

# Trade, Commodities & Receivables Finance

These seminars and topics are designed to:

- provide cutting edge know how and insights into key market issues
- be an interactive two way exchange of views
- be conducted jointly with in-house lawyers if desired
- count for continuing professional education purposes
- reduce external training costs, and
- support compliance and risk management programmes.

We hope you find these topics thought-provoking and useful and would like to hear more about your specific areas of interest – what would you like to hear about?

## Seminars

This is a selection of the seminars and topics that relate specifically to Trade, Commodities and Receivables Finance that Simmons & Simmons offers by way of internal training. The topics set out here are not exhaustive, but are examples of the subject matter we can cover.

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## Best Trade Finance Law Firm in Asia

Global Trade Review 2015 & 2016

If you would like to arrange a session on any of the topics set out on the next page or another of specific interest to your business we will endeavour to meet your needs. To discuss your training requirements, please contact:

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Or your usual Simmons & Simmons contact.

## Trade, Commodities & Receivables Finance

### An Introduction to Trade Finance

The session will take you step by step through the different components of international trade finance, including documentary credits, bank guarantees, ICC payment undertakings and a variety of the most frequently used trade financing structures.

### Structured Trade and Commodities Finance (STCF)

This session will look in more detail at certain cross-border structured trade and commodities financing (STCF) products, such as prepayment financing, pre – and post-export financing, warehouse financing, commodity repo finance, reserve-based lending, borrower-based lending and lease financing.

### Trade Based Money Laundering – AML & Financial Crime in Trade Finance

Trade Based Money Laundering (TBML) and financial crime in Trade Finance should be a primary issue for banks involved in Trade Finance in Asia. The potential regulatory enforcement consequences that come along with failure to comply with Anti Money Laundering regulations relating to Trade Finance pose both financial and reputational risks. This session examines some of the challenges that banks face from TBML.

### Warehouse Financing

This session looks at some of the different types of warehouses used and the different structures designed for inventory finance. We will examine some of the complexities and challenges of warehouse receipt financing. It also goes into some case studies of what to do and what to avoid in relation to warehouse financing in Asia.

### Repos and Physical Ownership Financing

This session looks at inventory finance where a financial institution takes physical ownership of the commodity to secure the repayment. It looks at the different physical ownership structures, what to look out for and what to avoid. There is a specific discussion relating to Repos and the Qingdao metal fraud.

### A Detailed Look at the LMA PXF Facility

This session takes a detail analysis of the LMA pre-export finance facility agreement. We will look at the terms and operating structures that protect any commodity financier and how it might work in relation to Asian jurisdictions.

### Taking Security in PRC

This session looks specifically at the type of lending and security available in the Peoples Republic of China. The different forms of guarantees and security and how enforceable they are and various registration requirements.

### Supply Chain Finance and Receivables Purchasing

This session looks at structures in receivable finance including supply chain finance and different forms of receivable purchasing across Asia. It looks at the characterisation of an assignment and a true sale and looks at various formalities required.

### Competition Law: Impact on Syndicated Lending

This session examines some of the competition law compliance challenges faced by banks when participating in syndicated lending activities. We provide an overview of the anti-competitive conduct rule and its impact, high risk activities for syndicated lending and practical tips to manage the risks involved.

### Insurance in Trade Finance

This session looks specifically at insurable risks in trade finance, trade credit insurance and ECA coverage; what insurance should a financier be taking and practical examples of issues that might arise in making claims.

### Commodity Derivatives, Commodity ETFs and Physical and Synthetic Commodity Linked Structured Products

This session is a look at various derivatives, ETFs and structured products that are linked to commodities whether hold physically or systematically referred. How are they structured, what regulatory consents are required and why different structures are appropriate for different transactions.

### An Introduction to Project Finance

We use this opportunity to take a thorough look at the structuring of a project finance transaction, including introducing many basic terms and concepts and following common types of contractual nexus as used in previous Asian project financings. A detailed review of the provisions commonly contained in project finance documents is also included; from the concession agreement through to lender's required security arrangements, including a comprehensive review of direct agreements.

### Overview of ISDA Derivative

This session gives a breakdown of the key aspects of the ISDA Master Agreement including provisions applicable to financial institutions offering a transactional platform to clients in the commodities space.

### Funds for Trade Finance

This session looks at the increasing popular use of funds, hedge funds and alternative debt vehicles for trade finance. We look at their formation, on going regulation and other key issues involving funds.

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