



Special Rates for
ITFA Members

COFIT 2015



**EU University
Certified Course**

CERTIFICATE OF FINANCE IN INTERNATIONAL TRADE (Undergraduate Programme)



UNIVERSITY OF MALTA
L-Università ta' Malta



FIMBANK

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.

Certificate of Finance in International Trade (COFIT)

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.

Follow this path and become a **CERTIFIED TRADE FINANCE SPECIALIST**

Programme Objectives

The Certificate of Finance in International Trade has been jointly developed by the University of Malta, International Factors Group (IFG) and FIMBank plc 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

The programme will not only aim to develop skills in finance from an international perspective but also to provide the student with the knowledge and understanding of economic, political and financial risk factors which are affecting the world economy. The programme should also appeal to those who may be interested in following a career in commerce, banking, supply chain management or those wishing to pursue further their academic studies.

The IFG week on commercial finance (factoring, asset based lending & Supply Chain Finance) can be taken independently and is ideal for new staff in a factoring bank division or factoring company working at middle to senior level that need to have a more complete view of the industry.

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.

The first university certified trade finance programme in Europe. Unique world class faculty combining market experts from 3 leading institutions.

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.



UNIVERSITY OF MALTA
L-Università ta' Malta

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 and for the UOM Department of Banking and Finance please visit www.um.edu.mt/fema/bankingfinance



About International Factors Group

International Factors Group (IFG) is the worldwide trade association for the Commercial Finance Industry, active since 1963. IFG is represented in more than 60 countries by more than 150 members and supports Factoring companies, ABL Lenders and Financial Institutions and service providers active in Factoring and Supply Chain Finance. IFG promotes the Commercial Finance Industry, supports the development in new countries and facilitates international business between members through the two-factor cross-border platform. IFG promotes networking and alliances in the industry, represents and informs the industry and is globally recognized as the competence centre for the Commercial Finance Industry.

An important part of IFG's activities is development of best practices and top educational programs. Since 2010 IFG runs the highly successful "IFG Academy", the only comprehensive programme on all aspects of Commercial Finance leading to a diploma of Factoring Professional. Through the cooperation with the University of Malta and FimBank, the IFG Academy program has been integrated in the Accredited Certificate Programme on International Trade Finance. (It remains possible for students to register only for the IFG week on Commercial Finance).

For further information about the IFG please visit www.ifgroup.com



FIMBANK

About FIMBANK

FIMBank plc is an international trade finance specialist with an established reputation as a dynamic and customer-driven provider of trade finance solutions to corporates, banks and individuals worldwide. Through its strong correspondent banking network and international offices located across the globe, FIMBank offers a unique environment in which trade finance opportunities are identified, innovatively structured and successfully executed.

Bolstered by a robust shareholding structure, including a long-term partnership with the World Bank's International Finance Corporation (IFC), the FIMBank Group has also successfully made its mark on the international factoring sector by offering a complete portfolio of factoring services and actively pursuing a strategy of establishing factoring joint ventures with prominent institutions in selected emerging markets. This has resulted in the development of an international network of factoring joint ventures. Today FIMBank's international network includes MENAFactors in Dubai, Egypt Factors in Egypt, Levant Factors in Lebanon, FactorRus in Russia, India Factoring in India, BrasilFactors in Brazil as well as a strategic partnership with RomFactor in Romania.

For further information about the FIMBank Group please visit www.fimbank.com

Programme Syllabus

The programme is built around 4 residential modules of 1 week each.

Module 1: "The Global Environment for International Trade"

Lecturers: Academics from the University of Malta

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 2: "Products and Practical Applications of Trade Finance"

Lecturers: Experienced Practitioners from FIMBank

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 Forfeiting.

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

Lecturers: Academics from the University of Malta

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 IFG

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

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.

The COFIT certificate four module programme is currently available only on campus.

Programme Features

- Four weeks, full time - 2 x 2 weeks visits to Malta (4 Modules)
- International scope, combining experts from three leading institutions
- International lecturers, contribution by trade finance specialists and bankers
- Focus on the Practical aspects – analysis of real life case studies
- Accredited Certification by the University of Malta – 30 ECTS credits
- 1 exam & 1 assignment per module (Module 1 & 2)
- 2 assignments per module (Module 3 & 4)

Programme Partners - Tri-Party Collaboration

The Certificate of Finance in International Trade will be run collaboratively between the University of Malta, the International Factors Group and FIMBank plc.

