



11334



In-Class



25 hours



EGP 15,000

Course Description:

This program provides an overview of supply chain fundamentals and introduces key supply chain finance techniques. It also covers the main trade finance products, with a particular focus on trade finance tools and their use as settlement instruments in trade transactions. In addition, the program discusses the common risks associated with supply chain finance techniques and explores practical strategies to mitigate those risks.

Target Audience:

Trade finance Officers/Relationship Managers/Compliance Officers.

Course Objectives:

- Describe the purpose and mechanism of key trade finance tools.
- Explain the main supply chain finance (SCF) techniques.
- Identify the key parties and stakeholders involved in SCF transactions.
- Recognize the main compliance requirements applicable to SCF transactions.
- Identify common operational risks in SCF and apply basic risk mitigation measures.

Course Outline:

Introduction to Supply Chain Finance

- Common terminology in supply chain finance.
- Banks' intermediation.
- Overview of Supply Chain Finance techniques and practice.
- Supply chain finance relative to trade finance.
- Transactional Finance and Flow-based Finance.

Understanding trade finance tools

- Trade transactions history and involvement of financial institutions.
- International Chamber of Commerce (ICC) role and publications (overview):
 - Trade Transactions settlement methods without bank interference:
 - o Open Account.
 - o Advance Payment.

- o Trade Transactions settlement including bank interference:
- Letters of Credit and Different types of letters of credit (such as transferable / Standby) and related risks under letters of credit.
- Collections and related risks.
- Letters of Guarantee and related risks.
- Other Products.
- o Trade transaction documents.

Supply chain finance fundamentals and risks

- Supply chain finance definition.
- International and domestic supply chain.
- How it works (physical supply chains).
- How it works (Financial supply chain).
- Digitization and digitalization and the flow of Supply chain information.
- Financial consequences of financial and physical supply chain.

The impact of trade transactions cycle and working capital cycle and related products

- Relationship between trade cycles / working capital and supply chain.
- Cash conversion cycle considerations.
- Supply chain techniques categories.
- Understanding techniques in details:
 - Purchase order-based finance.
 - Inventory-based finance.
 - Loan or advance against receivables.
 - Receivable discounts and purchase.
 - Factoring and invoice discounting.
 - Forfaiting.
 - Payables finance.
 - Distribution finance.

Risk management under supply chain finance

Assessment Strategy:

Participants will be evaluated based on their interaction during the course and participation in group exercises.



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Course Language:

English

Prerequisites:

None

Instructor Bio:

Khaled Khedr Haggag

Khaled Haggag has extensive banking experience spanning approximately 30 years in the field of banking operations, especially in trade finance. He started his banking career at Credit International D'Egypt Bank in 1990 in the Foreign Department. He later moved to Misr International Bank (Mibank), where he worked for about 15 years, rotating through various operations departments at the head office, primarily focusing on trade finance.

In 2008, he joined BNP Paribas Bank - Egypt as Head of Corporate Centralized Departments and later became Head of the Operations Division. In 2017, he joined Arab International Bank in Egypt as Head of the Operations Division and Support Functions. In 2019, he returned to Société Arab International De Banque (SAIB) as Head of the Operations Division. In 2021, he was appointed as an expert in the Egyptian Economic Courts - Ministry of Justice.

Current Position:

Head of Operations Division and Support Functions in Societe Arab International De Banque (SAIB).

Education:

Bachelor of Commerce, Cairo University (1986-1990).

Certifications:

Holds internationally recognized certifications in the trade finance field from the London Institute of Banking & Finance LIBF:

- Certificate for Documentary Credit Specialists (CDCS).
- Certificate for Specialists in Demand Guarantees (CSDG).

Years of Experience at EBI:

21 Years

Courses/Topics delivered

- Trade Finance Tools Products.
- Banking Operations.