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## Islamic Trade Finance Seminar

**23<sup>rd</sup> October 2018**  
DUBAI, UAE

**15<sup>th</sup> November 2018**  
KUALA LUMPUR, MALAYSIA

Visit [www.REDmoneyevents.com](http://www.REDmoneyevents.com) or call +603 2162 7800 for more information





# Introduction

It is undeniable that trade finance and Shariah principles are a natural fit and yet, overlooked by the Islamic finance industry as a whole. Trade by OIC member states amount to US\$3 trillion, accounting for nearly 10% of global trade which gives a huge opportunity for Islamic finance to leverage. However, product development, investment and innovation have been more on retail and capital market business and the product suite in Islamic trade finance is fairly plain vanilla. Digitization gives the opportunity for renewed focus in Islamic trade finance to bring the scale and size much needed to the industry.

Islamic Trade Finance Seminar will focus on helping institutions embrace innovative products, new technologies and understand key risks in trade financing to pursue continued opportunities for growth in the coming years. This half day event will give an opportunity to showcase your solutions to targeted decision makers with networking opportunities for meaningful business connections. Combine this with marketing of your brand in Islamic Finance news and sister publications with over 23,000 registered users and it's no surprise that Islamic Trade Finance Seminar is an event you cannot afford to miss.



## Agenda

Kuala Lumpur, Malaysia | 15<sup>th</sup> November 2018

**Exclusive presentation slots for lead partners and panel slots for partners available on a first come first served basis (refer to page 4 for partnership opportunities)**

### 9.00am – 9.30am

#### **Keynote: Islamic Trade Finance Overview and its Potential in the Future**

Trade from OIC member states is worth US\$3 trillion and almost 20% of this is between intra OIC signifies the potential for Islamic trade finance.

### 9.30am – 10.00am

#### **Structured Trade Finance**

STF is gaining prominence because of the resilience of the whole proposition rather than the sum of its parts. However, it is important to control the nature of risk exposure at every stage of the trade cycle.

- » When and why deal structuring should be used
- » Facility structuring; key controls
- » Structuring each stage of the trade cycle: controlling the nature of risk exposure

### 10.00am – 10.30am

#### **Financial Supply Chain in Islamic Trade Finance**

How can Islamic trade finance take advantage of supply chain financing as it minimizes the risk across the supply chain?

- » Pre-shipment finance
- » Commodities trade finance
- » Warehouse financing
- » Short term trade credit takaful

### 10.30am – 11.00am

Coffee

### 11.00am – 11.30am

#### **The Abuse of Trade Finance**

The recent Punjab National Bank scam amounting to USD1.77 billion is one of many examples of market abuses in trade finance. What are the common methods of abuses and what control functions can prevent them?

- » Key types of abuse
- » Why trade finance carries high compliance risk
- » An introduction to trade based money laundering
- » Common methods

### 11.30am – 12.00pm

#### **Case Study on Legal Documentation in Islamic Trade Finance:**

An Examination of a commercial contract and identification of areas of risk for the seller and financier and the required amendments to mitigate risks

### 12.00pm – 1.00pm

#### **Panel: Potential Application of Blockchain/Distributed Ledger Technology in Islamic Trade Finance**

Distributed ledger technology will offer an audit trail and unhindered financial visibility to ensure trade finance is not abused. This technology may solve the issue of trust deficit involved in the cross border transaction. How will it disrupt trade financing and how can Islamic finance take advantage of it?

- » Letter of credit using distributed ledger technology
- » Tackling the trust deficit through smart contracts
- » Fraud identification and prevention
- » Innovation in Islamic trade finance





# Agenda

Dubai, UAE | 23<sup>rd</sup> October 2018

**Exclusive presentation slots for lead partners and panel slots for partners available on a first come first served basis (refer to page 4 for partnership opportunities)**

## 9.00am – 9.30am

### **Islamic Trade Finance Fund as an Alternative Asset Class**

Higher capital requirements under Basel III regulations may limit the participation of banks in trade finance. How can Islamic trade finance funds offer an alternative asset class to investors and also gap the demand opened up by banks?

- » Financing real assets in real economy
- » Low volatility and limited exposure in a rising interest rate environment
- » Low or negative correlation with equity and fixed income asset classes providing an uncorrelated return to traditional assets.
- » Diversified investment portfolio (goods/commodities, geography, industry groups and individual counterparties)

## 9.30am – 10.00am

### **Islamic Factoring Facilities**

Islamic factoring offers clients an immediate liquidity facility on unpaid invoices. How can the industry take advantage of Shariah compliant software solutions to facilitate Islamic factoring?

