



Trade Finance for Credit and Marketing Officers

28 February, 7 & 14 March 2018

HKIB CPD	SFC CPT
9 Hours	9 Hours

Objectives

This programme is designed to provide the participants with a good knowledge and skills in structuring trade transactions to meet specific clients' needs. Upon completion of the programme, participants will be able to understand the various trade finance products, their operating procedures and to identify the risks associated with each trade finance product and the precautions taken by banks.

Programme Outline

- Incoterms Commonly Used in Trade Transactions
- Documents Used in Trade Transactions
- Trade Services for Importers (LC, Trust Receipt, Shipping Guarantee, Collection, Import Loan etc.)
- Trade Services for Exporters (LC Bills Negotiation, DA/DP Bills Purchased, Invoice Discounting, Factoring etc.)
- Bank Guarantees v. Standby Credits
- Export Credit Insurance
- Structuring and Packaging Trade Finance Limits
- Frauds involved in Trade Transactions

Target Audience

Banking executives who are involved in trade finance services and officers from the credit and marketing department. Any individuals who are interested in this subject are also welcome.

Speaker

The speaker is a well-qualified professional with over 20 years of experience in credit and marketing department especially in structuring credit facilities and credit evaluation & management. He also has substantial teaching experience in corporate finance with HKIB.

Programme Details

- Language : Cantonese (supplemented with English materials)
- Date : 28 February, 7 & 14 March 2018 (Wednesday)
- Time : 19:00 - 22:00
- Duration : 9 hours
- Venue : 3/F Guangdong Investment Tower,
148 Connaught Road Central, Sheung Wan
(Sheung Wan MTR Station Exit C)
- Fee : HK\$2,700 (HKIB Individual Member)
HK\$3,240 (Staff of HKIB Corporate Member)
HK\$3,600 (Non-member)
- Enrollment : By fax at 2544 9946 or
Submit to our Institute in person
- Enquiries : (852) 2153 7877 or (852) 2153 7865
- Email : programme@hkib.org

Registration Form

Trade Finance for Credit and Marketing Officers (HP-P18-0202)

Full Name : Mr / Ms _____ <small>(In English as on ID Card)</small>	Full Name : _____ <small>(In Chinese)</small>
Membership No : _____	Organization : _____
Department : _____	Position : _____
E-mail : _____ <small>(Confirmation will be sent via e-mail one week before programme commences)</small>	Mobile / Phone No : _____
Mailing Address : _____ <small>(Please complete the below address box if you want to collect the programme certificate)</small>	

Payment Method : A cheque / e-Cheque* made payable to "The Hong Kong Institute of Bankers" (Cheque no. _____)
* For e-Cheque, please state the programme code under 'remarks' and email together with the completed enrolment form to programme@hkib.org

Credit Card : VISA Master Amount : HK\$ _____

Cardholder's Name : _____ Signature : _____

Card No. : _____ Expiry Date : _____ (mm/yy)

How do you know about this programme?

- Website HR Department Friends / Colleagues E-News HKIB Counter Others (Please specify) _____

Terms and Conditions

1. All fees paid are non-refundable and non-transferrable.
2. Participants who have settled payments will receive course confirmation by e-mail within 7 days prior to the programme date.
3. All payments must be settled before programme commencement.
4. Priority of enrolment will be given on a 'first-come-first-serve' basis. HKIB Member will have priority to register if there is limited seat remained for the programme.
5. HKIB would issue the "Certificate of Attendance" to participants who have complied with the "HKIB Attendance Policy". The Certificate will be mailed to the corresponding address within 10 working days after completion of the programme.
6. We reserve the right to reject an enrolment at any time.
7. We reserve the right to cancel, modify and/or postpone the programme due to unforeseen circumstances.
8. The information given and personal data collected will be used for the purpose of administration and communication by the Institute.
9. For the Typhoon or Rainstorm arrangement, please refer to the confirmation e-mail or HKIB's website (www.hkib.org).



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Name : _____
Address : _____

Name : _____
Address : _____