

# EXPO Finance

## Understanding Export Finance

*Building Through Learning...*

### Program Overview

The Egyptian business sector must continuously keep pace with and overcome a myriad of global challenges in order to stay competitive. Export development is emerging as one of those challenges, reflecting the importance and merits of internationalization.

The Regional IT Institute, a leading regional educational organization, is helping businesses tackle the challenges of export development with its 2008 series of specialized export programs, presented in collaboration with the International Company for Export Development (ExpoFront). “EXPO Finance” course is one of several short-term professional training courses tailored to meet the needs of Egyptian businesses wishing to develop their export potential.

### Content

The availability of trade finance plays a crucial role in facilitating international trade. Exporting tends to be more demanding financially, making exporters with limited access to working capital in need of finance until receiving payments. The need for export finance is also underlined by the fact that competition is often based on the attractiveness of the offered payment terms after balancing their risks and costs. “EXPO Finance” is a comprehensive but easy-to-understand program designed to help Egyptian companies learn more about export finance. It provides useful information about common techniques of export financing through assessing each technique in light of the exporter’s specific situation or needs.

### Program Outline

#### **Introduction to Export Finance (4 hours)**

- International Payment Methods
- Definition & Scope of Export Finance
- Types of Export Finance

#### **Financing through Letters of Credit (4 hour)**

- Definition of L/Cs
- Types of L/Cs
- Financing Egyptian Exports through L/Cs
- Pros & Cons (Applications & Case Studies)

#### **Financing through Documentary Collections (4 hours)**

- Definition of Documentary Collections
- Types of Documentary Collections
- Financing Egyptian Exports through Documentary Collections
- Pros & Cons (Applications & Case Studies)

#### **Export Factoring (4 hours)**

- Definition of Export Factoring
- Types of Export Factoring
- Financing Egyptian Exports through Factoring
- Pros & Cons (Applications & Case Studies)

## Key Benefits

Upon the completion of this program you will gain:

- Comprehensive understanding of export finance
- Useful knowledge on available export finance techniques in Egypt
- Practical methods of assessing export finance techniques according to various needs

## Participants' Profile

This program is designed for professionals seeking a better understanding of export finance techniques. Export managers, finance managers, and others involved directly or indirectly with the export activity are particularly suited for the course.

## Instructors' Profile

Instructors have extensive professional experience in the field of export finance through working in reputable domestic and/or international financial institutions. Instructors will maintain the practical and interactive nature of the program by making use of presentations, group discussions and case studies.

## Practical Information

**Date:** 15, 17, 22, 24 June 2008

**Location:** Regional IT Institute Premises

**Duration:** 16 hours – 4 executive days

**Schedule:** Twice a week from 18:00 to 22:00

**Language:** English is the main course language (Arabic will be used for explanatory notes)

**Pre-requisites:** Intermediate management level - Good command of English language - Accepted registration form

**Registration Requirements:** Registration form and 2 photos

**(Kindly make sure of your acceptance before entering into the payment process)**

**Fees:** 1,600 L.E. (Registration will only be confirmed upon payment)

**Payment Method:** Cash, check payable to the Regional IT Institute, or by a wire transfer.

**Certificate:** A certificate of attendance will be issued jointly from the Regional IT Institute and ExpoFront.

**RITI is an Industrial Training Council (ITC) Service Provider - Beneficiaries enjoy up to 75% Fund From the ITC**  
**Course fees will be 400 L.E**

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### For Information and Registration

#### International Company for Export Development - ExpoFront

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#### Regional IT Institute (RITI)

Training Development Programs

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