MERCURY

Certificate Course in Advanced Trade Finance Masterclass

28 June – 2 July 2027
London (UK)



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Istanbul - Türkiye: +90 539 599 1206
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Ref: 2073_1081116 **Date:** 28 June – 2 July 2027 **Location:** London (UK) **Fees:** 5800 Euro

Introduction

Securing the company's assets while transacting with local and international customers is critical for the success and sustainability of a business.

This advanced patronage finance course teaches you how to properly transact with foreign companies to support your topline without sacrificing your assets and financial stability. You will also learn how to negotiate with trade counterparties to secure favorable commercial terms, engage in impactful trade finance solutions, and utilize advanced trading strategies.

This comprehensive trade finance certification course provides an essential certification for professionals looking to deepen their expertise in trade finance solutions and advanced trading techniques.

Through this trade finance certificate course, delegates will emerge confident in navigating the complex world of international trade finance effectively, contributing to trade finance conferences with insights and strategies, and achieving a high level of competence in structured trade financing.

Targeted Groups

- Financial controllers.
- Procurement professionals.
- Financial analysts.
- Business development managers.
- Financial managers.
- Management accountants.
- Business analysts.
- Treasury professionals.
- This advanced trade finance masterclass certification course is for persons who want to gain significant experience to improve their careers in trade finance.

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Course Objectives

By the end of this trade finance training, participants will be able to:

- Understand the dynamics of the global trade finance market and institutions' responses.
- Empower delegates to become better practitioners in finance masterclass settings.
- Demonstrate advanced knowledge of trade finance beyond typical payment methods.
- Gain insight into customer risk perceptions and the paradoxes this can create
- Understand why open account trading is prevalent despite the risks.
- Discuss why the letter of credit is still widely used.
- Recognize trade finance's challenges in compliance, particularly with FCC and AML considerations.
- Realize the profitability and low credit risk potential of well-managed trade finance.
- Appreciate the trade finance cycle, including break-even analysis.
- Realizing sanctions are now mainstream considerations.
- Comprehend the risk-based approach and its impact on trade finance.
- Get to grips with various financial crime compliance terminologies like DDD, FATF, TI, and CPI.
- Understand and identify the traditional risks.
- Review the essential products and how the customer analyzes his risk.
- Master the aspects of supply chain management and finance.
- Learn about the conventional letters of credit and the four contract concepts.
- Discover the depth of standby letters of credit and their role in bank-supported trade.
- Learn about finance issues related to exporting and controlling credit exposure.
- Explore the effective use of collections as a form of short-term finance.
- Understand international demand and contract guarantees/bonds.

Targeted Competencies

At the end of this finance masterclass, the target competencies will be able to improve:

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- Understanding advanced trade finance.
- Negotiating commercial terms effectively.
- Securing assets and maintaining profitability.
- Utilizing trade finance tools to enhance revenues.
- Mitigating risks associated with trade finance.

Course Content

Unit 1: The Current Market Place

- Recent evolution and current developments in trade finance.
- The challenge of emerging markets.
- The influence of China's economic activities.
- Geo-political challenges, especially protectionism.
- The spectrum of trade finance clients, from global corporations to SMEs.
- Fundamental understanding of trade finance.
- Typical users of trade finance products and services.

Unit 2: Financial Crime Compliance & Sanctions

- The significance of compliance in trade finance.
- Risk-based approaches to trade finance.
- TI CPI, FATF, Wolfsberg, ICC, OFAC, and other influencers.
- CDD and the need to obtain a clear line of sight across the value chain.
- Money laundering methodologies - how is it done?
- Documentary fraud.
- PEPS.
- An overview of sanctions and their impact.

Unit 3: Traditional Risks - The Critical Issues

- Risk identification and management in trade finance.
- Credit, market, and operational risk considerations.
- Political and country risk factors.
- Bank and institutional risk assessment.
- Corporate and other critical risks.
- Importer and exporter risk evaluation.
- Other risks in the transaction and how to mitigate them transport risk, warehousing, and force majeure.
- Risk mitigation, management, and transfer.

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Unit 4: Supply Chain Management & Finance

- The origins of SCM and what it means in practice.
- Understanding the issues in SCM - "the tug of war" between supplier and buyer.
- Bringing about a "balance" between parties for effective processing.
- Understanding the movement of 'information, goods, and cash."
- The main SCF models for supply chain finance are accounts payable-centric, accounts receivable, and BPO.
- Review the risk aspects of SCF.

Unit 5: Standby Letters of Credit

- History and origin.
- The dominant trade finance product.
- Uses of standby letters of credit.
- Risk management via standby letters of credit.
- Issuance and assessment.
- Pricing strategies.
- Understanding ISP98 and UCP 600 applications in standby letters of credit.
- Fraud detection and prevention.

Unit 6: Export Finance issues

- Looking at the big picture.
- Understanding the purpose of borrowing.
- Country risk issues.
- The reality of title and control.
- Negotiation under letters of credit.
- Discounting of deferred payment L/C, acceptance credits with or without recourse.

Unit 7: Controlling Credit Exposure - Formulating a Limit

- Trade cycle analysis.
- Timeline utilization.
- Assessment and management of funding gaps.

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Unit 8: Structuring Finance for the Trader

- Trade flow analysis for finance structuring.
- Facility size and structure assessment.
- Specific lending with identifiable maturity dates.
- Appreciating and controlling sources of repayment.

Unit 9: Effective Use of Collections for Short-Term Finance

- Collections as a financial tool.
- Risk identification and mitigation strategies.
- Control maintenance in financial transactions.

Unit 10: Supporting the Trader

- Utilizing goods as collateral.
- Valuation of goods for trade finance.
- Understanding the importance of pledges and trust receipts.
- Structuring lending for trade finance.