

STFC - STRUCTURED TRADE FINANCE & COMMODITY FINANCE MASTERCLASS



BIZENIUS[®]
Connecting Business Worldwide!

LIVE ONLINE / CLASSROOM PROGRAM



Course Overview

The COVID-19 pandemic continues to have a significant impact on international trade. The World Trade Organization has estimated world trade will fall by up to 32% in 2020 as the pandemic disrupts the economy. 1 Most commodity markets are experiencing dramatic falls in prices as demand and consumption have fallen and countries have been forced to put in place restrictive measures to contain the pandemic. These measures are affecting how goods and commodities are able to flow across the globe. The issues affecting trade are diverse, vary between countries and are evolving rapidly.

This is a highly practical, intensive, and multi-disciplinary Course, designed to equip today's financiers and executives with the templates and practicalities of real deals in and with Emerging Markets. Covering every contemporary product and risk situation we move from dialogue to real case studies to group workshops and presentations to ensure that you can not only compete in the new deals on the market but also combine, innovate, originate and package deals and get them safely sold both internally and externally.

This course brings together trade finance product concepts, application to supply chains and financing structures typically used to facilitate commodity flows. Our goal is that, aware of contemporary and advanced trade finance mechanics and structures, as utilized in the main financial centers, attending delegates, will be able to identify trade finance opportunities within their own markets and utilize these structures for the benefit of their own client base whilst being aware of all the risk-related issues involved in these products.



Join your professional community.

BECOME AN EXPERT

Benefits of Attending



- International trade risks in emerging markets
- Impacted of COVID 19 structured trade and commodity finance
- Pre-finance – what can go wrong?
- Analysis of typical structures and how they work
- SCTF from a practitioner's perspective with a “best practice” checklist.
- Dos” and don’ts” of emerging market domiciles
- Financial crisis: how did trade finance structures hold up?
- Post and Pre-export finance and other relevant structures in a crisis context
- Full risk assessment and mitigation tools: is SCTF the only way forward?
- Borrowing base lending and receivables-backed lending techniques.



ISSUES AFFECTING TRADE



Production issues

This includes shutdowns of mines and production plants due to necessary health measures. This is causing defaults and delays for exports of commodities.



Transport and delivery issues

There is disruption to shipping and transport lines meaning that producers are not able to transport commodities to or from ports or refineries to meet export contracts.



Other supply chain disruptions

Generally countries have kept borders open to goods but supply chains are being disrupted by the various restrictions in place.



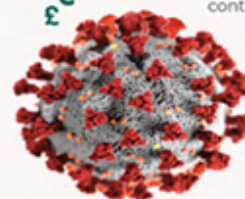
Logistical issues

We are seeing a huge number of logistical issues caused by the various lockdowns and remote working requirements. These include delays in processing payments and disruptions to delivery of trade finance documents.



Payment and liquidity issues

The collapse in demand for commodities is creating liquidity issues. Market participants are experiencing challenges in meeting payment obligations under loans and purchase contracts.



COVID-19

The market will be **ACCELERATING** growing at a **CAGR** of nearly

4%



INCREMENTAL GROWTH
\$8.47 bn

2017

2022

The year-over-year growth rate for **2018** is estimated at

2.36%



The market is **HIGHLY FRAGMENTED** with quite a few players who occupy the market share



40%
of the growth
will come from
the **APAC region**

One of the **KEY DRIVERS** for this market will be the involvement of clearing house and trade through financial market integration



After Attending This Course You Will Be Able To:

- International trade and commodities
- Rationale for the 'structured' approach to trade finance
- The impact of different lending rationales and the prospects of repayment
- Typical structures and how they work
- Components of structured commodity trade finance ("SCTF") from a practitioner perspective with a "best practice" checklist
- The benefits and opportunities presented by insurance and other risk mitigants
- The lessons of the 2008 financial crisis: how did trade finance structures hold up?
- Pre-export finance and other relevant structures in a crisis context
- Full risk assessment: is SCTF the only way forward?
- The Coronavirus Can be an Opportunity to Re-define Your Business
- The benefits and opportunities presented by insurance and other risk mitigants

