MALAYSIAN EXPORT ACADEMY
(HRD Corp Registered Training Provider)
presents

HRD Corp Claimable Courses

FUNDAMENTALS OF STRUCTURED TRADE FINANCE

(Programme No. 10001614931)

4 & 5 December 2025, Thurs & Fri | 9.00am – 5.00 pm | Empire Hotel Subang

OBJECTIVES

Upon completion of this Course, participants will:

- Have better knowledge of the purpose, mechanics and benefits of Structured Trade Finance solutions or arrangements and the documentary requirements.
- Be aware of the inherent risks associated with Structured Trade Financing, mitigating controls (KYC) and conditions precedent to ring-fence them, including using Export Credit Insurance to cover settlement risks and criteria.
- Appreciate the FX, fee and interest income potentials of each of these tailor-made or Structured Trade Finance solutions and the cross selling and spin-off business opportunities that can be generated.
- Learn how to further enhance, maintain and sustain the existing trade businesses and customer relationships.
- Understand the comparative and competitive advantages of Structured Trade Financing, to create market niche.

TARGET AUDIENCE

- Relationship Officers / Managers
- Branch Sales & Credit Officers, including Branch Managers
- Business Development Officers
- Trade Sales & Marketing Officers
- Regional Centres' Officers, RMs & Managers
- Risk Management, Audit, Compliance Officers & Managers
- Treasury Sales & Marketing Officers
- Investment Banking Relationship Officers and Managers.
- Trade Operations Officers.

METHODOLOGY

This course will be workshop based, comprising lectures, sharing of facilitator's experiences, class discussions on actual cases.

PROGRAM OUTLINE

1. Introduction To Structured Trade Finance

a. What is Structured Trade Finance, purpose and terms of engagements.
b. Benefits, business & income potential, customer reach & focus.
c. Comparative and competitive advantage and creating market niche.
d. Conditions precedent, operational controls, documentary requirements.
e. Export Credit Insurance, purpose, coverage and limitations
f. Due diligence – KYC, KYCC, KYCB & Concentration Limits

2. Trade Receivables or Invoice Financing

g. An alternative financing option to Open A/C trading
h. Mechanics, features, benefits and conditions precedent.

3. Financing 3rd Party And 3rd Country Shipments

i. Types of 3rd Party & 3rd Country shipments and the related trade loans
j. Banks' concern on transfer pricing, siphoning of funds & money laundering

4. Financing Counter Trade

k. Various types of Counter Trade arrangements
l. Business potentials, income contributions and spin-off business
m. Features, benefits, mechanics and conditions precedent

5. **Financing Avalised Bills of Exchange (B/E) and Promissory Notes (P/N)**
    - Definitions, exposure perimeters and conditions precedent
    - Managing Bank and Country risks and exposure limits

6. **With or Without Recourse Export LC Negotiations**
    - With or Without Recourse LC Negotiations
    - Booking Options of LC Negotiation loans
    - Discretionary Export LC Negotiation business (non-borrowing customers)

7. **Cross-Border, On-shore or Off-Shore Financing**
    - Purpose and types of Cross-Border Financing
    - Financing Options in Foreign or Local Currency
    - Bank and Country risks and country exposure Limits

8. **Vendors or Supply Chain Financing Programs**
    - Financing Suppliers or Vendors on Buyers' behalf
    - Income sharing options between Customer (Buyer) and Bank.
    - Accounting Treatment and Credit Line Utilisation

9. **Warehouse Receipts or Collateral Management Financing.**
    - Mechanics, purpose and the securitisation of collaterals
    - Income and business contributions and spin-off business
    - Risk management, mitigating controls & conditions precedent

10. **Case Studies:**
    - Landmark LC Court Cases – Lessons to be learnt
    - Identifying Customer's Structured Trade Finance Needs – Team Efforts
    - Role Play (sales & marketing) - Optional

TRAINER'S PROFILE

PHUA POH SENG (JIMMY)

Jimmy has more than 35 years of practical Trade Finance and Services experience, where he had specific responsibilities for Trade Finance operations, sales and marketing, structuring of Trade Finance deals and conducting Trade Finance training programs for Banks' Sales, Marketing and Trade Operations staff (including Relationship Managers, Risk Management, Compliance, Audit) and Trade customers. Jimmy was also responsible for the Banks' trade fee and interest income targets (KPIs) and trade credit lines utilization.

