



APRIL  
7-9, 2026

# CERTIFIED TRADE PROFESSIONAL



9 AM - 5 PM



## COURSE OVERVIEW

 **NIBAF, PAKISTAN (KARACHI)**

The Certified Trade Professional (CTP) program is a comprehensive Three-Day certification designed to equip participants with an in-depth understanding of modern international trade dynamics, regulatory frameworks, and emerging digital trends in global commerce. The course covers the operational, regulatory, and financial dimensions of trade—from global trade governance and foreign exchange regulations to trade finance products, logistics, Incoterms 2020, and digital transformation initiatives introduced by the State Bank of Pakistan (SBP).

Participants gain hands-on knowledge of essential trade tools, including HS Coding, SWIFT MTs, NOSTRO/VOSTRO accounts, digital trade transactions, e-commerce frameworks, trade onboarding and supply chain finance innovations. The training also emphasizes risk mitigation through enhanced due diligence under the SBP TBML Framework 2025 and understanding FATF high-risk jurisdictions and products. By the end of the program, participants will be prepared to navigate the complexities of international trade operations, meet compliance requirements, and adopt digital-first practices shaping the future of trade.



## TARGET AUDIENCE

This certification is ideal for professionals involved in international trade, banking, logistics, or compliance, including:

**Banking & Financial Sector:** Trade finance officers, Foreign exchange dealers & treasury staff, Relationship managers handling trade clients, Compliance, AML/CFT, and risk management officers

**Corporate & Business Sector:** Exporters and importers, Supply chain, procurement & logistics professionals, Entrepreneurs engaged in cross-border commerce, E-commerce sellers working on B2B, B2C, or B2B2C models

**Government, Regulatory & Development Sector:** Trade regulatory officers, Customs, shipping, and freight forwarding personnel, Professionals working in chambers of commerce & trade bodies

**Academia & Students:** Business graduates specializing in International Trade, Banking, Finance, or Supply Chain, Researchers or trainers in economics, global trade, or regulatory policy

**FEE: PKR 54,000** PLUS TAX



021-35277511 | 051-9269850



marketing@nibaf.org.pk | registration@nibaf.gov.pk



0303-0652963

# CERTIFIED TRADE PROFESSIONAL



## Course Outcomes

- Understand the global trade landscape, key conventions, and the role of major international organizations.
- Explain the functions of NOSTRO, VOSTRO, LORO, and ESCROW accounts in international banking.
- Apply HS Coding and SWIFT MT standards in global trade transactions.
- Interpret Pakistan's trade regulations, including FE Acts, SBP manuals, and circulars.
- Navigate import/export rules, SROs, notifications, and compliance requirements.
- Apply logistics, freight forwarding, and shipping processes in trade operations.
- Use ICC Incoterms 2020 effectively in international trade contracts.
- Distinguish between traditional trade payment methods and modern trade finance instruments.
- Utilize funded trade finance facilities such as FIM, FATR, FAPC, ERF, and FBP.
- Understand supply chain finance innovations including dynamic discounting and early payments.
- Apply principles of sustainable and green finance in international trade.
- Understand SBP's digital initiatives including DTT, ePRC/S-PRC, eBL, and e-commerce frameworks.
- Navigate B2C and B2B2C export regulations under Pakistan's digital trade policies.
- Identify FATF high-risk countries, products, and customers for trade compliance.
- Apply SBP TBML Framework 2025 with focus on high-risk transactions and enhanced due diligence (EDD).
- Understand KYC onboarding requirements and regulatory expectations for trade clients.

## Day-01

### INTERNATIONAL TRADE GOVERNANCE & FOREX OPERATIONS

#### Overview of the Global Trade Landscape

- Defining Trade, Business, and Entrepot Trade
- International Trade Conventions:
  - ◊ Key frameworks and agreements that govern global trade
- International Correspondence Banking Accounts:
  - ◊ Understanding NOSTRO, VOSTRO, LORO, and ESCROW accounts
- The Role of Key International Organizations:
  - ◊ Functions and contributions of the ICC, WTO, IMF, World Bank, and WCO in shaping international trade
- Pakistan Single Window Initiative:
  - ◊ A comprehensive overview of PSW and its impact on trade facilitation
- HS Coding System & SWIFT MTs:
  - ◊ Key factors in WCO transactions and Implementation of SWIFT MTs

