NIBAF Pakistan
NATIONAL INSTITUTE OF BANKING AND FINANCE
EMPOWERING FOR EXCELLENCE

Trade Risk Profiling

SEPTEMBER 4, 2026 | **9:30 AM - 12:30 PM**

Course Overview

With the greater emphases on KYC/CDD for customer and being very complicated and vast field .Its equally important now a days for banks to focus on Trade Customer as TBML is one of the largest money laundering tool for money launderer. There are certain risk attached to trade customer which required attention from the banks and hence the risk profiling of trade customer is now mandatory and after the Circular No 04 of 2019 dtd : October 14,2019 , risk profiling for trade customer become mandatory for all the banks.

Trade transaction are very structured and hence its a speciliazed field and hence risk profiling of trade customer is very technical and required enhance knowledge of Compliance and Trade to made a proper risk profiling of trade customer after incorporating all the necessary competent deemed fit to rate the customer as HIGH/MEDIUM OR LOW.

This workshop is designed to learn the tools and necessary equipped knowledge in order to arrange a good model of Risk Profiling of Trade Customers.

This workshop required an individual to have basic knowledge of trade / compliance/audit/risk.

Learning Objectives

By the end of the training program, participants will be able to:

learn the techniques used in making risk profile of trade customer, understand the use of every component deemed necessary for risk profiling and also help the team of people to make a good model for risk profiling

Course Outline

RISK PROFILING OF TRADE CUSTOMERS.

- Overview of Trade Finance.
- Overview of Bank AML/CFT Policies for Trade Risk
- Introduction to Risk Profiling of Trade Customers
- Component of Risk Profiling of Trade Customers.
- Risk Scoring
- Calculation of Risk Scoring
- Financial Worth of the customers
- Trade Turnover calculations

FEE: PKR 12,000 PLUS TAX

ONLINE TRAINING

021-35277511 | 051-9269850 marketing@nibaf.org.pk | registration@nibaf.gov.pk 0303-0652963

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Who Should Attend?

- Officers/Manager/Senior Managers - Trade Finance
- Officers/Manager/Senior Managers- Compliance.
- Officers/Manager/Senior Managers -Risk Management
- Regional compliance managers.
- Regional Risk Managers
- Officers/Manager/Senior Managers Audit
- Regional Audit Managers
- Head of Trade Operations
- Head of TBML.
- Head of Risk Management
- Head of Audit.

Facilitator

Mr. Salim Thobani is a highly skilled financial crime compliance professional specializing in Anti-Money Laundering (AML), Trade-Based Money Laundering (TBML), sanctions compliance, financial crime prevention, and regulatory compliance. He holds several professional certifications, including Certified Anti-Money Laundering Professional (CAMLP), Certified Trade Compliance Specialist (CTCS), ACAMS, Advanced Certification in Sanctions Screening (ACSS), and Certified Sanctions Screening Professional (CSSP). With extensive expertise in AML and financial crime compliance, he is proficient in risk assessment, transaction monitoring, regulatory reporting, sanctions screening, customer due diligence, and enhanced due diligence. He has specialized knowledge of TBML risk identification and mitigation, sanctions evasion typologies, and compliance with OFAC, United Nations, and European Union sanctions regimes. He also possesses in-depth knowledge of FATF guidelines, local AML and CFT regulations, and international regulatory standards. Throughout his career, Salim has contributed to the implementation of AML and CFT compliance frameworks for financial institutions, conducted TBML risk assessments, strengthened due diligence processes, and provided advisory support on sanctions and financial crime risks. He is also experienced in developing compliance programs and delivering specialized training to financial sector professionals on emerging financial crime risks and regulatory requirements. His professional focus is on strengthening financial integrity through effective compliance strategies, robust risk management, and practical financial crime prevention measures.

adnan.haider@nibaf.org.pk 021 35277505