



# FCI

Facilitating Open Account – Receivables Finance



# COFIT CERTIFICATE OF FINANCE IN INTERNATIONAL TRADE 2021

ONLINE

The Certificate of Finance in  
International Trade gives you the  
edge in your financial career and is an  
opportunity to study and get certified  
at one of Europe's most established  
Universities.

IN CO-OPERATION WITH:







This programme aims to introduce the participant to the world of international trade, trade finance supply chain finance and commercial finance (factoring, invoice discounting and asset based lending). It will provide a sound framework for those wishing to pursue further study or seeking a career in this field.

Career opportunities in international trade continue to grow even during periods of economic downturn and fluctuations in the business cycle; when companies are cutting costs, demand for capable and experienced professionals in this field tends to remain high. All presentations will be delivered in English.

## PROGRAMME OBJECTIVES

The Certificate of Finance in International Trade has been jointly developed by the University of Malta and International Factors Group (IFG, Since 1st January 2016, IFG and FCI entered in an Union) in cooperation with Afreximbank in order to meet the demands of the commercial world and offer a platform from which participants can increase their understanding of all aspects of International Trade, Import/Export Business, Logistics and Finance of International Trade.



The main objective of the programme is to deliver a competitive, industry-focused educational programme that will provide the tools needed to achieve professional development goals in the finance of international trade. The emphasis throughout will be on the practical aspect of real life international trade scenarios.

### Benefits for the Participant

- COFIT offers a unique learning experience in a truly international environment.
- Successful students receive a University Certificate with 30 ECTS
- It is the only university program focused on all aspects of Finance of International Trade
- COFIT will help you understanding the interaction between different forms of finance available in international trade
- It will provide you a core of essential knowledge to help build your career in International Trade
- COFIT is hard work, but will also give you a network of new friends from all over the world

### Benefits for the Employer

- Trade Finance and Working Capital Solutions are more and more integrated : you need people who understand the different aspects of this new environment
- COFIT offers you a unique opportunity to invest in your future top talent and to reward your best people
- Participants will come back with hands-on knowledge and ideas to grow your business
- COFIT is developed by industry experts for the industry: nowhere else you can find similar education on university level
- The program has a university certification, but remains at a very reasonable cost compared to post-graduate programmes which have less focus on your real business environment

## TEACHING AND ASSESSMENT

The programme is taught using a variety of methods, including lectures, group learning. To provide additional industry insight, some sessions are delivered by professionals from this sector. Taught modules are assessed by examinations and assignments.

## PROGRAMME CONTENT

During this programme, students will learn about the key aspects and developments in international trade, trade finance, supply chain finance and commercial finance and other related topics. By the end of the intensive four week programme, students will be able to understand and evaluate the factors shaping today's international trading environment.

This innovative programme will provide a sound framework for those wishing to seek a career in this field or to pursue their academic studies and to achieve 30 ECTS credits.

This programme emphasizes the practical aspects of real life international trade scenarios, skills that are needed in order to cope with the increasingly complex global trade finance scenarios.



## LECTURER LIST

The material will be delivered by Industry experienced expert practitioners who are selected and verified as appropriate by FCI.

They will include (amongst others to be identified by FCI):

- Aysen Cetintas, Education Director, FCI
- The Academic staff of the University of Malta, led by Professor Joseph Falzon
- Margrith Lütschg- Emmenegger, Partner Quarterback Malta
- Marius Savin, Partner Quarterback Malta
- Spyros Tsois, Deputy Education Director, FCI



The **LANGUAGE OF INSTRUCTION** at the University of Malta is English. Applicants who have completed their secondary education overseas are obliged to satisfy the University's English Language requirement by presenting a Secure English Language Test (SELT) result at the required levels:

IELTS: Band score of 5.5 with at least 5.0 in the reading and writing components ([www.ielts.org](http://www.ielts.org)).

IELTS score reports will only be valid if issued within 2 years from the date of commencement of the course at the University of Malta.

The test result must be obtained by 15 March 2021 and if the test result is not submitted by this date, applicants will not be admitted to the course even if all other entry requirements are satisfied.

For more information visit: [http://www.um.edu.mt/int-eu/international/english\\_language\\_requirements](http://www.um.edu.mt/int-eu/international/english_language_requirements).

