



DIGITISATION IN TRADE FINANCE

Course Date	February 17-18, 2025
Duration	2 Days, 12 Hours (8 AM to 2 PM)
Location	CBFS, Muscat
Speaker	Mr. K. Subramanian
Key Learning Objectives	<ul style="list-style-type: none">• Understand the correlation of digitisation and existing Trade Finance structures• Know the functionality of SWIFT in addressing the digitisation needs of Trade Finance• Awareness on Supply Chain Finance and manner of Digitisation therein• Overview of latest digital structures compatible with Trade Finance
Target Participants	Staff of Trade Finance, Transformation, Risk Management and Internal Audit Divisions
Pre-requisites	Participants should have a basic understanding of the process flow and products within Trade Finance
Contents Highlights	<ul style="list-style-type: none">• Trade Eco-system & Digitisation within• Concept of BPO and functionality• What is MT 798 – a Trade Envelope• E-UCP and Electronic presentations• Digitisation of Supply Chain Finance solutions• Evolution & role of Fintechs• Use of new age technologies in Trade – e.g., Blockchain
Certification	CBFS certificate of completion for participants who attend both days of training
Training Methods	Power Point presentation, lecture, group discussions, exercises, case studies, videos, quizzes



TRAINER PROFILE

MR. K. SUBRAMANIAN



He has more than 20 years of experience with various banks like State Bank of India, IDBI Bank, ICICI Bank and Barclays Bank. He is currently an Independent trainer and consultant offering training and advisory/consultancy services. His expertise has been in the area of general banking, credit, collections, international business & trade finance in the areas of Banking. His last assignment before he quit banking, was as Head – Transaction Banking (SME) for Barclays India. He presently undertakes basic and advanced training programmes on banking and international trade finance for bankers, industry associations/ export promotion councils, SME companies etc. The training programs are completely interactive and primarily involve role plays and case studies. There is emphasis on theoretical and regulatory aspects, as well as, the practical business aspects with respect to Industry requirements. He has conducted several training programmes for some of the leading private and public sector banks in countries like India, Sri Lanka, Dubai, Oman and Bangladesh on topics such as Credit Assessment, Trade Finance (Basic & Advanced), Collections, preparatory courses for various Certification courses like CDCS, CITF, TBML, INCOTERMS, to name a few. In the last 10 years he has trained more than 10000 participants, spread over more than 250 sessions. He is also associated with CBFS, EIBFS, IIB and such other reputed colleges. He is himself a CDCS for many years now and has used his vast experience in the documentary credits space to design a comprehensive training course for participants across countries appearing for the CDCS examination. This course brings to the front all the real-life instances that he has encountered during his interactions with customers.