NATIONAL INSTITUTE OF BANKING AND FINANCE
NIBAF Pakistan
EMPOWERING FOR EXCELLENCE

TIMINGS
9:00 AM - 5:00 PM

TRAINING FEE
PKR 15,000
PER PARTICIPANT EXCL. TAX

NIBAF PAKISTAN
KARACHI

TRAINING DATE
OCTOBER 28, 2025

TRAINING MANAGER: MS. FARAH KHAN | farah.khan@ibp.org.pk | 021-35277535

TRADE
REGULATORY GOVERNANCE & RISK MITIGATION TECHNIQUES

COURSE OVERVIEW

This training will help participants to identify, assess and mitigate the risks in banks resulting from trade financing transaction in today's complex global trade banking environment. Participants will learn how to deal with red flags, real and potential frauds efficiently and effectively in trade finance and to ensure compliance with regulatory framework.

COURSE CONTENTS

- What is International Trade?
- Importance of Correspondence arrangements (FI Relationship) for a Bank.
- Maintaince of (NOSTRO, VOSTRO, ESCROW) accounts.
- Role of ICC, WTO, WB, IMF, IFC & WCO in international trade
- TBML Framework and risk mitigation
- Pakistan Single Window
- Ecommerce policy & eUCP
- International Sanctions and its importance
- List of FATF/ high risk countries
- Documentation in Foreign Trade
- Basic concept of Logistics, Transportation & shipping lines etc.
- Applicable regulation in Trade Finance
- Risk Mitigation in Trade products: -
  - ¤ Letter of Credit
  - ¤ Documentary Collection
  - ¤ Advance Payment
  - ¤ Open Account
  - ¤ Bank Guarantees / SBLCs
- How we can avoid, reduce, transfer and accept the risk in Trade Finance.
- What is the role of monitoring and four eye principal in transactions?

TARGET AUDIENCE

- Officials from Regional Trade and Credit Hubs
- Trade Finance Operational Staff
- Bank Staff from Risk Management, Audit & Compliance
- Relationship Managers (Corporate, Commercial & Retail Banking)

FACILITATOR

MR. AQEEL MUSLIM is an accomplished and result oriented professional with an experience of over 30 years in Banking and Finance industry and a proven track record backed by sound managerial, strong analytical, problem solving and communication skills. Currently he is serving National Bank of Pakistan as Divisional Head Trade Finance. His diversified professional experience includes working with private local and multinational transnational banking industry like Habib Bank Limited, Credit Agricole Indosuez, NIB Bank and Standard Chartered Bank Limited. He has worked in development of Trade Centers Pan Pakistan basis in centralized environment - North & South hubs. He has implemented ICFR / COSO in Trade Operations. Previously, he has served Dubai Islamic Bank and Standard Chartered Bank as Head of Trade Finance. He has also served at NIB Bank Limited as SVP – Head Transaction Banking (Trade). He holds Master's degree in Finance.