

Corporate Banking and Trade Finance

Summary of Program

This course is intended for participants who are working in corporate banking domain (asset / loan products and trade finance). The course will build a background of the topics for novices and will cover emerging trends and technologies in the respective areas.

Delivery mode: Live Virtual Classroom

Duration: One full

Pre-requisites: No pre-requisites

Course Content

Module I: Overview of Corporate Banking

- What is a corporate customer?
- Scope of corporate banking services with focus on
 - Asset products (Loans)
 - Payments

Module II: Understanding Asset Products (3 hours)

- Twin goals of lending
- Generic process of lending
- Products for capital expenditures
 - Term Loans
 - Bridge Loans
 - Structured Finance
- Product for operational expenditures
 - Working capital finance / Cash Credit
 - Pre-shipment / Packing Credit
 - Bill related products (bill collection, bill discounting and bill purchase)
 - Letter of Credit
 - Bank Guarantee
 - Factoring and reverse factoring (supply chain finance)
 - Forfaiting

Module III: Overview of Emerging Trends in Corporate Banking

- Block-chain / Distributed Ledger Technology and Smart Contracts
 - Application of block-chain in LC transactions
- Bill Of Lading Electronic Registry Organization (BOLERO) and LC management
- Use of SWIFT messaging for Trade Finance by banks and corporates

- Electronic LC and Electronic presentation
- Use of MT 798 for LC creation by corporates
- New SWIFT messages for bank guarantee to be implemented from 2020
- Intelligent OCR – Digitization and Compliance Checks
- Application of IoT in Trade
- Artificial Intelligence and Robotics Process Automation