

AGENDA

Advanced Trade Finance Topics for Banks and SME's

Capacity training on (i) facilitating trade finance to Small and Medium Enterprises (SME's), (ii) countering Trade Based Money Laundering (TBML) favoring expansion in correspondent network (iii) Supply Chain Finance (SCF).

June 19-20, 2024, Maputo, Mozambique

The objectives of the event are to provide high-level capacity trainings for banks and SME's in Mozambique with the ultimate goal to increase access to finance for importers and exporters.

VENUE: RADISSON BLU, MAPUTO

Day 1 (June 19, 2024) –

Regional Perspective on Trade Finance and market gaps in trade finance to SME's (Audience: Banks and SME's)

Countering TBML towards an enhanced correspondent banking network (Audience: Banks)

Financial Management I (Audience: SME's)

Time	Themes & Flow	Session	Audience	Presenter
8:30 - 9:00		Registration of participants	All Participants	IFC
9:00 - 9:20	High Level Greetings	Opening session. Words from organizers	All Participants	Mehita Fanny (IFC) / (Marc/Bel ; need to ask) WTO
9:20 – 11:00	Global/Regional Perspective and Market gaps: Why is Trade Finance (TF) important for trade in Mozambique?	International and Regional Trade Financing for SME's:	All Participants	
		Overview I. Supply and Demand of International Trade Finance on a global level and in Africa. <i>Summary of Research.</i>	All Participants	Marc Auboin (WTO)
		Overview II. SME Finance: <i>Summary of Research. Testimonials from banks and SMEs in Africa.</i>	All Participants	Bel Haile (WTO)/IFC
11:00 - 11:15	Coffee break			
11:15 -12:30	Trade Finance addressing the Market Gaps -- Availability and use of (advanced) trade finance serving SMEs and Financial Institutions	Summary/Refresher of payment methods, trade financial instruments, advanced trade finance. Exchange of Experiences among participants. Which payment terms are available? Which options are there for short-term working capital and trade finance solutions, with focus on SME's ?	All Participants	Mariano Neumann (IFC)
12:30 -13:30	Lunch - Break-out Sessions for Banks and SME separated as of next block -			

13:30 -15:00	Training: Tools for SMEs in trade finance	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 Letter of Credit, Supply Chain Finance. Real examples.	SMEs	Mariano Neumann (IFC)
13:30 -15:00	Training: Knowledge and tools to address TBML	Introduction to Trade Based Money Laundering (TBML), Controls to Prevent TBML and Red Flags	Banks – Compliance, Risk, Audit, Front and Sales Offices Trade Finance	Lucas Passos (IFC)
15:30 -15:45 <i>Coffee break</i>				
15:45 -17:00	Training: Working Capital Management	Interactive SME module I: Working Capital Management for SME's: Important as an alternative to counter lack of collaterals, guarantees, ownership	SMEs	Samuel Siteo (IFC SME Expert)
15:45 -17:00	Training: Case studies TBML and Roundtable around Correspondent Banking Network	Case Studies+ Round table with Correspondents	Banks – Compliance, Risk, Audit, Front and Sales Offices Trade Finance	Lucas Passos (IFC)/ Marc Auboin (WTO)/Susanne Kavelaar (IFC)

Day 2 (June 20, 2024):

Supply Chain Finance (Banks) – presentation of Research

Financial Management II (SME's) - continuation of trainings

Wrap Up and Closing (Banks and SME's) - Conclusions

Time	Themes	Session	Audience	Presenter
8:30 - 9:00		Recap Day One: Interactive SME module I:	SMEs	Nathalie Louat (IFC)
9:00 – 11:00	Financial Management Training	Interactive SME module II: Loan/Financial Management for SME's: (i) Refresher on principles (ii) Best practices	SMEs	Samuel Siteo (IFC SME expert)
09:00 -10:00	IFC's SCF Study Mozambique	Findings from IFC SCF market assessment in Mozambique	Banks - CEO, General Manager, SME/Business Banking Manager, Supply Chain Finance Director, Commercial Director	Susanne Kavelaar /Vivian Awiti Owuor/John Irungu Ngahu (IFC)
10:00-11:00	Roundtable and Experiences of Stakeholders	SCF challenges and opportunities in Mozambique *Roundtable views from financial and real sector *Platform experiences of Addendum	Banks – Recommended audience same as above	Moderator: Florian Wicht – IFC Panelists” Tokelo Matlou (Joao G./ Guy Teixeira)
11:00 -11:15 <i>Coffee break</i>				

11:15 -13:00	Business Plan Training	Interactive SME module III: How to come up with a suitable business plan to achieve a successful application for a loan	SMEs	IFC SME expert
11:15-12:30	Trade and SCF Case studies	Business development *Examples of trade finance and reversed factoring structures of IFC	Banks - Recommended audience same as above	Florian Wicht and Susanne Kavelaar (IFC)
12:30:13:00	Q & A	Questions directed to panelists, IFC and WTO	Banks - Recommended audience same as above	IFC
13:00 -14:00 <i>Lunch</i>				
14:00-15:30	TBN	Interactive module IV: To be nominated in coordination with SME's	SMEs	IFC SME expert
14:00-15:30	Panel of Legal Experts in SCF	Legal and Regulatory aspects of SCF in Mozambique *Opinion of expert(s)	Banks - Recommended audience same as above	Isis + Gavin + Rui vea emails porfis para los nombres 😊 IFC
15:30 -15:45 <i>Coffee break</i>				
15:45 -16:30		Wrap up + Closing Remarks	All Participants	IFC

(*) Sessions are given in Portuguese for SME's and in Portuguese and English for the joint sessions and some bank sessions. There are live interpreters present during the full 2 days.