*"The COFIT training is important for every factoring business with a serious intention to equip its staff with practical and technical expertise in the growing receivables finance industry. The trainings are delivered in a simple way for everyone to understand."* **Andrew Masuwa, Afreximbank, Egypt**

*"The material presented for the training, together with the business simulation was well presented and provided me with very insightful information on fundamentals of the factoring business."* **Takudzwa Chaora, Steward Bank Limited, Zimbabwe**

*"I have previously attended several training and seminars on factoring and other forms of supply chain financing; however this training has provided me with much better understanding of the factoring and its challenges. I believe the knowledge gained will greatly assist me in my role as operation officer with my organisation tasked with administering and monitoring facilities"* **Shirley Sandra Torsoo, Afreximbank, Egypt**

*"I have been working in the banking activity for almost ten years and I heard about factoring generally but I never imagined how big and rich could be this world! Thanks to COFIT today I develop new skills, new competence, still very rare in my environment (Subsaharan Africa). With all what I have learned from this training, and particularly from the FCI experience, I feel very motivated and capable to implement and manage international trade services I project myself into a new activity, a new challenge and a new dream in my professional life "* **Bibiane Femne, Central African States Development Bank, Congo**



## PROGRAMME SYLLABUS

The programme is built around 4 online modules of 2 weeks morning sessions each.

### Module 1: "Products and Practical Applications of Trade Finance"

**Lecturers:** Experienced Practitioners from Quarterback. **Timing:** Weeks of 14 & 21 June 2021\*

**Topics will include:** Financial Instruments supporting Trade finance, Trade Based Money Laundering and Financial Crime, Structured Commodity Finance, The Risks and Challenges of International Trade and Forfaiting.

### Module 2: "The Global Environment for International Trade"

**Lecturers:** Academics from the University of Malta

**Timing:** Weeks of 13 & 20 September 2021\*

**Topics will include:** Introduction; Documentary Collections, Interpretation of Accounting Statements, International Trade Overview, Comparative Advantage and Ricardian Model, The Political Economy of Trade Policy / Developing Countries, Interpretation of Economic Statistics

### Module 3: "Tools and Techniques for International Trade Finance"

**Lecturers:** Academics from the University of Malta

**Timing:** Weeks of 15 & 22 November 2021\*

**Topics will include:** International Business Financing, Aspects of International Marketing for the Banking Industry, Developing Countries: Growth, Crises and Reform, International Business Financing, Islamic Finance and Emerging Markets.

### Module 4: "Commercial Finance"

**Lecturers:** Experienced practitioners from FCI

**Timing:** Weeks of 14 & 21 February 2022\*

**Topics will include:** Introduction to the different forms of Commercial Finance (Factoring, Invoice Discounting, Asset Based Lending, Reverse Factoring, Supply Chain Finance), Foundation skills in Marketing, Sales and Account Management in Commercial Finance, Risk Management, Fraud prevention, Legal Aspects in Commercial Finance

## VISA

Please check if you require an entry visa to Egypt. Foreigners who reside in countries where there is an Embassy, High Commission or Consulate of Egypt should apply at any of these offices for their visa. If an applicant is residing in a country where there is no such office, he/she is invited to visit the Ministry of Foreign Affairs website <https://www.sis.gov.eg>. Please apply for your visa early enough, it may take several weeks to get the visa.



COFIT 2019 Module 4 group picture

\* Dates for the modules are indicative and can be changed due to current circumstances



### ABOUT AFREXIMBANK

The African Export-Import Bank (Afreximbank) is the foremost pan-African multilateral financial institution devoted to financing and promoting intra- and extra-African trade. The Bank was established in October 1993 by African governments, African private and institutional investors, and non-African investors. Its two basic constitutive documents are the Establishment Agreement, which gives it the status of an international organization, and the Charter, which governs its corporate structure and operations. Since 1994, it has approved more than \$67 billion in credit facilities for African businesses, including \$7.2 billion in

2018. Afreximbank had total assets of \$13.4 billion as at 31 December 2019. It is rated BBB+ (GCR), Baa1 (Moody's) and BBB- (GCR). The Bank is headquartered in Cairo. For more information, visit: [www.afreximbank.com](http://www.afreximbank.com)



### ABOUT FCI

FCI was set up in 1968 as an umbrella organisation for independent factoring companies around the world. Today we have grown into the world's representative factoring network and association with more than 400 members in 90 countries.

When FCI started, domestic factoring was only available in North America and a few European countries. The concept of cross-border factoring was still new and restricted by its lack of geographic reach. Recognising the potential for international factoring, the founding FCI members realised an umbrella organisation was needed, firstly to introduce factoring in countries where it was not yet available, and secondly to develop a framework for international factoring that would allow factoring companies in the country of the exporter and the importer to work closely together.

