# **A cargo ships in a port AI-generated content may be incorrect. Trade**

**TRADE FINANCE WORKSHOP FOR BANKS AND SME’S**

**Saint Kitts and Nevis, East Caribbean**

**November 26-28, 2025**

# **AGENDA**

## Knowledge sharing on (i) exploring a range of trade finance instruments to boost cross-border and inter-regional trade flows, (ii) enhancing access to trade finance for Small and Medium Enterprises (SMEs) (iii) strengthening measures to combat Trade-Based Money Laundering (TBML) while promoting expansion in correspondent banking network

**VENUE:** The ECCB Auditorium

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **DAY 1 (November 26)**   * **Regional and global insights into trade finance** * **Identifying market gaps in SME access to trade finance** * **Trade Finance instruments, payment methods, tools and solutions for SMEs** | | | | | |
| **Time** | **Themes & Flow** | **Session #** | **Session** | **Audience** | **Presenter** |
| **8:15 - 9:00** |  |  | **Registration of participants** | **All Participants** | IFC, WTO, OECS |
| 9:00 - 9:30 | **High Level Greetings** | **#1** | **Opening Remarks from the Organizers** | **All Participants** | Nikolas/Makiko- **IFC**; Marc Auboin - **WTO**; ... **OECS** |
| 9:30- 10:15 | **Global/Regional Insights and Market Gaps:** Why is Trade Finance (TF) important for trade in OECS countries? | **#2** | **International and Regional Trade Financing for SME’s**:  Overview I. Supply and Demand of International Trade Finance on a global level and in East Caribbean. | **All Participants** | Marc Auboin - **WTO** |
| **10:15 – 10:30** |  |  | ***Coffee break*** |  |  |
| 10:30 – 11:15 | **Global/Regional Insights and Market Gaps:** Why is Trade Finance (TF) important for trade in OECS countries? | **#3** | **International and Regional Trade Financing for SME’s**:  Overview II. SME Finance: *Summary of Research. Testimonials from banks and SMEs in East Caribbean. inspirational videos-IFC* | **All Participants** | Roberta Allport - **WTO;** Susanne Kavelaar **-IFC** |
| 11:15 -12:30 | **Unlocking Regional and Global Trade:** Practical Trade Finance Tools for Caribbean Growth | **#4** | **Trade Finance Tools**  How banks and SMEs can leverage modern trade finance instruments to expand export/import capacity, improve cash flow, and manage risk in the Eastern Caribbean market. | **All Participants** | Marc Auboin - **WTO** |
| **12:30 -13:30** |  |  | ***Lunch*** |  |  |
| 13:30 -15:00 | **Trade Finance addressing the Market Gaps:**  Availability and use of (advanced) trade finance serving SMEs and Financial Institutions | **#5** | **Summary/Refresher of payment methods, trade financial instruments, advanced trade finance. Exchange of Experiences among participants.** What challenges and risk are you facing in your import /export business?  Which payment terms are available? Which options are there for short-term working capital and trade finance solutions, with a focus on SMEs? | **All Participants** | Margaret Makura- **IFC** |
| **15:00 -15:30** |  |  | ***Coffee break / SMEs presenting their merchandises*** |  |  |
| 15:30 -16:30 | **Training**: **Tools** and **solutions** for SMEs **in trade finance** | **#6** | **Deep Dive Trade Finance Options** for importing or exporting SMEs to secure (i) delivery and (ii) payment of cross-border trade flows.  Including Design of Contracts, Documents, Incoterms, Payment terms deep dive, financial instruments including Factoring, Structured trade finance. Secure transactions and moveable properties  **Real examples.** | **All Participants** | Margaret Makura- **IFC** |
|  |  |  | ***End of Day 1*** |  |  |