#### Understanding Trade Policies, Regulations & Forex Operations in Pakistan

- Key Terminologies & Import Export Control Act, 1950
  - ◊ Understanding rules, regulations, acts, laws, SROs, notifications, and gazette notifications
- Foreign Exchange Regulation Act, 1947:
  - ◊ An overview of the FE Regulations governing foreign exchange transactions in Pakistan
- Foreign Exchange Manual, 2020:
  - ◊ Key guidelines and operational procedures under the Foreign Exchange Manual
- SBP Circulars & EPD Circular Letters:
  - ◊ Understanding the impact and implementation of FE circulars

## Logistics, Transportation, and the application of Incoterms 2020

- Logistics & Logistic Management
  - ◊ Freight Forwarding and Transport Roles
  - ◊ Container Operations & Shipping Process
  - ◊ FCL & LCL Movement of Containers
  - ◊ Basic Shipping Concepts- Liner/Tramping
- An-Overview-ICC Incoterms-2020
  - ◊ Inco terms-Application & usages

## Day-02

### TRADE FINANCE PRODUCTS & SERVICES

- Evolution of Trade Finance
- Trade Facilities Required by Customers

### Traditional Methods of Payments in trade

- Overview of Trade-Based Funded Facilities
- Finance Against Imported Merchandise(FIM)
  - Finance Against Trust Receipt (FATR)
  - Finance Against Packing Credit (FAPC)
  - Export Refinance Facility (ERF)
  - Foreign Bills Purchased (FBP)

### Supply Chain Finance Innovations

- Introduction to Supply Chain Finance
- Dynamic Discounting and Early Payment Programs

### Green Finance in International Trade

- Sustainable Trade Finance Practices
- Eco-Friendly Financing Option

## Day-03

### GLOBAL TRENDS & SBP'S DIGITAL TRANSFORMATION IN FOREIGN EXCHANGE

- Digital Innovations in Foreign Exchange Operations
  - ◊ Digital Trade Transaction (DTT)
  - ◊ Digitalizing of Documents in International Trade
  - ◊ E-Commerce Policy of Pakistan
- SBP Measures and Regulatory Framework
  - ◊ Regulation for e-Commerce Exports under WeBOC
  - ◊ Digital issuance and verification of (ePRC) and (S-PRCs)
  - ◊ Framework for Exports of Goods under (B2B2C) Model
  - ◊ Business to Consumer (B2C) e-Commerce Export
  - ◊ Advantages and challenges of eBL & challenges
  - ◊ Exports of Software, Information Technology (IT) and IT Enabled Services (ITeS)



### FATF High-Risk Countries, Customers, and Products:

- A list of countries and products under heightened scrutiny by the Financial Action Task Force (FATF)

### SBP TBML Framework 2025 – High Risk Transactions & EDD

- The KYC Onboarding Process
- Regulatory Frameworks Governing KYC
- Challenges in KYC Onboarding

## FACILITATOR

### Mr. Ejaz Ahmed Qadri

Ejaz Ahmed Qadri has an M.B.A. (Banking & Finance) from the Institute of Business Management, IoBM Karachi, M.A (IR) from Sindh University, and LLB from the University of Karachi. He has 30 years of diversified experience working in various departments of the State Bank of Pakistan, SBP Banking Services Corporation (Bank). He was the in-house trainer of the State Bank of Pakistan & SBP BSC (Bank) for the National Institute of Banking & Finance (NIBAF), Karachi / Islamabad Campuses. Currently, he is associated with HabibMetro Bank Ltd. (A subsidiary of Habib Bank A.G. Zurich) as a Trade Consultant and Chief Facilitator for the country-wide delivery of trade courses. He has delivered at more than 16 leading Commercial Banks in Pakistan/ including Foreign Banks, 15 multinationals, and Public and private sector organizations. Besides the above, he is also a part of the Pakistan Institute of Management (PIM), Institute of Bankers Pakistan (IBP), and NIBAF. He writes many articles in different publications on international trade, trade finance products, and services. He achieves numerous certificates, recognitions, and souvenirs from various banks and other organizations.