



Invitation to
a Complimentary
Workshop & Briefing



**Trade Finance and Foreign
Exchange
Risk Management**

AS an exporter or importer with great products, confidence in your marketing plans and your production/distribution practices is not enough - business from exposure to overseas markets and adverse movements in foreign exchange rates is always a risk.

How can you manage these risks and keep your business growing?

This 2 hour Workshop will introduce you to the key principles of International Trade and Foreign Exchange Risk Management and the products available to manage this risk. Topics covered will include:

- Key components of a foreign exchange management policy
- Managing foreign exchange risk within a policy environment
- Strategies for managing your FX exposure
- Spot, Forward Exchange Contracts and Foreign Exchange Options
- International Trade – Risks and Hazards
- International payment methods
 - LC, Collections, Open account
 - Advantages and disadvantages of each
 - Risks associated with each method
 - Bank requirements for each payment method

Tuesday 15th November 4.00 pm White Heron

On completion Drinks and nibbles – hosted by ANZ

The Presenters:

Paul Saunders has been in foreign exchange for 25 years in a variety of roles in the UK, Australia and New Zealand ranging from spot and forward trading through to corporate foreign exchange advisory. Currently based in Christchurch as part of ANZ Investment Bank’s South Island foreign exchange dealing operation.

Anthony Berry has been with ANZ for 20 years and has 18 years experience in International Trade Finance. He currently heads the Christchurch based ANZ Trade and Foreign Exchange operation for the South Island small to medium business market.

Who Should Attend?

- This workshop is suitable for both potential and seasoned Exporters and Importers
- Owners and Managers with limited financial markets/international trade experience
- CFO's and Finance Managers with responsibility for FX risk management
- Import/Export operations Manager and their teams
- Accountants with responsibility for recording and reporting treasury transactions

RSVP: November 4th

Please register me for the Export Forum Workshop November 15th at the White Heron

Company: _____

Name/s of attendees: _____

Contact Person _____ Phone: _____ Fax _____

Email: _____

Chamber of Commerce Southland
PO Box 856 Invercargill

PH 03-2187144

export@commercesouth.com

FAX 03-2187927