AGENDA

Risks in international trade as they apply to emerging markets:

- Political risk
- Performance and operational risks
- Credit and bank risks
- Price risk
- Illegality of contracts

International Trade Payment Instruments :

- The underlying problems of international trade
- Trade payment mechanisms and risk
- Risks for exporter/seller of the different payment terms
- Payment mechanism choices
- Events of payment default due to covid 19

Due Diligence & Monitoring :

- Assessing the key risk indicators
- Performance (production, delivery).
- Country (confiscation, embargo, currency)
- Origination & credit proposal (pre-approval).
- Loan set up (post approval).
- Monitoring tools or systems.

Borrowing base facilities:

- How do they differ from "Transactional Financing"?
- Can they be viewed as self-liquidating?
- How to structure a borrowing base
- What security needs to be taken?
- What are the potential loopholes in the protection
- Key terms of loan facilities that borrowers

The Global Financial Crisis and Its Impact on Trade:

- Policy Lessons from the 2008-2009 Crisis
- Lessons to be learned from the management of the 2008-2009 trade finance crisis
- Policy Actions during Crises

COVID-19 and commodity trade finance:

- How do these issues impact on commodity trade finance?
- How are committed funds likely to be impacted?
- Liquidity issues
- Financial covenants and cover ratios
- Electronic trade documentation

Risk considerations for pre-finance :

- Pre-export to finance grower/producer
- 'Push' factor for success of pre-finance
- Ownership of the commodity asset
- Pre-payment finance
- Difference between pre-financing
- Performance and country risks
- Security interests of financier
- Insurance solutions

Financial Risk Management Tools:

- Financial contracts or commercial contracts?
- Understanding price & basis risk (quality, location, time)
- Applying hedging mechanism and monitoring the exposure
- Assessing trading book P&L
- Reconciliation of hedge book and commercial book and the use of ERP / CTRM
- Financing Initial & Variation Margin
- Understanding a Tri-Party Agreement.

Financing trade in challenging markets:

- Commodity trading- markets and players
- Evolution of the trader's business model
- Structured trade finance and the supply chain
- Risk analysis of a commodity finance transaction



ABOUT BIZENIUS

Our Live online Training feature international thought leaders presenting insight, ideas, and advice. The sessions provide timely and strategic information about the business of learning, current trends impacting workforce development, Digital Innovation, Financial and Risk management, healthy safety, best practices for the industry, and practical information on the latest tools and technology. All our programs are interactive, flexible, and timely, our online training opportunities deliver the content you need to advance your career in a format that works for today's changing industry.

WHY CHOOSE US

- **Return on Investment (ROI)** - Delegates can transform the learning into their day to day work
- **Customized and Tailed Program** - Our programs are tailored to the needs of the client and their participants.
- **Cost Effective Program** - Quality training with competitive pricing – helping you achieve results within your budget.
- **Flexible Scheduling** - Select your own dates and timing or go with a pre-scheduled session.
- **Learn from Leaders** - All our program is conceptualized developed and delivered by the market leaders.

BECOME A MEMBER

- Members save on every course they nominate
- Post training support by our experts
- Higher return on investment
- Perfectly balance long term learning program
- Carry forward the credit amount to next year
- Use membership for in house , classroom & live online training

