

## TRAINERS LINEUP



### Walter Tan

Walter Tan is a senior banker with more than 38 years of banking experience. The bulk of his experience relates to Trade Finance Banking. His last senior position before he retired in December 2016, was Managing Director and head of Corporate Sales for Trade & Supply Chain, Transaction Banking Singapore at UOB Bank. He has held a few regional positions including Regional Head for Trade Finance for Asia and Regional Trade Product Management Head for Asia while working for Amro. He has also held positions of Deputy Country Manager and GTS Head of ABN Amro Singapore. He was the Global Transaction Services (GTS) Head for Singapore while working for RBS (Royal Bank of Scotland).

As GTS Head he was responsible for both trade and cash management business. Both trade finance & commodity finance teams in RBS Singapore reported to him. He worked for ABN Bank of Tokyo Mitsubishi UFJ (now known as MUFG) in the capacity of Assistant General Manager and Senior Sales Advisor responsible for structuring solutions targeting MNC clients and selected US & European Commodity Client. His Trade & commodity finances background includes sales, structuring, product management of traditional trade, open account trade receivables financing, commodity financing, supply chain financing, factoring and structuring of interest and currency arbitrage trade transactions.

### Christopher Cheong

Christopher Cheong is a practitioner in trade and commodity finance, He has more than 28 years of banking experience, He comes equipped with Masters in Professional Accounting from Singapore Management University (SMU). In Standard Chartered Bank he was the Team Leader of the Commodity Trade Team with sales & revenue responsibilities covering Commodity Clients in Food & Agriculture industry, Energy & Petroleum and Metals & Mining. His primary responsibilities included proposing, structuring and delivery of financial solutions for clients' trading activities, inventory and balance sheet management. His target clients include Global agri-commodities trading houses; Commodity producers; houses and, metal and mining companies.

While his clients' Regional HOs we based in Singapore, he also covered their requirements and operations in major APAC markets including China, India, North Asia, South East Asia and Australia. This includes the regional corporates in the surrounding countries including Thailand, Malaysia and Indonesia. Christopher had a 5-year stint with Royal Bank of Scotland (RBS) where in his capacity of Head of Trade Commodity Finance, he introduced and built Trade and Commodity Finance Business for RBS Singapore. He is conversant with structuring Direct Trade Finance Facilities and Services including short term import financing, Structured Commodities Financing including Prepayment Financing; Pre-Export Financing Structured Trade transactions; Inventory support with CMA arrangements; supply chain solutions including Borrowing Base facilities as well as Receivables Purchases Arrangement.

**\*Note : Trainers for the sessions may change depending on their availability**

## PROGRAMME FEE

### Full Fee :

IDR 12,500,000 (Inclusive of VAT) per participant per day

### Deposit : 10%

**Note : Balance payment of 90% required at least 2 weeks before start of each module**

## PROGRAMME LOCATION & DATES

Programme Location : Jakarta, Indonesia  
Programme Venue : To Be Advised

### Dates :

3 days\*

\*Date To Be Advised

**LIMITED SLOTS AVAILABLE.  
PLEASE SIGN UP EARLY.**

## CONTACT

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ANCHORAGE INDONESIA  
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# COMMODITY AND TRADE FINANCE