|  |
| --- |
| **DAY 2 (November 27)**   * **Speed-Networking: SMEs present business needs, Banks outline financing options** * **Working Capital Management for SMEs, Financial Management and Business Plan (Audience: SMEs)** * **Trade Based Money Laundering (TBML), Correspondent Banking, Global Trade Finance Program (Audience: Banks)** |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Time** | **Themes & Flow** | **Session #** | **Session** | **Audience** | **Presenter** |
| **8:30 - 9:00** |  |  | **Recap Day One, Session #6** | **All participants** | Margaret Makura- **IFC** |
| 9:00 – 10:30 | **Local Perspective:** Speed Networking Sessions | **#7** | **Identifying Key Challenges:**   * A discussion on Financing Obstacles as Perceived by SMEs and Participating Banks * What Do SMEs need?  What do Banks have to offer? * Understanding Rejection Rates and their root causes * Analyzing potential mitigation measures | **All Participants** | Mehdi Chahed- **IFC**  Roberta Allport- **WTO**  Susanne Kavelaar - **IFC** |
| **10:30 -10:45** |  |  | ***Coffee break*** |  |  |
| 10:45 – 11:30 | **Wrap up:** Speed Networking Sessions | **#8** | Wrap-up of the Speed Networking Sessions with remarks from audience and volunteers | **All Participants** | Mehdi Chahed- **IFC**  Roberta Allport- **WTO**  Susanne Kavelaar - **IFC** |
| **SEPARATE SIMULTANEOUS SESSIONS FOR SME’S AND BANKS** | | | | | |
| 11:30 -13:00 | **Training: Working Capital** Management | **#9** | **Interactive SME module I:**  **Working Capital Management for SME’s**: Important as an alternative to counter lack of collaterals, guarantees, ownership | **SMEs** | Mehdi Chahed- **IFC** |
| 11:30 -13:00 | **Training**: Knowledge and tools to address **TBML** | **#10** | Introduction to **Trade Based Money Laundering** (TBML), Controls to Prevent TBML and **Red Flags**  Case Studies | **Banks- Compliance, Risk, Audit, Front and Sales Offices Trade Finance** | Marc Auboin - **WTO** Susanne Kavelaar – **IFC** |
| **13:00 -14:00** |  |  | ***Lunch*** |  |  |
| 14:00 – 15:00 | **Training: Working Capital** Management | **#11** | **Interactive SME module II**  **Loan/Financial Management for SMEs:** (i) Refresher on principles (ii) Best practices | **SMEs** | Mehdi Chahed- **IFC** |
| 14:00 - 15:00 | Roundtable around **Correspondent Banking Network** | **#12** | Round table with **Correspondents Banks** (TBD)  **Q&A session** | **Banks- Compliance, Risk, Audit, Front and Sales Offices Trade Finance** | Correspondent Bank |
| **15:00 -15:15** |  |  | ***Coffee break*** |  |  |
| 15:15 -16:15 | **Developments in the credit ecosystem** | **#13** | * Opportunities for business finance (Securities Commission) * Partial credit guarantee scheme (PCG corporation) * Modernization of the payments system | **All Participants** | **ECCB** |
| 16:15-18:30 | **Optional Cocktail for Either Day 2 or Day 3** | | | | |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  | ***End of Day 2*** |  |  |

|  |
| --- |
| **DAY 3 (November 28)**   * **Technological innovation as a catalyst of Trade Finance Improvement** * **Transactional Trade Finance and Supply Chain Finance** * **Export Credit Agencies and Business Development Associations** |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Time** | **Themes & Flow** | **Session #** | **Session** | **Audience** | **Presenter** |
| 08:30 -09:45 | **Interactive case study on SME trade finance** | **#14** | **Analysing two different financing options based on real-world scenarios** | **All Participants** | Margaret Makura- **IFC** |
| **09:45 -10:00** |  |  | ***Coffee break*** |  |  |
| **SEPARATE SIMULTANEOUS SESSIONS FOR SME’S AND BANKS** | | | | | |
| 10:00 -11:45 | **Training:** strategies to tackle existing market and industry challenges | **#15** | **Interactive SME module III:** How to come up with a suitable **business plan** to achieve a successful application for a loan | **SMEs** | Mehdi Chahed- **IFC** |
| 10:00 -11:45 | **Overview of Cutting-Edge Trade Finance Structures:**  SCF  Climate Smart Trade Finance  Gender Finance | **#16** | **Daily Transactional Trade Finance and Supply Chain Finance:** Overviews, including   * IFC Global Trade Finance Program (GTFP) including sustainable trade finance * A review of Supply Chain Finance (SCF) principles, their role in shaping SCF programs and technology platforms | **Banks** - CEO, General Manager, SME/Business Banking Manager,  Supply Chain Finance Director, Commercial Director | Susanne Kavelaar **-IFC,** Manuel Blanco-**IFC** |
| 11:45 -12:45 | **The Role of Export Credit Agencies and Business Development Associations in Facilitating Global Trade and Investment** | **#17** | Overview of instruments  Impact on exporters and international buyers  How SMEs can engage with these corporations  Success stories of the engaged importers/exporters | **All Participants** | Caribbean Dev Bank/ CARICOM/ Afreximbank |
| **12:45 -13:34** |  |  | ***Lunch*** |  |  |
| 13:45 – 15:00 | **Addressing Market Gaps with Trade Products:** Framework, Trends, and Utilization by Cross-Border SMEs | **#18** | **Digital Innovations in Trade Finance**:  Exploring the impact of digitization in trade finance, covering areas such as e-commerce, digital wallets, and the application of blockchain technology | **All Participants** | Margaret Makura- **IFC** |
| **15:00 -15:15** |  |  | ***Coffee break*** |  |  |
| 15:15 – 15:45 | **Takeaways and Closing Remarks** | **#19** | **Wrap Up, conclusions and next steps** | **All Participants** | **IFC, WTO, OECS** |
| 15:45 – 16:30 |  |  | Completion of the survey, group photo session and delivery of the certificates | **All Participants** | Susanne Kavelaar **-IFC,** Manuel Blanco-**IFC** |
| 16:30 - 18:30 | **Optional Cocktail for Either Day 2 or Day 3** | | | | |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  | ***End of Day 3*** |  |  |