Feedback from previous intake

**Tatiana Myrikova,
Factorrus, Russia**

"COFIT was a great experience for me to expand my knowledge in trade finance, to increase my understanding of all aspects of international trade and world economy, to get real practical skills from the first hands of the most professional and experienced people in our industry. I really enjoyed studying, meeting and sharing experience with colleagues from different countries. I express special thanks for developing of such a unique and very up-to-date programme."

**Ilya Pokamestov,
LLC Politeks, Russia**

"COFIT is a unique specialist programme and I am determined to obtain the COFIT qualification. I look forward to successfully completing my studies and obtaining this EU University Certified qualification."

**Birk Namasiku,
PTA Bank, Kenya**

"The COFIT programme appealed to me because of its practical application to trade finance, cross border trade and trade logistics."

**Sanella Attard,
FIMBank, Malta**

"The direct contact with University professors, market experts and practitioners is invaluable. I highly recommend this programme to those seeking to improve their knowledge in this field or those aspiring to become trade finance specialists".

**Martin Eguren,
Student, Uruguay**

"This was an opportunity for me to specialise in trade finance and make new friends working in this field. I will cherish this valuable experience and the new friendships I have made."

**Robert L. Tomusange,
African Export-Import
Bank, Egypt**

"The program has inspired us greatly and equipped us tremendously. Our gratitude goes to all the facilitators who delivered very high quality, well researched, informative and inspirational sessions."

This programme provides you with a solid foundation and understanding of trade finance. It is designed for those who seek to specialize and become trade finance specialists. Ideal for bankers wishing to specialise.

This certificate will provide you with the wide range of competencies that will enable you to further your career in the **corporate world.**

COFIT fully incorporates the **IFG Academy** programme which is the only truly international comprehensive and integrated programme on the theory and practice of factoring and commercial finance. Students may also apply for the IFG Academy module only and achieve 5 ETCS credits from the University of Malta.

