

2-Day Workshop on

ISLAMIC TRADE FINANCE

EXCLUSIVELY DESIGNED TO PROVIDE AN OVERALL VIEW ON
TRADE FINANCING FROM ISLAMIC PERSPECTIVES

29 - 30 June 2010 ♦ Hotel Istana Kuala Lumpur

EXPERT COURSE TRAINER

- **Professor Dato' Dr. Mohd Azmi Omar**
Faculty of Economics and Management Sciences
International Islamic University Malaysia /
Dean, IIUM Institute of Islamic Banking & Finance
(IiBF)

TOPICS TO BE DISCUSSED

- Essential Contracts in Islamic Trade Financing: Shariah Perspective
- Introduction to Islamic Trade Finance
- Islamic Trade Finance Products (Import / Purchases)
- Documentation of Islamic Trade Finance Products
- Legal Aspects and Issues in Islamic Trade Financing
- Islamic Trade Finance Products – An Overview
- Trade Financing – Islamic vs Conventional: An Overview
- Marketing Strategies of Islamic Trade Finance Products

CERT
Centre For Research And Training

www.cert.com.my

INTRODUCTION

The workshop is exclusively designed to provide an overall view on trade financing from Islamic perspectives which also emphasis on marketing trade finances products. The workshop will be covering all major aspects of Islamic trade financing practised in the Islamic financial market today. The course leaders/speakers are widely recognised in their respective areas. The workshop also will equip the participants with comprehensive, practical and up-to-date knowledge on Islamic trade financing products and instruments. The workshop also will give more information and latest issues as well as development on the practical and operational aspects on trade financing. Finally, the end focus of the workshop is to equip the participants with comprehensive, practical and up-to-date knowledge on marketing Islamic trade financial products and instruments.

LEARNING OBJECTIVE

The delegates will:

- To highlights participants on Shariah principles and issues on trade financing;
- To equip the participants with necessary skills to undertake practical and operational aspects on trade financing;
- To analyse the products of trade finance;
- To equip the participants with necessary skills to undertake practical and operational aspects on marketing trade finance products;

**HURRY! Call us @ 603 41081439
for enquiry and registration**

Day One : 29 June 2010 (Tue)

ESSENTIAL CONTRACTS IN ISLAMIC TRADE FINANCING: SHARIAH PERSPECTIVE

- Why Shariah compliance?
- What amounts to complinace
- What to be avoided
- Contract as the basis of transactions
- Methodology in achieving Shariah compliance
- Islamic law of contracts in trade finance

INTRODUCTION TO ISLAMIC TRADE FINANCE

- Introduction to trade
- Categories of trade – domestic and international
- Trade settlement Issues
- Mode of payment in trade transaction
 - Open account basis
 - Cash before Shipment
 - Consignment basis
- Islamic trade finance products

ISLAMIC TRADE FINANCE PRODUCTS (IMPORT / PURCHASES)

- Letter of credit – i (Wakalah)
 - Introduction of LCi
 - Form of LCi
 - Type of irrevocable LCi
 - Operational procedures
 - Issuance and advise of LCi
- Trust Receipt – i (Murabahah)
 - Introduction of Murabahah Trust Receipt-i
 - Operational procedures
 - Profit margin (or mark-up)
 - Commission/charges
 - Bills of exchange
 - Particulars of deferred payment
- Working Capital Financing (Murabahah)
 - Introduction of Murabahah WCFi
 - Murabahah WCFi financing – purchase/import(without LC)
 - Processes of MWCFi
 - MWCFi formula
 - MWCFi purchase example
 - Bills of exchange
 - MWCFi – Sale
- Islamic Accepted Bill – Import
 - Introduction of Islamic Acceptance Bills-i
 - IAB imports / domestic purchases
 - IAB Bills (purchase / imports)
 - Processes of IAB
 - Calculation formula of IAB
 - Purchase example
 - IAB Bills (sales/exports)
 - Bay al Dayn (Debt trading)
 - Types of Ad Dayn
 - Calculation of ad Dayn exports/sales
 - Securitisation of debt export / sales financing
 - Bay ad Dayn contract note