Jimmy was a member of EXIM Bank Malaysia's Export Credit Refinancing Working Committee, Bank Negara Malaysia's New Trade Products Working Committees (on Bankers' Acceptance and the Strategic Trade Act) and ICC Malaysia Banking Committee and Task Group.

Jimmy started his banking career with Malayan Banking Berhad as a Fresh Graduate Trainee before moving to The Chase Manhattan Bank N.A (now JP Morgan Chase) to head Trade Finance and Services (AVP). Positions which Jimmy has held before joining OCBC Malaysia Berhad were Trade Advisor (VP) for AmBank (M) Berhad, Head of Trade Finance (VP) for Asian Finance Bank (Islamic Bank), Trade Advisor (VP) for EXIM Bank Malaysia Berhad, General Manager of Trade Finance for Alliance Bank Malaysia Berhad, Head of Trade Services (VP) for Deutsche Bank (M) Berhad and Head of International Trade Finance (AGM) for Kwong Yik Bank Berhad (now RHB Bank).

Jimmy has joined YL Chee Global's Aston Advisory Sdn. Bhd. (an auditing, accounting, corporate consultancy, firm.), as Head of Banking Consultancy, to provide his extensive knowledge in Conventional Trade Financing mechanisms and Structured Trade Financing solutions and experience in helping SMEs and Corporates to utilize Banks' and Financial Institutions' trade financing instruments and services products.

Jimmy's last employment was with OCBC Bank Malaysia Berhad, as Trade Advisor (Vice President). He played an active advisory role on all aspects of OCBC Bank's import and export Trade Operations and Trade Financing instruments.

Jimmy is currently working for a Malaysian subsidiary of a Public listed Australian Company, as Advisor – Banking & Trade Finance, since 2020, providing his experience and expertise on Trade Financing.

PARTICIPATING FEE (HRD Corp Claimable Course)

REGISTER NOW → RM2, 160 per person for 2 days

Fee inclusive of Tea-breaks, Lunch, Course Notes, Certificate of Participation and 8% SST

For registration:

1. Please email us a copy of your registration form;
2. (HRD Corp Registered Employer) Please apply via HRDCorp e-TRiS for HRD Corp Claimable Course scheme before training date (subject to approval),
Training fee claiming = RM2,160 per person; and
3. (HRD Corp Registered Employer) Upon training completion, please fill up form **PSMB/SBL-Khas/JD/14** and return it to us immediately. The delay in returning the form will result in delay of the employer's submission of claims.

ORGANISER **(MyCoID: 791613A)**

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REGISTRATION FORM **(Email:)**

Name	Designation	Handphone no.
1. ______________	______________	______________
2. ______________	______________	______________
3. ______________	______________	______________

Company/Organization:______________________________

Nature of Business: ______________________________

Address: ______________________________

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Telephone:______________________ **Fax:** ______________________

Email: ______________________ **Contact Person:** ______________________

Is your company registered with the HRD Corp?

___ Yes **___ No** **(please tick)**

Is your company a Small and Medium Enterprise (SME)?
___ Yes **___ No** **(please tick)**

Participating Fee (HRD Corp Claimable Courses)

RM2, 160.00 per person for 2 days

#Fee includes Lunch, Tea-Breaks, Course Notes, Certificate of Attendance and 8% SST)

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Payment / Terms & Conditions
Kindly make bank transfer payment to **Account No: 800 221 0777 of CIMB Bank**, payable to **Malaysian Export Academy Sdn Bhd**. Please email to us the bank transfer slip and registration form as proof of payment.
Any cancellation within one (1) week before the event is not refundable.
The management has the right to change the time / date of the event with notice to be given in advance.