

COMPREHENSIVE 1-DAY WORKSHOP

ISLAMIC TRADE FINANCE

26 FEBRUARY 2019
Kuala Lumpur Malaysia

TOPICS

- Islamic Trade Finance Products – An Overview
- Essential Contracts In Islamic Trade Financing: Shariah Perspective
- Documentation Of Islamic Trade Finance Products
- Marketing Strategies Of Islamic Trade Finance Products

“ EXCLUSIVELY DESIGNED
TO PROVIDE AN
OVERALL VIEW ON
TRADE FINANCING FROM
ISLAMIC PERSPECTIVES

EXPERT COURSE TRAINERS



MOKHLIS MAIZAN

Managing Director / Advisor
BaraqaH Muttaqin Sdn Bhd



DR. MOHD JOHAN LEE

Managing Partner
J.Lee & Associates



ZULKIPLI MD YUNOS

Head, Shariah Department
EXIM Bank

“ Your Partner in Islamic Finance
Training and Development ”

CERTEVENTS_



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Comprehensive 1-day Workshop

ISLAMIC TRADE FINANCE

26 FEBRUARY 2019 (Tuesday)

08.30 - 09.00

Morning Coffee / Registration

0900 - 0910

Welcome Remarks from the Chair

09.10 - 10.30

ISLAMIC TRADE FINANCE PRODUCTS – AN OVERVIEW

- Types of Islamic Trade Financing
- Classification of LC in Islamic trade financing
- Products of al Wakalah (Agency) & Letter of credit – i (Wakalah)
- Trust Receipt – i (Murabahah)
- Working Capital Financing (Murabahah)
- Products of al Kafalah (Guarantee) & Letter of Guarantee
- Products and instrument on Import and Export financing
- Islamic Accepted Bill – Import
- Islamic Export Credit Refinancing
- Types of Sales

10.30 - 11.00

Tea Break

11.00 - 12.30

ESSENTIAL CONTRACTS IN ISLAMIC TRADE FINANCING: SHARIAH PERSPECTIVE

- Why Shariah compliance?
- What amounts to compliance
- What to be avoided
- Contract as the basis of transactions
- Methodology in achieving Shariah compliance
- Islamic law of contracts in trade finance

12.30 - 14.00

Lunch

14.00 - 15.30

DOCUMENTATION OF ISLAMIC TRADE FINANCE PRODUCTS

- Documentation of Letter of Credits i
- Documentation of Trusts Receipt-i
- Documentation of Working Capital Financing-i
- Documentation of Accepted Bill-i
- Bills Purchased (Bay al Dayn)

15.30 - 16.00

Tea Break

16.00 - 17.30

MARKETING STRATEGIES OF ISLAMIC TRADE FINANCE PRODUCTS

- Overview of Islamic trade finance products
- Services products vs goods
- Segmenting the market
- Target market
- Selection / Positioning
- Marketing Mix – 7 Ps
- Issues and Challenges

17.30

END OF WORKSHOP

COURSE TIMING

The workshop will commence at 0900 everyday and finish at 1730. Registration will take place at 0830 on Day One. There will be 3 breaks at appropriate intervals for refreshments and lunch. Morning coffee will also be provided at 0830.



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HURRY! CALL us @ +603 41081439
for enquiry and registration

Comprehensive 1-day Workshop

ISLAMIC TRADE FINANCE

26 February 2019, Kuala Lumpur

EARLY BIRD FEE

RM1,000.00 PER PERSON
Before 12 February 2019

REGULAR FEE

RM1,200.00 PER PERSON
After 12 February 2019

The fee includes lunch, refreshments, workshop documentation and certificate of attendance.

REGISTRATION DETAILS *Please complete the form below.*

Name	Email
Job title / Position	Department
Company	
Address	
	Postcode
Phone	Fax
Approving manager	Job title / Position
Phone	Email

(Please photocopy for more participants)

INVOICE DETAILS *Please complete the form below.*

(Please tell us who we should invoice. It is also helpful for us to have the name of an administrator with whom we can liaise directly.)

Contact person for invoicing	
Job title / Position	Email
Phone	Fax

HOW TO REGISTER

Send all correspondence to:

Aini (Event Coordinator)
CERT Events Sdn. Bhd. (665109-H)
277-B, Jalan Bandar 11,
Metro Melawati, 53100 Kuala Lumpur,
Malaysia.

Any queries please contact:

Phone : +603 4108 1439
Fax : +603 4106 1549

Send your details by email:
aini@cert.com.my

We will send you a confirmation note on receiving your registration form.

HOW TO PAY

- Workshop fees must be paid before commencement of the programme.
- All cheques should be crossed and made payable to "CERT Events Sdn. Bhd."

After receiving payment a receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event please contact the event coordinator at CERT Event.

ACCOMODATION

Hotel is not included in the workshop fee. To reserve accommodation at the event venue, please contact hotel address below:

CANCELLATIONS

If you are unable to attend, a substitute is welcome at no extra cost. A complete set of workshop documentation and a 50% refund will be given for cancellation received in writing not later than 2 weeks prior to the workshop date. Unfortunately, only a 25% refund and documentation seminar will be given for cancellation received within 2 weeks before programme commencement.

Incorrect mailing address

If you have received multiple mailings of this brochure or incorrect company details on the address, please accept our apologies. If this occurs, kindly notify us so that we can update our database.

CERT Events Sdn. Bhd. reserves the right to cancel/amend the programme in extreme circumstances. Should this occur, they will endeavour to advise delegates at the earliest opportunity but take no responsibility for any irrecoverable costs on the part of the delegates, eg. air fares, hotel costs. Obviously, attendance fees would, in such circumstances, be fully refundable at the delegate's option.