PRACTICAL APPROACH

THE PROGRAMME

- Islamic Export Credit Refinancing
 - Introduction of IECR
 - Types of IECR
 - Pre Shipment
 - Post Shipment
 - IECR Financing
 - Application of Shariah principles
 - IECR – pre shipment
 - Pre-shipment Bills
 - Post IECR
 - Process of IECR
 - Calculation of IECR
- Letter of Guarantee
 - Introduction of letter of guarantee
 - Kafalah bankers guarantess (KBG)
 - Condition and features of Kafalah
 - Letter of guarantee – commission of LG
 - Shipping guarantee
 - Kafalah shipping guarantee
 - Comparison of LCs
- Islamic Trade Finance Products (Others)
 - IBC (Inward Bills for Collection)
 - OBC (Outward Bills for Collection)
 - Letter of Guarantee
- Terms of Contracts
 - Unit price
 - Terms of payment
 - Mode of delivery
 - Quantity
 - Quality of specification of merchandise
 - Country of origin
 - Time of delivery
 - Bank charges
 - Mode of payment
 - Type of documents

- Types of Sales
 - Cash sale
 - Deferred sale
 - Marked up sale
 - Forward sale
 - Order sale

DOCUMENTATION OF ISLAMIC TRADE FINANCE PRODUCTS

- Documentation of Letter of Credits i
 - Features of LC-i
 - Documents required under LC-i
 - Documents required on submission of application for LC-i
 - Forms of security
- Documentation of Trusts Receipt-i
 - TR-i on sight Import Bills under LC-i
 - TR-i on sight Inland Bills under LC-i
 - TR-i on Usance Import Bills under LC-i
 - TR-i on Usance Inland Bills under LC-i
 - Documents to be submitted
- Documentation of Working Capital Financing-i
 - WCF-i on sight Import Bills for collection
 - WCF-i on sight Inland Bills for collection

- WCF-i on Usance Import Bills for collection
- WCF-i on Usance Inland Bills for collection
- Documents to be submitted
- Documentation of Accepted Bill-i
 - Documents to be submitted
- Bills Purchased (Bay al Dayn)
 - Documents to be submitted

Day Two : 30 June 2010 (Wed)

LEGAL ASPECTS AND ISSUES IN ISLAMIC TRADE FINANCING

- Legal framework for Islamic trade financing
- Issues on Islamic trade financing
- International law on trade
- Agreement and documentation Issues

ISLAMIC TRADE FINANCE PRODUCTS – AN OVERVIEW

- Types of Islamic Trade Financing
- Classification of LC in Islamic trade financing
- Products of al Wakalah (Agency)
- Products of al Kafalah (Guarantee) Products and instrument on Import and Export financing
- Export credit refinancing
- Letter of guarantee

TRADE FINANCING – ISLAMIC VS CONVENTIONAL: AN OVERVIEW

- Introduction of trade finance
- Products and Instruments
- Forms and Documentations
- Banking facilities
- Accounting and Auditing
- Method of trade settlement

MARKETING STRATEGIES OF ISLAMIC TRADE FINANCE PRODUCTS

- Overview of Islamic trade finance products
- Services products vs goods
 - What is the difference?
 - Characteristics of service products
 - Layers of service products
- Segmenting the market
 - Criteria and approaches
- Target market
 - Undifferentiated
 - Concentrated and differentiated
- Selection / Positioning
 - Characteristics and strategies
- Marketing Mix – 7 Ps
 - Application to trade finance products
- Issues and Challenges
 - Marketing Mix
 - New products
 - Structures
 - Service quality



PROFESSOR DATO' DR. MOHD AZMI OMAR is a Professor at the Department of Business Administration, Faculty of Economics and Management Sciences, International Islamic University Malaysia and also Dean,

IUM Institute at Islamic Banking and Finance (IIBF). He was formerly the Deputy Rector (Deputy Vice Chancellor) in charge of Academic and Research from 2002 till 2008. Azmi was also appointed the Dean of the Kulliyah of Economics and Management Sciences at the same university for six years from 1996 to early 2002. He obtained his Bachelor and Master degrees in Finance from Northern Illinois University USA, and PhD from University of Bangor, Wales (UK). Prior to joining the university in 1983, Azmi was a bank officer at the International Banking Division, Bank Bumiputera Malaysia, now known as CIMB Bank. His teaching, research and consultancy interests include Islamic banking and finance, Islamic capital markets, corporate finance, investment and financial analysis. He is the author of several publications and research papers on Islamic banking and Finance, including Sukuk issuance. He is now the Shariah Advisor to Bank Rakyat Malaysia and Amanah Ikhtiar Malaysia.

