

Trade Finance

Risk-Proofing Global Transactions

International trade involves financial, documentary, regulatory, and operational risks that can lead to fraud, financial losses, and compliance breaches. This one-day program focuses on identifying, assessing, and mitigating global trade risks, covering documentary credits, TBML, AML/CFT, sanctions, foreign exchange, payment, shipping, and digital trade risks. It incorporates key international standards, including UCP 600, ISBP 821, URC 522, Incoterms® 2020, and applicable SBP regulations. Through practical case studies and risk-assessment exercises, participants will learn to identify red flags, strengthen controls, and facilitate secure and compliant trade transactions.

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2026



NIBAF, PAKISTAN
(KARACHI)

FEE:
PKR
18,000
(Plus Tax)

TRAINING MANAGER:
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COURSE CONTENTS

1. Evolution of Trade Finance
 - Historical Overview and Trends
 - Impact of Technological Advancements
 - Emerging Challenges and Opportunities
 - Digitization of Trade Documents
2. Introduction to Trade Finance
 - Definition and Importance of Trade Finance
 - Key Stakeholders: Importers, Exporters, Banks, and Insurers
 - Overview of Trade Finance Market & Trends
3. Trade Finance Products
 - Letters of Credit (LC): Structure, Types, and Applications
 - Documentary Collections (D/P and D/A)
 - Trade Guarantees (Performance, Advance Payment, Bid Bonds)
 - Supply Chain Finance (Factoring, Forfaiting)
 - Open Account Trading & Countertrade
4. Roles of Banks and Financial Institutions
 - Financing and Advising Exporters/Importers
 - Working with Export Credit Agencies (ECAs)
 - Multi-Bank Solutions for Trade Financing
5. Risks in International Trade
 - Credit Risk, Foreign Exchange Risk, Interest Rate Risk
 - Country and Political Risk
 - Legal and Regulatory Risks

Risk Mitigation in Trade Finance

6. Risk Mitigation Techniques in Trade Finance
 - Hedging Tools for Currency and Interest Rate Risk
 - Insurance Products (Export Credit Insurance, Political Risk Insurance)
 - Use of Standby Letters of Credit (SBLC) for Risk Reduction
 - Managing Non-Payment Risks
7. Compliance & Legal Framework
 - Sanctions, Anti-Money Laundering (AML) Compliance
 - KYC Requirements in Trade Finance
8. Emerging Trends & Technologies in Trade Finance
 - The Role of Block chain in Trade Finance
 - Digital Trade Platforms & Fintech in Trade
 - The Future of Risk Mitigation in Trade Finance

TARGET AUDIENCE

- Trade Finance Professionals:
- Trade Officers
- Foreign Exchange Officers
- Audit Officers
- Importers & Exporters:
- Corporate Treasury Managers:
- Risk Managers
- SME /Entrepreneurs:
- Legal & Compliance Professionals

FACILITATOR

Ejaz Ahmed Qadri

Mr. Ejaz Ahmed Qadri has almost 30 years of diversified experience of working in various departments of State Bank of Pakistan and SBP Banking Services Corporation (Bank). He has worked mainly in operational areas of this esteemed institution. His experience spans in the major departments of SBP & SBP BSC (Bank) including Exchange Policy Department (EPD), Statistics & DWH, FEOD, Development Finance Support (DFSD) and Training & Development Department (T&DD). He was also SBP BSC in-house trainer and conducted various training programs on International Trade & Foreign Exchange Operations at National Institute of Banking & Finance (NIBAF), Karachi and Islamabad for SBP & SBP BSC officers of YPIP, Assistant Directors and SBOTS. Currently he is associated with Habib Metropolitan Bank Ltd. (A subsidiary of Habib Bank AG Zurich) as a Chief Facilitator (Vice President). Being a Certified Trainer, he is also a member of The Institute of Bankers Pakistan (IBP) since 2009 and various other private Training Forums of Pakistan viz. ICIL Pakistan, Quick Biz International, Professional Training Solution (PTS) etc. He has also conducted various training workshops at Training Centers/Colleges of leading Commercial Banks of Pakistan viz NBP, HBL, MCB, ABL, BAF, RBS, Deutsche Bank, ICBC Pakistan & Bank Al-Habib Ltd. He has also attended/participated in various Seminars & Workshops on International Trade & Practices within the aforesaid organizations including IBP, PIM, and IoBM Karachi. Besides M.A, D.A.E and L.L.B, he has done M.B.A (Banking & Finance) from Pakistan's leading business institution, IoBM Karachi.

