



FMM Penang Webinar on Fundamentals Of Trade Finance

21 & 22 December 2023, Online (ZOOM) | 8.30am - 5.30pm

Objective:

1. Understand the basics to Trade Finance's products and services, types of Trade and payment terms.
2. Know what are Funded and Non-Funded Trade Finance products and services and how they are priced and funded.
3. Know the various types of Trade documents, their functions & the crucial information required in them.
4. Comply with the governing Rules, Regulations, CPGs and Trade Finance's Standard Operating Procedures.
5. Mitigate the inherent risks of Trade Financing products & Understand the roles and responsibilities of Trade Finance Department and its working relationship and shared responsibilities with other Departments.
6. Learn the importance and purpose of each field in the Trade products' Application Forms

Contents:

1. Introduction To Trade Finance
2. Trade Services Products – features, benefits, mechanics and operations
3. Trade Financing Products-features, benefits, mechanics and operations
4. Financial And Commercial (Shipping) Documents
5. Roles And Responsibilities Of Trade Finance Department
6. Trade Finance Risks And Mitigating Controls
7. International Commercial Terms (INCOTERMS)
8. Rules, Regulations, Guidelines and SOPs
9. Trade Products' Application Forms
10. Case Studies on Collections, Letters of Credit and Bank Guarantees



Level / Target Participants:

Fresh Graduates / Relationship Officers & Managers / Trade Sales & Operations Officers & Managers / Business Units Officers & Managers / Risks Management, Audit & Compliance Officers & Managers / Branch Managers & Officers / Trainees on Attachment in Bank / New Recruits in all Business Units of the Bank, including from Treasury

Trainer Details: Jimmy Phua Poh Seng

Jimmy Phua, currently sits on the panel of Speakers and Consultants at DocCredits Singapore, Finet Consulting Cambodia, Finet Associates Sdn Bhd, Malaysian Export Academy, Thoth Capital Sdn Bhd, Intrafin Advisory, Australia And New Zealand Institute (ANZi), Australia and as trainer for Asian Banking School, Malaysia (a member of The Association of Banks in Malaysia).

Jimmy's last employment was with OCBC Bank Malaysia Berhad, as Trade Advisor (Vice President). He played an active advisory role on all aspects of OCBC Bank's import and export Trade Operations and Trade financing instruments. His job functions included the review, re-aligning and re-engineering of the Bank's Trade operations and workflow processes, besides training staff (including pipeline interns) on all trade financing products and services. Jimmy was also instrumental in the Bank's introduction of new Trade products and services and some "Structured Trade Financing" arrangements and solutions. Jimmy is currently working for a Malaysian subsidiary of a Public listed Australian Company, as Advisor – Banking & Trade Finance, since 2020, providing his experience, knowledge and new ideas on Trade Financing. He is currently reorganizing the Company's operations, planning, finance, production and warehousing functions and responsibilities through a wide spectrum of re-alignment and re-engineering initiatives including redesignation of job functions and streamlining of workflow processes.

Grant under the SBL KHAS Scheme:

For SBL-Khas Scheme, grant approval must be forwarded to FMM Penang at least 3 days before the event date. Kindly confirm that you will be claiming under SBL-Khas or NOT be claiming under SBL-KHAS Scheme. Please tick:

- () Claim: Full payment would be made to FMM, no disbursement from HRDF under any circumstances
 () NON-Claim: Enclosed cheque/bankdraft No. for RM being payment made for participant(s) made in favour of Federation of Malaysian Manufacturers.

Administration details:

Return completed registration form to FMM Penang Branch by December 15, 2023.

Mode of payment:

Cheque payable to FEDERATION OF MALAYSIAN MANUFACTURERS

E-payment: Malayan Banking Berhad

A/C No: 5074 0650 4502

FMM SST No. W10-1901-32000108



Participant fee: 2 days programme

FMM Member: RM850 / participant

Non-Member: RM980 / participant

**** Participation fees above are inclusive of 6% SST**



REGISTRATION FORM

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Attention to: FMM Penang Branch (Ms Farah / Ms Suguna)

Dear Sir/ Madam,

Please register the following participant(s):

	FULL NAME	I.C. NO	DESIGNATION
1.			
2.			
3.			
4.			
5.			

Enclosed cheque/ bank draft No.: _____ for RM _____ being payment for participation fees for _____ participant(s) made in favour of '*Federation of Malaysian Manufacturers*'.

Submitted by:

Name: _____ Designation : _____

Company: _____ SST No: _____

Address: _____

Tel: _____ Fax: _____ Email: _____

FMM Membership No. (If your company is a member) : _____

Note: KINDLY TYPE/ PRINT NAMES IN BLOCK LETTER. (If space is insufficient, please attach a separate list)

Do you require invoice? No / Yes

Cancellation & Refund

Cancellation must be in writing to FMM and if received:

- More than 10 days prior to event (Full refund)
- Less than 10 days prior to event (No refund)
- Replacement at no additional cost. FMM reserves the right to cancel or reschedule the above programme and all efforts will be taken to inform participants of any changes. Registered participants who do not turn up will be charged accordingly.

Enquires/Registration

Penang Branch (Hosting)
Ms Farah Ardilla Putri : farah_ardilla@fmm.org.my
Ms Suguna: suguna@fmm.org.my
No tel: 04-3992057

FMM Selangor & KL Branch
Ms Ilakiya : fmmselangor@fmm.org.my

FMM Malacca Branch
Ms. Shireen Chan : shireen@fmm.org.my

FMM Eastern Branch
Keith Saw Yeow Tat : keith@fmm.org.my

FMM Sabah Branch
Ms. Florisa Sangau : fmmsabah@fmm.org.my

FMM Perak Branch
Ms. Lee Kar Yan : karyan@fmm.org.my

FMM Johor Branch
Ms. Jessica Chu / Mr. Muhamad Danial : jessica@fmm.org.my/
danial@fmm.org.my

REGISTRATION CLOSED: 15 DECEMBER 2023

