

# International Trade Operations - The Islamic Approach

Speaker: Tuan Haji Ismail Mahayudin

## Workshop Itinerary

No	Date & Time	Day	Title
1	<b>10/1/2013</b> 8.30am -12.30pm	Thursday	<b>Introduction</b> - Islamic Banking – The Concept - Shariah Concepts applicable to Trade Finance
2	<b>17/1/2013</b> 8.30am -12.30pm	Thursday	<b>Introduction to Trade Finance</b> - The financial framework of Conventional Bank - The financial framework of Islamic Bank - What is a Trade Transaction – Offer, Acceptance and Consideration - Terms of Contract <ul style="list-style-type: none"> <li>▪ terms of trade – unit price, fob, cif, etc</li> <li>▪ terms of payment – cash, on collection, Documentary Credit etc</li> </ul>
3	<b>7/2/2013</b> 8.30am -12.30pm	Thursday	<ul style="list-style-type: none"> <li>▪ Mode of delivery – by air, sea etc</li> <li>▪ Quantity – litres, kilograms etc</li> <li>▪ Quality or specification - measurements</li> <li>▪ Country of origin – Malaysia etc</li> <li>▪ Time of delivery on or before certain date</li> <li>▪ Bank charges – in percentage</li> <li>▪ Commercial documents – bill of exchange, invoice, Transport, Documents, Insurance Policy etc</li> </ul>
4	<b>7/2/2013</b> 2.00pm-5.00pm	Thursday	<b>Financing - The Conventional Approach</b> <ul style="list-style-type: none"> <li>• Overdraft</li> <li>• Trust Receipt</li> <li>• Bankers Acceptance – Import</li> <li>• Bankers Acceptance - Export</li> <li>• Bills of Exchange purchased</li> <li>• Export Credit Refinancing Scheme</li> </ul> - Post shipment - Pre-shipment
5	<b>14/2/2013</b> 8.30am -12.30pm	Thursday	<b>Financing - The Islamic Approach</b> <ul style="list-style-type: none"> <li>• Mudharabah Financing (Trustee Profit Sharing)</li> <li>• Musyarakah Financing (Joint-Venture Profit Sharing)</li> <li>• Murabahah Working Capital Financing (Trust Receipt-i)</li> </ul>
6	<b>14/2/2013</b> 2.00pm-5.00pm	Thursday	<ul style="list-style-type: none"> <li>• Securitisation of Murabahah Working Capital Financing</li> <li>• Accepted Bill – i ( Import )</li> <li>• Foreign Bills of Exchange Purchased (FBEP-i)</li> <li>• Accepted Bill – i ( Export )</li> </ul>

			<ul style="list-style-type: none"> <li>• Islamic Export Credit Refinancing Scheme (ECR-i) <ul style="list-style-type: none"> <li>- Post-shipment</li> <li>- Pre -shipment</li> </ul> </li> </ul>
7	<b>28/2/2013</b> 8.30am -12.30pm	Thursday	<b>Other Services</b> <ul style="list-style-type: none"> <li>- <b>On Collection Basis (I.C.C Publication 522)</b> <ul style="list-style-type: none"> <li>• Import/Purchases</li> <li>• Exports/sales</li> <li>• Dishonour of Bills – noting and protesting</li> </ul> </li> </ul>
8	<b>7/3/2013</b> 8.30am -12.30pm	Thursday	<ul style="list-style-type: none"> <li>- <b>Documentary Credit Operations (I.C.C. Publication 600)</b> <ul style="list-style-type: none"> <li>• Diagrammatic representation <ul style="list-style-type: none"> <li>- issuance</li> <li>- Negotiation</li> </ul> </li> <li>• Forms of Documentary Credit</li> <li>• How the Banks charge the Customers</li> </ul> </li> </ul>
9	<b>14/3/2013</b> 8.30am -12.30pm	Thursday	<ul style="list-style-type: none"> <li>• How to construct a Documentary Credit</li> <li>• Securitisation of documents</li> <li>• Treatment of discrepancies</li> <li>• Some common discrepancies</li> </ul>
10	<b>21/3/2013</b> 8.30am -12.30pm	Thursday	<b>Letter of Guarantee</b> <ul style="list-style-type: none"> <li>• Types of Letter of Guarantee</li> <li>• How the Banks Charge the Customers</li> </ul> <b>Differences Between Conventional and Islamic Trade Finance Products</b>

### Tentative Programme

Time	Description
8.30am-9.00am	Registration & Breakfast
9.00am-10.30am	Talk
10.30am-10.45am	Break
10.45am-12.00pm	Talk
12.00pm-12.30pm	Q & A Session
12.30pm-1.00pm	Lunch