



## TRADE FINANCE FACILITIES

SEPTEMBER 21-22, 2022 | 9.00AM – 5.00PM | REMOTE ONLINE LEARNING VIA ZOOM

### OBJECTIVES

- To identify the various types of trade finance facilities offered by banks.
- To identify the common discrepancies in export/shipping documents and the alternatives to the discrepant documents.
- To know the operating procedures of various trade finance facilities for importers and exporters as stated above.
- To make a choice as to the suitability of trade finance facilities of banks to finance manufacturing and trading business.
- To understand the financing of a particular trade where funds are controlled by banks.

### CONTENTS

- Module 1: Naming the various trade finance facilities of the bank and its functions.
- Module 2: Trade facilities for importers: Types of Letters of Credit (LC)
- Module 3: Trade facilities for importers: Trust Receipt (TR)
- Module 4: Trade facility for importers & exporters: Bankers Acceptance (BA)
- Module 5: Trade facility for exporters: Export Credit Refinancing (Pre/Post Shipment, ECR pre/post)
- Module 6: Trade facility for exporters: Foreign Bill of Exchange Purchased (FBEP) / Foreign Bill of Exchange Discounted (FBED)
- Module 7: Trade facility for exporters: Documentary Bills for Collection (DBC)
- Module 8: Trade facility for importers: Shipping Guarantee (SG)
- Module 9: Trade facility for importers and exporters: Bank Guarantee (BG)
- Module 10: Trade facility for exporters: Packing Loan (PL)
- Module 11: Trade facility for importers and exporters: Foreign Exchange (FX)
- Module 12: Export Credit Insurance (ECI)
- Summary: Matrix of Bank Financing for Importers and Exporters

### WHO SHOULD ATTEND?

Financial Controllers, Account Executives, Finance Executives, personnel involved in importing, manufacturing, exporting, shipping, freight forwarding, and trading concerns

**Date : September 21 - 22, 2022**

**Time : 9.00am – 5.00pm**

**Venue : Remote Online Learning via Zoom**

**Fees : FMM Members – RM 1,060 per participant**

**Non-Members – RM 1,272 per participant**

**(inclusive of 6% service tax)**

**(Fees include course materials and Certificate of Attendance)**

**Each participant must have their own, individual equipment for online meeting with strong internet connection.**

**For further enquiries, please contact:**

Siti Nazihah / Azrini

**FMM Institute**

**Selangor & Kuala Lumpur Branch**

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### FACILITATOR

**Puan Sharifah Mariam** holds a Bachelor of Arts (Economics) degree from University of Malaya. She has more than 20 years of experience in the banking line specialising in International Trade Finance, Loan Processing, Credit and Financial Analysis and General Banking Operations. She has undergone extensive practical training in Credit and Financial Analysis (CCP – Certified Credit Professional) and International Trade Financing at Institute Bank-Bank Malaysia (IBBM), Banque Nationale De Paris, Singapore and various inhouse training programmes at the bank. Being a former Bank Manager, a regular trainer and proficient in the English Language, Puan Sharifah has good communication skills which gives her added advantage in conducting and presenting the training programmes. She has attended numerous workshops namely “Effective Communication & Business Writing Skills” by Sharon Bakar in year 2000, “Better Grammar for Business Writing” by Dr. Ng Keat Siew in year 2005, and “Tourism English” in year 2007 under the Ministry of Tourism

# REGISTRATION FORM

## TRADE FINANCE FACILITIES

SEPTEMBER 21-22, 2022 (WEDNESDAY-THURSDAY)

REMOTE ONLINE LEARNING VIA ZOOM

FMM Institute Selangor (SST No: W10-1901-32000105 | CO ID: 475427W\_SELANGOR)

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Please register the following participant(s) for the above programme:

**1. Name** **Designation** **E-mail**

**Nationality** **IC / Passport No.**

**2. Name** **Designation** **E-mail**

**Nationality** **IC / Passport No.**

**3. Name** **Designation** **E-mail**

**Nationality** **IC / Passport No.**

(If space is insufficient, please attach a separate list)

### Disclaimer

Registration is on a first-come first-served basis. All cancellations must be made in writing. There will be no charge for cancellation received 14 or more working days before the start of the programme. Cancellation received 7 – 14 working days before the start of the programme is subject to a cancellation fee of 50% of the programme fees. Cancellation received 6 working days and below before the start of the programme is subject to a cancellation fee of 100% of the programme fees. If the participant fails to attend the programme or less than 75% attendance, the full programme fees are payable. However, replacement can be accepted at no additional cost. The FMM Institute reserves the right to change the speaker, reschedule or cancel the programme and all efforts will be taken to inform participants of the changes.

We hereby confirm that (Please tick accordingly):

- We will be claiming **from HRD Corp** and full payment would be made to FMM Institute in the event that no disbursement from HRD Corp under any circumstances.
- We will **NOT BE CLAIMING** from **HRD Corp**. Payment will be made to account payee FMM Institute by cheque or bank transfer to Maybank Account No **5-62106-64719-2**

Submitted by:

Name: \_\_\_\_\_ Designation: \_\_\_\_\_ E-mail: \_\_\_\_\_

Company: \_\_\_\_\_ FMM Membership No.: \_\_\_\_\_

Address: \_\_\_\_\_

Tel No.: \_\_\_\_\_ Fax No.: \_\_\_\_\_ Date: \_\_\_\_\_

My Corporate Identity No.: \_\_\_\_\_