- » Product features of Islamic factoring facilities
- » Invoice financing
- » PDC financing
- » Export financing
- » Shariah compliant software solutions for factoring facilities

## 10.00am – 10.30am

### **Structured Trade Finance and Supply Chain Finance in Islamic Trade Finance**

STF is gaining prominence nevertheless, it is important to control the nature of risk exposure at every stage of the trade cycle. Also, how can Islamic trade finance take advantage of supply chain financing as it minimizes the risk across the supply chain?

- » When and why deal structuring should be used
- » Facility structuring; key controls
- » Structuring each stage of the trade cycle: controlling the nature of risk exposure
- » Short term trade credit takaful

## 10.30am – 11.00am

Coffee Break

## 11.00am – 11.30am

### **The Abuse of Trade Finance**

The recent Punjab National Bank scam amounting to USD1.77 billion is one of many examples of market abuses in trade finance. What are the common methods of abuses and what control functions can prevent them?

- » Key types of abuse
- » Why trade finance carries high compliance risk
- » An introduction to trade based money laundering
- » Common methods

## 11.30am – 12.00pm

### **Case Study on Legal Documentation in Islamic Trade Finance:**

An Examination of a commercial contract and identification of areas of risk for the seller and financier and the required amendments to mitigate risks

## 12.00pm – 1.00pm

### **Panel: Removing Stress Points and Frictions through Digitalization of Trade Finance – Blockchain, Optical Character Recognition (OCR) and Machine Learning Automation**

The legal and financial processes involved in trade are still predominantly paper based, requiring a large, inflexible, and expensive operational footprint. Digitally documented trade promises to increase agility and reduce costs. Furthermore, technology may well solve the issue of trust deficit involved in the cross border transaction. How will digitalization disrupt trade financing and how can Islamic finance take advantage of it?

- » Letter of credit using distributed ledger technology
- » Tackling the trust deficit through smart contracts
- » Optical character recognition (OCR) and machine learning automation as a cost saving measure
- » Fraud identification and prevention
- » Innovation in Islamic trade finance



# Partnership Opportunities, Benefits and Distribution

Lead Partner & Presentation – limited to 5	KL: RM21,500	DUBAI: US\$6,500	Both: US\$9,750
<b>Pre-Event Benefits</b> <ul style="list-style-type: none"> <li>» Prime Positioned Logo on promotional activities</li> <li>» Full coverage on event website including biography and hyperlinked logo</li> <li>» Announcement in IFN Daily Alerts to global audience of 23,000+</li> </ul> <b>Event Benefits</b> <ul style="list-style-type: none"> <li>» Presentation slots offered on a first come basis</li> <li>» Signage on the signage during the event</li> <li>» Logo on the front cover of the event brochure</li> </ul>	<ul style="list-style-type: none"> <li>» Table top space for marketing materials</li> <li>» Seat drop prior to your presentation</li> <li>» 10 passes for colleagues and partner organizations</li> </ul> <b>IFN Trade Finance Report 2018</b> <ul style="list-style-type: none"> <li>» 2-page chapter on your chosen presentation topic (optional)</li> <li>» Firm name on front cover under 'Lead Partner'</li> <li>» Full page advertisement / advertorial</li> </ul>		

Partner & Panel Slot – Limited to 5	KL: RM16,500	DUBAI: US\$5,000	Both: US\$7,500
<b>Pre-Event Benefits</b> <ul style="list-style-type: none"> <li>» Logo on promotional activities</li> <li>» Full coverage on event website including biography and hyperlinked logo</li> <li>» Announcement in IFN Daily Alerts to global audience of 23,000+</li> </ul> <b>Event Benefits</b> <ul style="list-style-type: none"> <li>» Opportunity to be moderator – offered on a first come basis</li> <li>» Signage on the signage during the event</li> <li>» Full page advertisement / advertorial</li> </ul>	<ul style="list-style-type: none"> <li>» Logo on the front cover of the event brochure</li> <li>» Table top space for marketing materials</li> <li>» 7 passes for colleagues and partner organizations</li> </ul> <b>IFN Trade Finance Report 2018</b> <ul style="list-style-type: none"> <li>» 2-page chapter on your chosen topic, (not a presentation topic) (optional)</li> <li>» Firm name on front cover under 'Partner'</li> </ul>		

