpur

CANCELLATION POLICY: Cancellation must be in writing to ICC Malaysia. Registration may be transferred to another person at no extra charge. **The refund policy is:** Within 2 days of event – no refund. Between 3-6 days – 50% refund. 7 days prior to event – full refund. ICC Malaysia reserves the right to alter, cancel or reschedule the programme. All efforts will be taken to inform participants of changes.

Submitted by:

Closing date for registration: 14 September 2016

Name: _____ Designation: _____

Company: _____

Address: _____

Tel No.: _____ Email: _____