

## 1-DAY COURSE ON SUPPLY CHAIN & EXPORT FINANCE

### Concepts of Trade Finance

#### Cashflow, Risks and Remedies in contractual payment terms:

- Open account
- Documentary collection
- Documentary letter of credit
- Confirmed documentary letter of credit

#### How traditional trade finance is geared to risks and remedies in maritime trade:

- Bill of Lading and insurance
- ICC terms
- Transport by container, lorry and air

#### Usage of Letter of Credit and Bill of Exchange to generate pre- and post-shipment finance:

- Drawing a bill against an L/C before shipment
- Availment of an L/C by drawing a bill at term: discount and rediscount facilities
- Comparison of remedies for the creditor and their bank, as opposed to financing an invoice
- Domestic bill products (Ricevuta Bancaria in Italy; LCR in France)

#### Risk and financing in the Working Capital cycle:

- Order-to-cash and financing buyers and inventory
- Purchase-to-pay and financing suppliers
- Impact of electronic invoicing and SWIFT's "Bank Payment Obligation"
- Borrower using the credit capacity of its debtors

#### Non-documentary Supply Chain Finance products

- Single trade products (forfeiting, pre-export finance)
- Portfolio products (securitisation, factoring, invoice discounting)
- Supply Chain finance as a sales tool and as a purchasing tool
- Buyer-driven supply chain models
- Bank-conduit supply chain models

#### Export support

- Export credit insurance and finance
- Private credit insurers
- Government credit insurers
- ECGD and its services