Partner – Unlimited	KL: RM12,500	DUBAI: US\$3,500	Both: US\$5,250
<b>Pre-Event Benefits</b> <ul style="list-style-type: none"> <li>» Logo on promotional activities</li> <li>» Full coverage on event website including biography and hyperlinked logo</li> </ul> <b>Event Benefits</b> <ul style="list-style-type: none"> <li>» Signage on the signage during the event</li> </ul>	<ul style="list-style-type: none"> <li>» Logo on the front cover of the event brochure</li> <li>» 3 passes for colleagues and partner organizations</li> </ul> <b>IFN Trade Finance Report 2018</b> <ul style="list-style-type: none"> <li>» Full page advertisement / advertorial</li> </ul>		

## Alternative Packages:

Breakfast Partner / Break Partner	KL: RM15,250	DUBAI: US\$5,000	For Both: US\$7,500
<b>Pre-Event Benefits</b> <ul style="list-style-type: none"> <li>» Branding on all marketing collaterals under 'Breakfast Partner or 'Break Partner'</li> <li>» Full coverage on event website including biography and hyperlinked logo</li> </ul> <b>Event Benefits</b> <ul style="list-style-type: none"> <li>» Prominent branding in the networking area (buntings, flags on tables)</li> <li>» Opportunity to place marketing materials on surrounding tables</li> <li>» Signage on the signage during the event</li> <li>» Logo on the front cover of the event brochure</li> <li>» 5 passes for colleagues and partner organizations</li> </ul> <b>IFN Trade Finance Report 2018</b> <ul style="list-style-type: none"> <li>» 2-page chapter on your chosen topic, (not a presentation topic) (optional)</li> <li>» Firm name on front cover under 'Partner'</li> <li>» Full page advertisement / advertorial</li> </ul>			

Corporate Gift Partner <i>(plus cost of gift)</i>	KL: RM15,250	DUBAI: US\$5,000	Both: US\$7,500
<b>Pre-Event Benefits</b> <ul style="list-style-type: none"> <li>» Exclusive branding, e.g. 'Corporate Gift Partner: Major Firm' on promotional activities</li> <li>» Choice on the Corporate Gift (cost borne by Partner)</li> <li>» Full coverage on event website including biography and hyperlinked logo</li> </ul> <b>Event Benefits</b> <ul style="list-style-type: none"> <li>» Exclusive branding on the signage during the event</li> <li>» Opportunity to place marketing materials on surrounding tables</li> <li>» Logo on the front cover of the event brochure</li> <li>» 5 passes for colleagues and partner organizations</li> </ul> <b>IFN Trade Finance Report 2018</b> <ul style="list-style-type: none"> <li>» 2-page chapter on your chosen topic, (not a presentation topic) (optional)</li> <li>» Firm name on front cover under 'Partner'</li> <li>» Full page advertisement / advertorial</li> </ul>			

Exclusive Badge & Lanyard Partner	KL: RM15,250	DUBAI: US\$5,000	Both: US\$7,500
<b>Pre-Event Benefits</b> <ul style="list-style-type: none"> <li>» Exclusive branding, e.g. 'Badge &amp; Lanyard Partner: IF Consultancy' on promotional activities</li> <li>» Choice on design for both badges and lanyards</li> <li>» Full coverage on event website including biography and hyperlinked logo</li> </ul> <b>Event Benefits</b> <ul style="list-style-type: none"> <li>» Exclusive branding on the signage during the event</li> <li>» Opportunity to place marketing materials on surrounding tables</li> <li>» Logo on the front cover of the event brochure</li> <li>» 5 passes for colleagues and partner organizations</li> </ul> <b>IFN Trade Finance Report 2018</b> <ul style="list-style-type: none"> <li>» 2-page chapter on your chosen topic, (not a presentation topic) (optional)</li> <li>» Firm name on front cover under 'Partner'</li> <li>» Full page advertisement / advertorial</li> </ul>			

