

**PI ETA CONSULTING COMPANY**

# **Understanding International Trade Finance**

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The Alpha, #03-16A, 10 Science Park Road, Singapore Science Park II  
Singapore 117684, Republic of Singapore  
Tel: +65 634 100 10 | Fax: +65 634 100 20 | Email: [marketing@pi-eta.com](mailto:marketing@pi-eta.com)

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**OUTLINE FOR UNDERSTANDING INTERNATIONAL TRADE FINANCE  
PROGRAM,  
A 2-DAY PROGRAM**

- **Overview of International Trade**
- **Risks in International Trade**
- **Impact of INCOTERMS 2000 on the Movement of Goods, the Responsibilities of Both Buyer and Seller**
- **Trade Documentation**
- **Methods of Payments and the Risk for The Various Parties**
  - Choice of payment terms
- **Documentary Collection**
  - Parties of a collection
  - Features of a collection
- **Letters of Credit**
  - Banker / Customer relationship
  - Risk factors when issuing letters of credit
  - Sight / Term LCs
  - LC Confirmation
  - Payment guarantee
  - Transferable LCs
  - Back to back LCs
  - Revolving LCs
  - Red clause LCs
  - Green clause LCs
- **Role and Considerations of**
  - Issuing bank
  - Advising bank
  - Negotiating bank
  - Confirming bank
- **Common Discrepancies**
- **Bonds and Guarantees**
  - Bid / Tender bonds
  - Performance bonds
  - Advance payment bonds
  - Retention bonds
  - Maintenance / Warranty bonds
  - Customs bonds
  - Shipping guarantees

- **Bank Financing Associated with International Trade**
  - Types of Import Financing
  - Types of Export Financing
  
- **Fraud**
  - Examples
  - Warning signs of fraud
  
- **Structuring Trade Finance Lines**
  - Determine working capital requirement
  - Structuring import lines
  - Structuring export lines
  
- **Structuring FX Lines**
  
- **Structured Trade & Commodity Financing**
  - What is structured trade and commodity financing?
  - Why is structured trade financing required
    - Risk analysis
    - Analysing obligor's risks
  - Mitigating Transaction Risks - Commodity Financing Models

**For more information, please contact PI ETA Engagement Resource (PEER) Group at**  
Tel: +65 634 100 10 | Fax: +65 634 100 20 | Email: [marketing@pi-eta.com](mailto:marketing@pi-eta.com) | Website: [www.pi-eta.com](http://www.pi-eta.com)

## **PROGRAM FACILITATOR**

### **Mr. Adam K. K. Wong B.Acc., FCPA, Certified Professional Trainer**

**Mr. Adam K. K. Wong** is a Business Domain Expert Facilitator with PI ETA Consulting Company. He is also an adjudicator of the Financial Industry Disputes Resolution Centre in Singapore.

Prior to his current appointments, he was a General Manager with Standard Chartered Bank and other international banks with 22 years of successful track record in Cash Management, eCommerce, Corporate Banking and Trade Finance and Small & Medium Enterprises.

Having strong strategic orientation and regional exposure in South East Asia and Hong Kong, he is credited with significantly growing global banks' SME assets by 450% and net profit by 140% over a 3-year period in Singapore. He also started a new cash management business for a leading bank in Asia and grew it to a USD35 billion business annually.

Mr. Wong graduated in Accountancy and is a Fellow Certified Public Accountant. He is also a Certified Credit Risk Management Professional and a Certified Professional Trainer.

Mr. Wong has contributed actively to the development and training of professionals in the financial services sector for the past 17 years by sharing his expertise regularly through The Institute of Banking and Finance, Singapore and various other organizations in Malaysia and Indonesia.

He has also conducted programmes in the area of banking and finance for Australian and local universities.