CLICK HERE OUR CLIENTS

Happy Clients



- Citi Group
- ADIB
- FBC Holdings Limited
- City Savings Bank Inc
- KFH
- NBC
- NMB
- CBA
- BNI
- CRDB
- NBAD
- Arab bank
- Bank Misr
- Ahli Bank
- NCB Bank
- Al Baraka
- ABSA Bank
- Capital Bank
- Stanbic Bank
- Bank of Africa
- Standard Bank
- Burgan Bank
- Credit Agricole
- Bank of Maldives
- Banque du Caire
- Saudi Fransi Capital
- Afriland First Bank
- National Bank of Angola
- NDB Bank
- Diamond Bank
- ECO Bank
- KCB Bank
- BCI
- Banque Havilland
- Croatian National Bank
- Raiffeisen Bank
- Patria BankGIPF HOUSE
- Equitybank
- AB Bank Rwanda
- Nedbank
- LCB Bank
- BCH Bank
- UMB Bank
- Bank of Kigali
- Safwa Islamic Bank
- Bank Windhoek
- National Bank of Kenya
- Bloom Bank
- The United Bank
- Capital Bank
- Bank Audi
- QNB
- Fidelity
- DBN
- Alizz Islamic Bank
- National Bank of Malawi
- MoniPlus
- NFC Bank
- BPR
- CABS
- Steward Bank
- PRASAC
- Central bank Oman
- Alliance Bank Malaysia
- Pride Microfinance Ltd
- MyBucks
- BNP Paribas
- Nedbank
- Ahli United Bank
- Keystone Bank
- Saib Bank
- Bank Muscat
- Afreximbank
- Raw Bank
- FBN Bank
- Bred Bank
- Union Bank
- Credit Bank
- Ly Hour
- SABB
- BANK ABC
- NBS Bank
- Commercial Bank of Kuwait
- Centenary Bank
- National Trust Bank
- National Bank of Egypt
- Rand Merchant Bank
- Capricorn Group Limited
- Egyptian Arab Land Bank
- Coronation Merchant Bank
- Arab Africa International Bank
- Safwa Islamic Bank
- United Development Bank
- Foreign Trade Bank - FTB
- Suez Canal Bank
- Lombard Odier
- Heritage Bank
- Trade & Development Bank

Safety - Covid 19 (For Classroom Program)

Our number one priority is the safety of our delegates and colleagues, especially in the light of recent health concerns across the world. In addition to this, BIZENIUS adds a further layer of health and safety best practice standards and guidelines, that will be followed at our events wherever applicable and possible. These measures will focus around four key areas: cleaning and hygiene, communications, protect and detect and physical distancing. They're designed to provide you with confidence that at any of our event around the world, we're striving to provide the highest standards of safety, hygiene, cleanliness and quality.

CLASSROOM PROGRAM DELIVERY POST COVID 19:

- BIZENIUS would be providing a face mask for all the delegates and staff
- Sanitized Venue – We would getting the meeting room sanitized on all the training days
- Thermal check of the delegates and staff before the start of the program on all the days
- Contact less provision of delivery material
- Social distancing - Limited number of delegates for classroom program



Wide range of
**Trainings & Consulting
Services**

Across the sectors

OVER
20 years experience
Across the Globe
MENA, EMEA Europe & Pacific

Blend of
**On-site presence &
Off-shore execution**

clients served across **50 Countries**
1000+ Trainings
Every Year



Across 4
Continents
+
50 Countries

STRONG 
multi-disciplinary
TEAM

Enhanced **value**
for money
proposition 



250 + Client

A world map with a grey background, showing continents. Overlaid on the map is a network of nodes and connections. Nodes are represented by circles of varying sizes, colored in dark blue, yellow, and light blue. Dashed yellow lines connect these nodes across the globe, forming a complex web of relationships. The nodes are distributed across all major continents, with a higher density in North America, Europe, and Asia.

3500 + Delegates

A word cloud of business-related terms in blue, with 'WORLD' as the largest word. Other prominent words include 'TEAMWORK', 'ADVANTAGE', 'PEOPLE', 'CONCEPTS', 'MOTIVATION', 'BUSINESS', 'STRATEGY', 'INNOVATION', 'SALES', 'IDEA', 'FUTURE', 'PROFIT', 'GROWTH', 'DEVELOPMENT', 'PRODUCTIVITY', 'COOPERATION', 'STOCK MARKET', 'GLOBAL', 'CONNECT', 'IDEA', 'PLANNING', 'INVESTMENT', 'FUTURE', 'DATA', 'SALES', 'PROFIT', 'ADVISE', 'COMMUNICATION', 'GROWTH', 'TEAM', 'SALES'.

[illegible]