Who Should Attend

- Central Bankers
- Regulators and Supervisory Authorities
- Chairman, Members of Board of Directors
- Chief Financial Officers of FIs
- Senior Managers of Islamic banking
- Takaful, Retakaful or Unit-linked Investment
- Asset and Fund Managers
- Corporate Treasury
- Trustees & Remisiers
- Investment Advisers
- Accountants and Auditors
- Compliance Officers
- Islamic Financial Consultant
- Shariah Advisor
- Corporate Lawyers
- Academicians and Researchers
- Other interested parties

The Organiser

Centre for Research and Training (CERT)

CERT is a research, training and consulting provider that concentrates on various research and training services. CERT offers three main services of Islamic financial and management training, corporate and business consulting. The programmes and services are offered by expert advisors and consultants skilled in both their chosen field and in coaching and providing constructive feedback. The programmes and services are designed to empower both the employers and employees to perform to their best, exploring business best practice, innovative management thinking and product development.

TIMING

Registration is at 8.30 a.m. on day one only. Course proper starts at 9.00 a.m. and finishes at 5.30 p.m. on both days.

IN HOUSE TRAINING

Programme can be customised to the needs of your organisation. To find out more on our unique range of successful in-house programme, please do not hesitate to call us at (603) 41081439 or e.mail at info@cert.com.my (www.cert.com.my)

Hurry! Don't delay. The space is limited. Participation is based on "First Come First Served"

Hurry! Don't delay. The space is limited. Participation is based on "First Come First Served"

REGISTRATION FORM

2-Day Workshop on

ISLAMIC TRADE FINANCE

29 - 30 June 2010

Hotel Istana Kuala Lumpur

Dear Sir/Ms

Please register the following name(s) for this course:

1. Name: _____

Position: _____

Email: _____

2. Name: _____

Position: _____

Email: _____

(Please photocopy for more participants)

Approving Officer:

Name: _____

Position: _____

Organisation: _____

Address: _____

Tel: _____ Fax: _____

Email: _____

How to Register



Tel: (+603) 41081439



Fax: (+603) 41061549



Email: ana@cert.com.my



Post your registration form duly signed by your nominating officer to:

Ana (Senior Event Executive)

Cert Events Sdn. Bhd. (665109-H)

277, Jalan Bandar 11, Metro Melawati

53100 Kuala Lumpur, Malaysia

Website: www.cert.com.my

We will send you a confirmation note on receiving your registration form.

WORKSHOP FEE

Your investment for attending this course is:

Early Bird Fee : (Payment by 3 June 2010)
- RM2,000 / USD600 per person

Regular Fee : (Payment after 3 June 2010)
- RM2,500 / USD750 per person

The fee includes lunch, refreshments, workshop documentation and certificate of attendance

HOW TO PAY

- Workshop fees must be paid before commencement of the programme.
- All cheques should be crossed and made payable to "Cert Events Sdn. Bhd."

After receiving payment a receipt will be issued. If you do not receive a letter outlining joining details two weeks prior to the event please contact the event coordinator at CERT.

SPECIAL GROUP DISCOUNT

- Discount of 10% for 2 participants from the same organisation.
- Discount of 15% for 3 or more participants from the same organisation.
- Special discount for shariah advisor and academic staff.

CANCELLATIONS

If you are unable to attend, a substitute is welcome at no extra cost. A complete set of course documentation and a 50% refund will be given for cancellation received in writing not later than 2 weeks prior to the course date. Unfortunately, only a 25% refund and documentation course will be given for cancellation received within 2 weeks before programme commencement.

We reserve the right to reschedule the course due to circumstances beyond our control

HOTEL ACCOMMODATION

Hotel is not included in the course fee. To reserve accommodation at the event venue, please contact hotel address below:

Hotel Istana Kuala Lumpur

73, Jalan Raja Chulan

50200 Kuala Lumpur, Malaysia.

Tel: +603 2141 9988 Fax: +603 2144 1245

Attn: Mr. Saiful Akmar

INCORRECT MAILING ADDRESS

If you have received multiple mailings of this brochure or incorrect company details on the address, please accept our apologies. If this occurs, kindly notify us so that we can update our database.

The organiser reserves the right to cancel/amend the programme in extreme circumstances. Should this occur, they will endeavour to advise delegates at the earliest opportunity but take no responsibility for any irrecoverable costs on the part of the delegates, eg. air fares, hotel costs. Obviously, attendance fees would, in such circumstances, be fully refundable at the delegate's option.

REGISTER NOW & FAX BACK TO (603) 41061549