Delegate Pack Partner <i>(plus cost of gift)</i>	KL: RM15,250	DUBAI: US\$5,000	Both: US\$7,500
<b>Pre-Event Benefits</b> <ul style="list-style-type: none"> <li>» Exclusive branding on promotional activities as 'Delegate Pack Partner'</li> <li>» Choice on design for the Delegate Pack</li> <li>» Full coverage on event website including biography and hyperlinked logo</li> </ul> <b>Event Benefits</b> <ul style="list-style-type: none"> <li>» Signage on the signage during the event</li> <li>» Opportunity to place marketing materials on surrounding tables</li> <li>» Logo on the front cover of the event brochure</li> <li>» 5 passes for colleagues and partner organizations</li> </ul> <b>IFN Trade Finance Report 2018</b> <ul style="list-style-type: none"> <li>» 2-page chapter on your chosen topic, (not a presentation topic) (optional)</li> <li>» Firm name on front cover under 'Partner'</li> <li>» Full page advertisement / advertorial</li> </ul>			



# Islamic Trade Finance Seminar

Registration Form

**23<sup>rd</sup> October 2018**

*Dubai, UAE*

**15<sup>th</sup> November 2018**

*Kuala Lumpur, Malaysia*

To confirm your participation, please complete this section. The partner will arrange for the payment in one installation exclusive of all taxes to REDmoney.

Company Name:

Package:

<input type="checkbox"/> Malaysia	<input type="checkbox"/> Dubai	<input type="checkbox"/> Both
<input type="checkbox"/> Lead	<input type="checkbox"/> Partner + Panel	
<input type="checkbox"/> Partner	<input type="checkbox"/> Other _____	

Name:

Signature for Sponsor:

Title:

Date:

**Terms and Conditions:** • By completing, signing and sending us this registration form you are confirming to become a partner to this event. • You are also confirming your understanding of our Booking, Payment and Cancellation Policy. • By signing this contract you are bound by our cancellation policy of no refunds. Your account will be credited for future events in the same calendar year. However, for cancellations of less than one month prior to the event taking place, no refund or credit will be offered. If you so wish to cancel your sponsorship (howsoever arising), the entire amount due will be payable to REDmoney Sdn Bhd / REDmoney Limited. • One Sponsor One Logo Policy: Each sponsor is only entitled to one logo. Permission from the organizer is required to display additional corporate brands and to disseminate alternatively branded marketing materials. • Full payment must be made within 30 days of the invoice date. In the event that payment is made after 30 days from the invoice date, a 10% penalty fee will be imposed. For payments made after 60 days from the invoice date, a 20% penalty fee will be imposed • Payment made by cheque will be charged additional bank fees of 1% of the invoice amount. • All currency conversion will be applicable to the date of invoice • All prices above are not inclusive of taxes.

## Send Us Your Registration!

By email: [seminars@redmoneygroup.com](mailto:seminars@redmoneygroup.com)

By fax: **+603 2162 7810**

You may also book online at [www.REDmoneyevents.com](http://www.REDmoneyevents.com)

Please call us on: **+603 2162 7800** or **+603 2162 7802** if you require assistance.

Our address is: **REDmoney, Suite 22-06, 22<sup>nd</sup> Floor, Menara Tan & Tan, 207, Jalan Tun Razak, 50400 Kuala Lumpur**

## REDmoney Group

REDmoney Group's latest offering, IFN Seminars, takes Islamic finance to new and developing markets and tackles the industry's most innovative and imperative topics. These high-level, practitioner-led events offer practical insights on technical and strategic aspects of Islamic finance to dealmakers, regulators and intermediaries in core and developing Shariah-compliant markets. Leveraging on our highly regarded Forums and Training courses, these seminars offer the same exceptional quality of speakers in a small-group setting allowing delegates the opportunity to interact with our panel of highly experienced industry leaders in an event format that is intended to provide comprehensive knowledge on the very latest issues and trends.

REDmoney Group is the foremost global provider of specialized Islamic financial media services across three core divisions of events, publishing and training. Established in 2004, the firm has offices in Dubai and Kuala Lumpur: offering an unrivalled multi-channel service across the full spectrum of the global financial markets. The outward-facing arms of the REDmoney publishing and events portfolio are supported by REDmoney Training, which provides access to industry-leading expertise from the best in the field.

REDmoney Group covers the full range of global markets: from emerging Islamic economies across Africa and Asia to industry leaders such as Malaysia and the GCC along with developed nations in Europe and the Americas seeking to enter the sector. The company offers unequalled access to the elite of the industry: with relationships built up over a decade of trusted communication with market leaders to provide a detailed network covering every aspect of Islamic financial services.