

**"TRANSFERABLE" CREDIT AND "BACK-TO-BACK": THE FINANCIAL
ENGINEERING OF TRADING OPERATIONS**

To master the setting up and the risks of the banking procedures used in triangular operations

PUBLIC

Financial and commercial export executives, managers, collaborators of the import-export, services, bank executives wishing to initiate or increase their competences in the operational management of the procedures of transfers and back-to-back.

OBJECTIVES

To familiarize oneself with the banking problems posed by the trading operations
To know how to set up practically "back-to-back" and transfer operations
To know how to solve the technical problems inherent in these banking procedures
To know how to preserve the confidentiality in this type of operations

PRE-REQUISITE

To be familiarized with the use of the documentary credit

TEACHING METHOD

Technical contributions, talks/discussions, exercises, case studies.
The goal is to make the participants react on concrete cases enabling them to be operational as of their return in the company.

DURATION: 1 day

PROGRAM

I The documentary credit: reminders

Mechanisms of the documentary credit
The different forms of negotiation
Identification of the key components of the documentary credit
Risks and dysfunctions of the procedure

II The transfer of the documentary credit

Reminder of the principles of trading operations

Analysis of the article 38 of the UCP 600

Analysis of the risks of the procedure of transfer

Technical problems of the transfer and their practical solving

Treatment of the insurance

Treatment of the confidentiality on the value of the goods
and on the identity of the supplier and the end-buyer

The practical realization of a transfer by the trader (study of an example)

The reimbursing clause

Conditional transfers

Analysis of certain particular transfers

Blocking or “reservation”

Precautions to be taken by the trader within the framework of the contract signed
upstream of the banking procedure

III The back-to-back

Various types of back-to-back

Risks

Precautions to be taken

Incoterms and back-to-back

IV Case studies

Set up of a trading operation of trading by the use of a transfer

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