3 Full-Day In-Person programme by

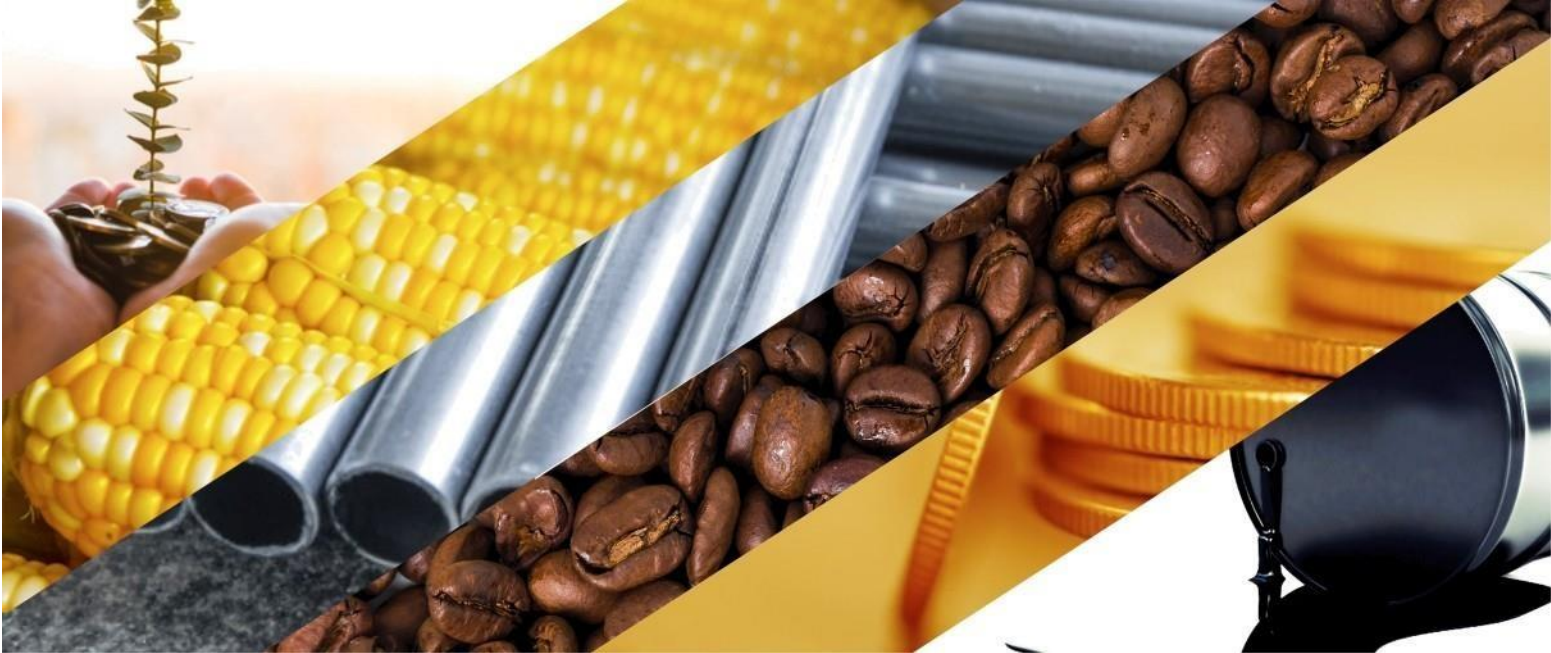
**PT Anchorage Group Indonesia**

*in partnership with*

**Singapore Management University Academy**

*\*English instruction*





## OVERVIEW - SMU EXECUTIVE CERTIFICATE IN COMMODITY AND TRADE FINANCE

This programme is specially customised for bankers, traders, government agency employees, business owners and others who have a keen interest in Commodity and Trade Finance.

As a large trading economy, Indonesia exports a lot of its natural resources from coal and iron to agricultural products such as palm and wood. It also imports products such as consumer goods and steel. These activities involve trading across borders. This programme enables participants to be equipped with the knowledge on how to trade and what to look out for when they are involved in trading activities.

These sessions are structured and specific in nature. The trainers for the sessions are carefully selected with decades of practical experience handling actual challenging events relating to commodity and trade finance. Under close collaboration with Singapore Management University Academy, this programme aims to provide participants with high quality content that can help bridge the knowledge gap amongst the various parties. For participants who are already familiar with commodity and trade finance, these sessions will refresh their knowledge by co-learning and networking with trainers and fellow participants from different backgrounds.

## PROGRAMME HIGHLIGHTS



Keep up to date on the latest best practices and corporate transparency in commodity and trade finance



Understand and apply basic fundamentals of commodity and trade finance



Learn the concepts of how commodity and trade finance are applied under international standards and regulations



Learn how to work with other parties in the supply chain or eco-system of trade finance effectively

## PROGRAMME OUTLINE (3 Full-Day)

<u>Day 1</u>
<b>Basic Concept, Methodology &amp; Overview of Commodity Financing</b>
<ul style="list-style-type: none"> <li>• Basic Concept &amp; Overview of Financing of Hard Commodities</li> <li>• Basic Concept &amp; Overview of Financing of Soft Commodities</li> <li>• Mini-Case Study 1 : Group Discussion &amp; Presentation</li> </ul>
<u>Day 2</u>
<b>Borrowing Base Credit Facilities &amp; Oil Financing Structures &amp; Inventory Financing</b>
<ul style="list-style-type: none"> <li>• Structure of Inventory (Warehouse) Financing</li> <li>• Structure of Margining &amp; Borrowing Base with Collateral Management Agreement (CMA) or Stock Monitoring Agreement (SMA)</li> <li>• Oil Financing Structures : Oil-Related Letter of Indemnity (LOI) &amp; Silent Payment Guarantee</li> <li>• Mini-Case Study 2 : Group Discussion &amp; Presentation</li> </ul>
<u>Day 3</u>
<b>Repurchase Agreement (REPO)</b>
<ul style="list-style-type: none"> <li>• Basic Concept and Overview of Commodity Repo</li> <li>• Presentation of Case Studies (5 Main Case Studies)</li> </ul>

**Note: Programme outline topics above may vary due to contextualisation.**

## PROGRAMME TAKEAWAYS

- Upon completion of 3 Full-Day programme, participants should have attained requisite theoretical and practical skills needed in Commodity and Trade Finance, in accordance with prevailing international standards and best practices.
- Participants will be presented with SMU Certificates of Participation in Commodity and Trade Finance.

## WHO SHOULD ATTEND?

Bankers, traders, government agency employees, business owners, and anyone in the banking /industry/ government sectors who are interested in understanding the basic concepts of commodity and trade finance as well as best market practices associated with it.

## WHAT IS THE TEACHING METHOD USED IN THE SESSIONS?

A participant-centered teaching method based on an interactive seminar-style approach supported by relevant case studies and group breakout/discussion sessions. Reading materials will be provided to participants at each session.