



Trade Finance Instruments

24 – 28 November 2025

London / UK

Introduction

Trade finance is a critical component of global commerce, facilitating secure and efficient transactions between buyers and sellers across borders. This 5-day course provides an in-depth understanding of key trade finance instruments, their mechanisms, risks, and applications in international trade. Participants will gain practical insights into Letters of Credit (LC), Letters of Guarantee (LG), Bills for Collection (B/C), Trust Receipts (TR), and related loan facilities such as short-term loans, overdrafts, and import/export financing.

Objectives

By the end of this course, participants will be able to:

- Understand the fundamentals of trade finance and its role in international trade.
- Master the structure, types, and operational processes of Letters of Credit (LC).
- Learn the purpose, types, and risk management of Letters of Guarantee (LG).
- Explore the mechanisms and best practices for Bills for Collection (B/C).
- Gain insights into Trust Receipts (TR) and their role in trade financing.
- Examine various short-term financing facilities, including overdrafts, import loans, and export loans.
- Develop risk assessment and mitigation strategies in trade finance.
- Apply knowledge through case studies and real-world scenarios.

Who Should Attend?

This course is ideal for:

- Banking professionals (Trade finance officers, relationship managers, credit analysts)
- Corporate treasurers & finance managers involved in import/export operations
- Compliance & risk management professionals
- Legal advisors dealing with trade documentation
- Entrepreneurs & business owners engaged in international trade
- Auditors & consultants specializing in trade finance

Course Outline**Day 1: Introduction to Trade Finance & Letters of Credit (LC)**

- Overview of trade finance and its significance
- Key parties and processes in trade transactions
- Letters of Credit (LC):
 - Types of LCs (Revocable/Irrevocable, Confirmed/Unconfirmed, Transferable, Standby)
 - LC lifecycle: Issuance, amendment, presentation, and settlement
 - Common discrepancies and risk mitigation

Day 2: Letters of Guarantee (LG) & Bills for Collection (B/C)

- Letters of Guarantee (LG):
 - Types (Bid Bonds, Performance Guarantees, Advance Payment Guarantees)
 - Legal and operational considerations
 - Fraud prevention and risk management
- Bills for Collection (B/C):
 - Clean vs. Documentary Collections
 - Process flow under URC 522
 - Advantages and risks compared to LCs

Day 3: Trust Receipts (TR) & Short-Term Financing

- Trust Receipts (TR):
 - Definition and purpose in trade finance
 - How TRs facilitate inventory financing
 - Risks and safeguards for banks
- Short-Term Financing Facilities:
 - Overdraft facilities – features and suitability
 - Working capital loans for traders

Day 4: Import & Export Loan Facilities

- Import Loans:
 - Pre-import and post-import financing
 - Structuring loans based on LC terms
- Export Loans:
 - Pre-shipment and post-shipment financing
 - Financing against export documents
- Case studies on structuring trade loans

Day 5: Risk Management & Practical Applications

- Credit, operational, and country risks in trade finance
- Fraud detection and prevention techniques
- Interactive Workshop:
 - Drafting LC and LG terms
 - Handling discrepancies in trade documents
 - Role-playing negotiation scenarios
- Final Q&A and certification

Training Method

- Pre-assessment
- Live group instruction
- Use of real-world examples, case studies and exercises
- Interactive participation and discussion
- Power point presentation, LCD and flip chart
- Group activities and tests
- Each participant receives a 7" Tablet containing a copy of the presentation, slides and handouts
- Post-assessment

Program Support

This program is supported by interactive discussions, role-play, case studies and highlight the techniques available to the participants.

Schedule**The course agenda will be as follows:**

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| • Technical Session | 08.30-10.00 am |
| • Coffee Break | 10.00-10.15 am |
| • Technical Session | 10.15-12.15 noon |
| • Coffee Break | 12.15-12.45 pm |
| • Technical Session | 12.45-02.30 pm |
| • Course Ends | 02.30 pm |

Course Fees*

- **6,500 USD**
**VAT is Excluded If Applicable*