FCI offers three major areas of activities:

- **CONNECT** : the Business network supports cross-border factoring activities through which its members cooperate as export and import factors.
- **EDUCATE** : FCI promotes and develops best practices in both domestic and international factoring and related Open Account Finance products.
- **INFLUENCE** : FCI promotes and defends the Industry with stakeholders and policy makers worldwide.



### ABOUT UNIVERSITY OF MALTA

The University of Malta (UOM) is one of the oldest in the Mediterranean. It traces its origins to the founding of the Collegium Melitense which was set up through direct papal intervention in 1592. It was run by the Jesuits who were empowered to confer the degrees of Magister Philosophiae and Doctor Divinitatis.

The main campus is situated at Msida. The other campus is in Valletta where it is housed in the Old University Building which dates back to the founding of the Collegium Melitense and incorporates the Aula Magna. The Valletta Campus also serves as a prestigious setting for the hosting of international conferences, seminars, short courses and summer schools.

The University today has fourteen faculties and a number of interdisciplinary centres and institutes and is looking firmly into the future blending tradition with innovation and developing programmes such as the Certificate in International Trade Finance, an industry-focused educational programme that the market has long demanded.

Nowadays there are around 11,000 students, including 650 international students, following full-time or part-time degree and diploma courses, many of them run on the modular or credit system. The degree courses are designed to produce highly qualified professionals, with experience of research, who will play key roles in industry, commerce and public affairs in general.

For further information about the UOM please visit [www.um.edu.mt](http://www.um.edu.mt) and for the UOM Department of Banking and Finance please visit [www.um.edu.mt/fema/bankingfinance](http://www.um.edu.mt/fema/bankingfinance)



### ABOUT QUARTERBACK

QUARTERBACK provides in-depth training and professional advice for companies that want to understand trade finance products and their applications better. QUARTERBACK provides tailor-made training workshops and seminars relevant to your market and delivered in your country.

QUARTERBACK will facilitate implementation of products for financial institutions to provide secure finance for Small and Medium Sized Enterprises (SME's) by using specialist products such as Factoring, Invoice Discounting, Forfeiting, Asset Based Lending. QUARTERBACK works globally with multinationals, commercial banks, factoring companies, funds and alternative financiers. QUARTERBACK helps you in all critical areas to develop your plans and achieve your goals.



Facilitating Open Account – Receivables Finance



UNIVERSITY OF MALTA  
L-Università ta' Malta



# REGISTRATION FORM

## COFIT 2021

Please send the form duly filled and signed to the Afreximbank before 15 March 2021:

E-mail:

aemam@afreximbank.com

or

jphabyarimana@afreximbank.com

**Dates:** Weeks of 14 & 21 June, 13 & 20 September, 15 & 22 November 2021 and 14 & 21 February 2022 (dates subject to confirmation)

### COMPANY

Company Name:

Address:

City:

Zip Code:

Country:

### PARTICIPANT

Title: ☐ Mr. ☐ Mrs. ☐ Ms.

Surname:

First Name:

Position:

Branch office / Department:

E-mail:

Years of experience in current position:

Special wishes for meals for health or religious reasons:

### TUITION FEE:

Please invoice my company with the tuition fee for participating at COFIT 2021

☐ 6.750,00 EUR\* + VAT (where applicable) (the first 7 applications to this programme will be eligible to a 50% scholarship from Afreximbank on the tuition fee)

For **REGISTRATION**, please send with your registration form, a copy of your passport and full notarized English translation of all certificates attached together with a complete CV having the following details:

1. Name, address, email, skype, date of birth, telephone numbers
2. Primary & Secondary education
3. University education (if any)
4. Full work experience
5. Courses attended and professional development courses
6. 500 word motivation letter

\* Please note that the fees cover tuition only. Flights, accommodation, food/drink and transportation are not included in the programme fees.

### CANCELLATION POLICY:

**Any change or cancellation MUST be made in writing.**

- Registration fees will be reimbursed in full for cancellations received **before or on 1st February 2021**. No refunds can be made for cancellations received after that date.
- There will be no charges for name changes (to be done before 15 March 2021).

In the event that a speaker cancels his participation, every effort will be made to find a replacement presenter of equivalent experience.

I hereby accept terms, conditions and cancellation policy:

Name (CAPITAL LETTERS):

Date:

Signature (Mandatory):