Timetable

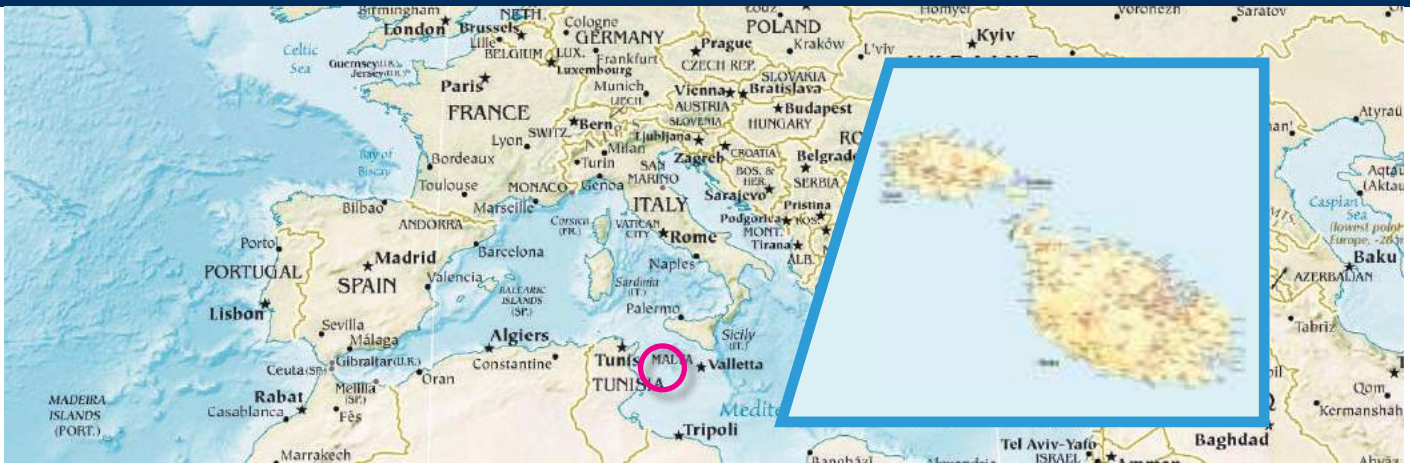
Sessions/ Modules	Day	Date	Time	Module Title and Topics
	Sunday	15-02-2015	19:00 - 21:00	Welcome Drink
				BKF1210: The Global Environment for International Trade
Week 1 - Module 1 UOM Week 42 hours 10 ETCS Assignment Deadline: Wednesday 10th June 2015	Monday	16-02-2015	09:00 - 17:00	Introduction, Documentary Collections, International Trade Overview
	Tuesday	17-02-2015	09:00 - 17:00	Documentary Credits 1, Instruments of Trade Policy
	Wednesday	18-02-2015	09:00 - 17:00	Interpretation of Accounting Statements, The Political Economy of Trade Policy
	Thursday	19-02-2015	09:00 - 17:00	Risk Management Foundations, Controversies in Trade Policy
	Friday	20-02-2015	09:00 - 17:00	Documentary Credits 2, Risk Management Foundations
	Saturday	21-02-2015	09:00 - 17:00	Guarantees, Interpretation of Economic Statistics
	Monday	23-02-2015	09:00 - 17:00	Interpretation of Accounting Statements, Interpretation of Economic Statistics continued
				BKF1220: Products and Practical Applications of Trade Finance
Week 2 - Module 2 FIMBank Week 30 hours 5 ETCS Assignment Deadline: Wednesday 10th June 2015	Tuesday	24-02-2015	09:00 - 17:00	Cultural Differences in a Globalised World, Introduction to International Trade Financing and Trade Finance Industry
	Wednesday	25-02-2015	09:00 - 17:00	The Importance of Trade Diplomacy for International Trade, Financing International & Domestic Trade, Structured Commodity Finance
	Thursday	26-02-2015	09:00 - 17:00	Analysis of Country Risks, Forfaiting, Trade Finance Operations
	Friday	27-02-2015	09:00 - 17:00	Trade Based Money Laundering and Financial Crime
	Saturday	28-02-2015	09:00 - 17:00	Standard Trade Terms, The Risks and Challenges of International Trade, Financial Instruments and Risk Management
				BKF1230: Tools and Techniques for International Finance
Week 3 - Module 3 UOM Week 42 hours 10 ETCS Assignments Deadline: Wednesday 8th July 2015	Monday	01-06-2015	09:00 - 17:00	Aspects of International Marketing for the Banking Industry
	Tuesday	02-06-2015	09:00 - 18:00	The International Monetary System, Macroeconomic Policy under Floating Exchange Rates
	Wednesday	03-06-2015	09:00 - 18:00	International Business Financing, Optimum Currency Areas
	Thursday	04-06-2015	09:00 - 18:00	Online Foreign Exchange Trading, Developing Countries: Growth, Crises and Reform
	Friday	05-06-2015	09:00 - 18:00	Foreign Exchange Hedging Using Forwards and Options, International Business Financing
	Saturday	06-06-2015	09:00 - 18:00	Aspects of International Marketing for the Banking Industry Continued, Islamic Finance and Emerging Markets
	Monday	08-06-2015	09:00 - 18:00	Aspects of International Marketing for the Banking Industry & Islamic Finance and Emerging Markets Continued
				BKF1240: Commercial Finance
Week 4 - Module 4 IFG Week 30 hours 5 ETCS Assignments Deadline: Wednesday 15th July 2015	Tuesday	09-06-2015	09:00 - 17:00	Introduction, Commercial Finance History and Evolution, Global Market Overview, Legal Considerations, Supply Chain Financing Solutions - Environment and Securitisation
	Wednesday	10-06-2015	09:00 - 17:00	CF Products, Solutions and Applications, Introduction to the Two Factor System, Industry Suitability for CF / Lead Generation Methodologies and Processes
	Thursday	11-06-2015	09:00 - 17:00	Sales Process, Sales Practical, CF Account Management, Managing the relationship, CF Financial Analysis
	Friday	12-06-2015	09:00 - 17:00	CF Structure/ Basel, Organisation and Regulation, CF Monitoring, Asset Based Lending, ABL Practical
	Saturday	13-06-2015	09:00 - 17:00	Risk Management, Governance Ethics Regulation, Fraud in CF, Identifying Fraudulent Behaviour, Fraud cases and recovery, Real Life examples

All sessions will be held at the Fimbank Head Office, St Julians.

