

ADB Trade and Supply Chain Finance Program in collaboration with Lao Microfinance Association (LMFA) will provide a one-day training on how SMEs can best engage in international trade, specifically focusing on challenges and opportunities in Lao PDR.

| Date: 13 November 2023 | | Venue: Crowne Plaza 20 Samsenthai Road, Nongduang Nua Village, Sikhottabong District, Vientiane, Lao PDR | |
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| Time | | Activity / Topic | Speaker |
| 09:00 | 09:30 | Registration | |
| 09:30 | 09:45 | Welcome Remarks | Sonomi Tanaka, Country Director, ADB Lao Resident Mission |
| 09:45 | 10:00 | Introduction to ADB TSCFP | Roberto Leva, Investment Specialist, ADB TSCFP |
| 10:00 | 11:00 | Introduction to Trade Finance <ul style="list-style-type: none"> ○ Trends in Global Trade & Finance ○ Benefits of International Trade for Exporters, Importers, and Service Providers ○ Agreeing the International Contract of Sale ○ ICC Incoterms 2020 (standard international commercial terms) ○ Common payment methods for International Trade ○ The role and function of documents in international trade | Vincent O'Brien, Director, ICC UAE Roger Packham, Relationship Manager, ADB |
| 11:00 | 11:15 | COFFEE BREAK | |
| 11:15 | 11:45 | Import and Export in Laos <ul style="list-style-type: none"> ○ Overview, Related Policies and Information on Import and Export ○ Steps in Importing/ Exporting with focus on Export of Agricultural Products | Pamouane Phetthany, Founder and Director, Green Learning Center |
| 11:45 | 12:15 | ESG practices to Increase Business Competitiveness Amid Climate Change Crisis | Jaewon Lee, General Director, The Green Company |
| 12:15 | 1:15 | LUNCH and NETWORKING | |
| 1:15 | 1:30 | GROUP PHOTO | |
| 1:30 | 2:30 | Trade Finance Products <ul style="list-style-type: none"> ○ Documentary Collection ○ Documentary Credits ○ Practical Advantages of Documentary Credits ○ Foundations of Standby Documentary Credits & Guarantees. ○ Different types of Trade Finance Products/Facilities | Roger Packham, Relationship Manager, ADB |
| 2:30 | 2:45 | COFFEE BREAK | |
| 2:45 | 3:45 | Case Studies <ul style="list-style-type: none"> ○ Applying for a Documentary Credit ○ Presentation and Examination of Documents | Vincent O'Brien, Director, ICC UAE |
| 3:45 | 4:00 | Closing Remarks | Roberto Leva, Investment Specialist, ADB TSCFP |

| ON-SITE CONTACTS | |
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| Technical Contents of the Workshop | <ul style="list-style-type: none"> • Roberto Leva Relationship Manager, ADB TSCFP rleva@adb.org, Mobile: +66 625916443 • April Ann Cruz Relationship Associate, ADB TSCFP aacruz.consultant@adb.org; Mobile: +63917-7100-418 |
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