

## Trade Finance Series – Exotic Series

**Objective of the Course:** Objective of the Course is to cover entire Functional, Hedging aspects of Trade Finance and Trade Finance Instruments in the books of Corporates. Course would also be covering about Hedging, Accounting of these Trade Finance Instruments. Course would be focussed on United States, Singapore, Europe, ANZ, Indian Trade Finance Markets.

**Session I: Role of Treasury Function:** - Session would be covering about details of as How Treasury Function playing a key role in managing Working Capital of the Company. In this session we would be covering following Cycles.

- Order to Cash
- Purchase to Pay
- Order to Delivery

**Session II: Trade Finance Products:** - Session would be covering about detailed explanation of Trade Finance Products whereby we covering the following.

- Letter of Credit (L/C) + Accounting
- Standby Letter of Credit (SBLC) + Accounting
- Inward/Outward Documentary Credit + Accounting
- Factoring & Forfaiting + Accounting
- Guarantees + Accounting

**Session III: Letter of Credit:** - Session would be covering about detailed explanation of Letter of Credit and how as a Corporate you can hedge your import exposures using various Derivatives Instruments (including Swaps)

- Irrevocable Letter of Credit (L/C)
- Confirmed Letter of Credit (L/C)
- Unconfirmed Letter of Credit (L/C)
- Transferable Letter of Credit (L/C)
- Back to Back Letter of Credit (L/C)
- Sight Letter of Credit (L/C)
- Usance Letter of Credit (L/C)
- Hedging of Letter of Credit (L/C)

**Session IV: Standby Letter of Credit:** - Session would be covering detailed explanation of Standby Letter of Credit (SBLC) and how as a Corporate you can hedge your Import exposures using various Derivatives Instruments (including Swaps)

- Performance Standby (P-SBLC)
- Advance Payment Standby (A-SBLC)
- Bid Bond/Tender Bond Standby (SBLC)
- Counter Standby (C-SBLC)
- Financial Standby (F-SBLC)
- Direct Pay Standby (DP- SBLC)
- Insurance Standby (I-SBLC)
- Hedging of Standby Letter of Credit (SBLC)

**Session V: Bank Guarantees:** - Session would be covering detailed explanation of Bank Guarantees used in Trade Finance and how as a Corporate you can hedge Foreign Currencies Bank Guarantees in the books.

- Financial Guarantee
- Performance Guarantee
- Advance Payment Guarantee

## Trade Finance Series – Exotic Series

- Payment Guarantee
- Bid Bond Guarantee
- Foreign Bank Guarantee
- Deferred Payment Guarantee
- Shipping Guarantee

**Session VI: Factoring, Forfaiting:** - Course would be covering about detailed explanation of Invoice Factoring, Invoice Forfaiting and Structured Finance in the books of Corporates.

- Factoring
- Forfaiting
- Structured Financing

**Session VII: Incoterms:** - Session would be covering about detailed explanation of all Incoterms used in Trade Finance during shipping and all other sorts of transportation used in Trade Finance.

- CIF (Cost Insurance & Freight)
- CIP (Cost & Insurance Paid to)
- CPT (Carriage Paid to)
- DAT (Delivered at Terminal)
- DAP (Delivered at Place)
- EXW (Ex works)
- FAS (Free Alongside Ship)

**Session VIII: Bankers Acceptance Financing:** - Session would be covering about detailed explanation of how Corporates who are having Bankers Acceptance from Banks can discount Bankers Acceptance and get monetization.

**Session IX: Swift Message Transfers:** - Session would be covering about detailed introduction to Class 7 in Swift Transfers

- MT 701 – Issuance of Documentary Credit
- MT 707 – Amendment in Documentary Credit
- MT 710 – Advise of a Third Bank Documentary Credit
- MT 720 – Transfer of a Documentary Credit
- MT 730 – Acknowledgement
- MT 732 – Advise of Discharge
- MT 734 – Advise of Refusal
- MT 760 – Guarantee
- MT 767 – Guarantee Amendment
- MT 792 – Request for Cancellation
- MT 798 – Proprietary Message
- MT 799 – Free Format Message

**Session X: Swift Message Transfers:** - Session would be covering about detailed introduction to Class 3 in Swift Transfers

- MT 300 – Foreign Exchange Confirmation
- MT 303 – FX Currency Option Allocation Instrument
- MT 304 – Advice/Instruction of a Third-Party Deal
- MT 305 – Foreign Currency Option Confirmation
- MT 306 – Foreign Currency Option
- MT 308 – Instruction of a Gross/Net Settlement of Third Party FX Deals
- MT 330 – Call/Notice Loan/Deposit Confirmation
- MT 340 – Forward Rate Agreement (FRA) Confirmation

## Trade Finance Series – Exotic Series

- MT 341 – Forward Rate Agreement (FRA) Settlement Confirmation
- MT 360 – Single Currency Interest Rate Derivatives Confirmation
- MT 361 – Cross Currency Interest Rate Swaps Confirmation
- MT 362 – Interest Rate Reset/Advice of Payment
- MT 364 – Single Currency Interest Rate Derivative Termination/Recouping Confirmation
- MT 365 - Single Currency Interest Rate Swap Termination/Recouping Confirmation
- MT 380 – Foreign Exchange Order
- MT 381 – Foreign Exchange Order Confirmation
- MT 398 – Proprietary Message
- MT 399 – Free Format Message

**Session XI: Case Studies:** - Trade Finance – Exotic Series would be covering about Case Studies of G7 Banks like Goldman Sachs (GS), Credit Suisse (CS) and Australian Banks.

- ❖ **Course Coverage :** Course to get covered using Webinars , Skype Conference Calls , Audio , Video Calls. Sessions are highly interactive and participants are most welcome to ask any questions during the Course.
- ❖ **Course Duration :** Course duration is 50 Hrs + 2 Hrs of Complimentary Skype Call which to be taken within 3 Months of completion of the Course.
- ❖ **Course Material**
  - Course Presentations – 100% interactive, Screenshots , Examples
  - Live Financial Terminals covering Hedging Part
  - Live Corporate Case Studies
  - Excel Solvers

Course is 100% Practical , Software Oriented in nature. We would be covering the Course using Case Studies, Live Financial Terminals like Thomson Reuters, Bloomberg, Meta Trader 4 (MT4), Meta Trader 5 (MT5) and Excel Solvers. Course is 100% Practical in nature and covering all aspects of Trade Finance.