Participants will be invited to attend at no additional registration fee the Leadership Business Game in Commercial Finance which takes place in November in Nice, France.



About Malta



Malta is geographically located at the centre of the Mediterranean Sea, strategically placing Malta in the heart of the busiest shipping lanes in the region. Enjoying excellent political and economic ties with all its neighbours, Malta is considered to bridge the European and North African continents. Malta is the smallest member of the European Union that is the largest economic block in the world, giving the political and economic stability necessary to develop a sound economic environment. Malta has a well established democratic system of politics supported by strong judicial and public administrative systems. Malta is thus considered to be a bastion of political, social and economic stability. As demonstrated in the crisis in Libya, Malta status as a 'neutral' state offers significant advantages to the economic stability and growth potential. Malta has a vibrant economy, experiencing modest growth even at a time when the world is living a prolonged recession. Malta has long-standing commercial ties with Europe, North Africa and the Middle East and this represents one of the key advantages of doing business in or from the island.

Economic Environment in Malta

Malta's has a well regulated banking system and the Central Bank of Malta is a member of the European System of Central Banks (ESCB) and the Eurosystem. Its safe and stable banking environment is well recognised with it being classified as the most solvent in the EU and the 10 soundest banks in the World (by the World Economic Forum). It in fact is one of the few systems that avoided any need for bank bail-outs during the global financial crisis. Moreover, Malta boasts a comprehensive financial legislation also catering for the regulation of hedge funds, investment services providers, banking and financial institutions, and retail and captive insurance business.

Transport and Connectivity in Malta

Malta's strategic location is complimented by it state-of-the-art transport facilities. It has significant air and sea port facilities that connect Malta to most major global destinations with regular and frequent connections (major EU, North Africa and Middle East destinations being mostly within a 1 to 4 hour flight range). Its facilities include an award-winning airport (cargo and passenger handling facilities), a major EU Freeport (offering trans-shipment and similar facilities), a stunning grand harbour (offering both cargo and passenger handling facilities) and extensive yacht (including super yacht) berthing facilities. This is complimented by regular road-cargo transport links (via-sea links with mainland Europe). All this ensures that the island is now connected to practically every major port in the Far East, Europe, North America and North Africa. The close proximity of Malta's transport facilities (all are within a 12 km radius) facilitates multi-transport mode logistic solutions. Malta also has one of the largest world shipping register and a growing aircraft register.

Climate

Malta's climate is typical of the Mediterranean and is strongly influenced by the sea. The Maltese Islands have a pleasantly sunny climate with a daily average of around 12 hours sunshine in summer going down to 5 to 6 hours in mid-winter. Summers are hot, dry and very sunny. Day-time temperatures in summer are often mitigated by cooling sea breezes. Spring and autumn are cooler, except when the occasional Sirocco wind from Africa brings unseasonally high temperatures and humidity. Winters are mild, with the occasional short cold spells brought about by the north and north-easterly winds from central Europe.

Education in Malta

Malta has a sound educational system with a reputed University and post-secondary training Institutions that attract a steady influx of undergraduates and students to enter further and higher education.

Language

The official languages of Malta are Maltese and English. Maltese, a language of Semitic origin written in the Latin script, is the national language of Malta. Over the centuries, it has incorporated many words derived from English, Italian and French. Italian is also widely spoken.

VISA REQUIREMENTS

Please check if you require an entry Visa to Malta. Foreigners who reside in countries where there is an Embassy, High Commission or Consulate of Malta should apply at any of these offices for their visa. If an applicant is residing in a country where there is no Maltese Embassy/High Commission or Official Representative, he/she is invited to visit the Ministry of Foreign Affairs website www.foreign.gov.mt.

ACCOMMODATION

There are a variety of accommodation options for, located close to FIMBank is Head Office, to suit different needs and budgets. Students are free to choose their preferred lodging which we recommend them to consider www.eurobookings.com

INDICATIVE HOTEL RATES



Location	Month	3 Star Hotel Average rate per night	4 Star Hotel Average rate per night	5 Star Hotel Average rate per night
Sliema/ St. Julian's	Feb-15	€35	€50	€80
Sliema/ St. Julian's	Jun-15	€60	€80	€120

STUDYING ABROAD

The decision to study abroad is a life-changing one which allows students to have a personal journey as well as an academic one. Malta is a fascinating place in which to study and we hope that you will decide to join us. The International & EU Office will do its best to ensure that your journey is an enriching and fulfilling experience.

Please do not hesitate to contact IFG on cofit@ifgroup.com or telephone (+32) 2 772 69 69 should you require any further information.

PROGRAMME COORDINATOR:

Dr. Silvio J. Camilleri
Email: silvio.j.camilleri@um.edu.mt

LOGISTICS:

Mr. Jason Zammit
Tel: [+356] 7970 9158
Email: jason.zammit@fimbank.com

Registration Form

How to apply ?

Please submit the registration form via fax to (+32) 2 772 64 19 or via email to cofit@ifgroup.com. Booking must be submitted by 12 January 2015

COMPANY DETAILS: (OPTIONAL)

Company Name:	<input type="text"/>		
Address:	<input type="text"/>		
City:	<input type="text"/>	Post Code:	<input type="text"/>
Country:	<input type="text"/>		
VAT Number:	<input type="text"/>		

STUDENT DETAILS:

Addressee:	Mr. <input type="checkbox"/>	Ms. <input type="checkbox"/>	Mrs. <input type="checkbox"/>	Dr. <input type="checkbox"/>	Other <input type="checkbox"/>
First Name:	<input type="text"/>		Family Name:	<input type="text"/>	
Job Title:	<input type="text"/>		Organisation:	<input type="text"/>	
E-mail:	<input type="text"/>		Mobile Number:	<input type="text"/>	
Date of Birth:	<input type="text"/>		Passport Number:	<input type="text"/>	

TUITION FEES

- The complete "Certificate of Finance in International Trade" (four weeks)

Eur 7,500* + VAT (where applicable)
Eur 5,250* + VAT (where applicable) for IFG Members or ITFA Member

- The IFG Academy Week on Commercial Finance Only (one week)
(module 4 of COFIT)

Eur 2,750* + VAT (where applicable)
Eur 1,925* + VAT (where applicable) for IFG Members

- Tick if you are an IFG Member or ITFA Member

Special Discount for
IFG Members
30%

Special Discount for
ITFA Members
30%

An additional 10% discount
on the groups of two or more

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

This registration form must be submitted by **12 January 2015**. Registration for the complete COFIT programme is open as from **1 July 2014**. 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

For more information visit:

<http://www.um.edu.mt/registrar/regulations/faculties/fema/cert-finance-of-international-trade-bls>

Registration for IFG Academy Week is open till **2 May 2015**. **COFIT** and **IFG Academy** students will be invited to participate in the Business Game : Leadership in Factoring which will take place in **France**, in **November 2015**.

For further information and timetable you are kindly requested to send an email to cofit@ifgroup.com or call us (+32) 2 772 69 69.

I HEREBY ACCEPT TERMS, CONDITIONS AND CANCELLATION POLICY:

NAME (Capital letters): _____

Date: _____

Signature (Mandatory): _____

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).

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 16 February 2015 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.

CANCELLATION POLICY

Any changes or cancellations **MUST** be made in writing.

Registration to the full programme: all cancellations received 4 calendar weeks prior to the start date of 16 February 2015 will qualify for a full refund. No refund is possible after this date and 100% registration fee will be due as cancellation fee.

Registration to IFG Academy Week only: all cancellations received 4 calendar weeks prior the start date of 9 June 2015 will qualify for a full refund. No refund is possible after this date. 100% registration fee will be due as cancellation fee.

There will be no charges for name changes (for full programme possible till 8 calendar weeks prior to the start date for academic reason).

In the event that a trainer cancels his participation, every effort will be made to find a replacement presenter of equivalent experience. A final programme and confirmation will be sent by email 7 calendar days before the course.

Please do not hesitate to contact IFG on cofit@ifgroup.com or telephone (+32) 2 772 69 69 should you require any further information.