

# EBRD TFP

## Improving knowledge to promote trade finance

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**European Bank**  
for Reconstruction and Development

The EBRD's Trade Facilitation Programme (TFP) helps partner banks to expand their trade finance business by improving their knowledge and skills, enabling them to offer their clients a wide range of trade finance products. With this in mind, we promote knowledge transfer between partner banks and relevant domestic and international stakeholders through (i) e-learning and certifications, (ii) events and workshops, and (iii) advisory services.



### Trade finance knowledge

We support the sharing of expertise and accumulation of institutional know-how, as well as contemporary trade finance banking skills in order to train clients on a wide range of international trade finance products.

### Green and sustainable trade finance

We play a crucial role in raising awareness of green trade finance by helping partner banks in their trade of green technologies and materials, thus accelerating the transition to more sustainable economies.

### Digitalisation

Digitalisation of trade finance and correspondent banking is one of our strategic priorities. We offer tailored consultancy services and workshops to support banks' trade finance operations or accelerate the digital transition of their trade finance business.

### Compliance

We promote international standards in financial crime prevention, trade-based anti-money laundering (AML), know your customer (KYC) and customer due diligence in trade finance, enabling our partner banks to access financial services and facilitate trade in the economies where the EBRD invests.

### Factoring

The EBRD engages consultants to advise banks and factoring companies, tailoring the assistance to their needs to support them in building up and/or optimising their factoring operations.

“The EBRD TFP Digitalisation Advisory project is making a real impact on our business, helping Ipak Yuli become a more sustainable, digital and green bank.”

Shuhrat Babadjanov, Ipak Yuli Bank, Uzbekistan.

“The EBRD Trade Finance e-Learning Programme allows you to learn around a busy work and family life. The excellent course material and tutorials helped me to solve some dilemmas that I had in my daily work.”

Nadica Bosilkova, Komercijalna Banka Skopje, North Macedonia.

## Contacts

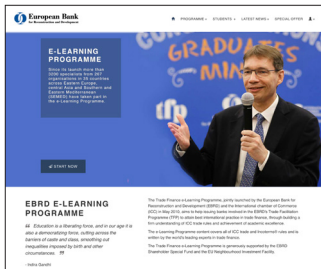
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## E-Learning and certifications

The EBRD Trade Finance [e-Learning Programme](#) was set up by the EBRD and the International Chamber of Commerce. It comprises a number of modules that provide knowledge on trade finance, types of trade finance instruments, and Incoterms.

**8,000+ participants 280+ institutions 35+ countries**

We also offer in partnership with the [FCI](#), an online training course to our partner banks entitled “Fundamentals on Domestic and International Factoring”. Partner banks gain a sound understanding of factoring principles, how to better structure trade transactions and how to identify opportunities where factoring could be used as a financing tool.

**450 participants  
35+ countries**



**850 participants  
13 countries**



Many issuing banks under the TFP find it increasingly difficult to obtain trade finance facilities from foreign commercial banks, partly because of the increased cost of compliance. To tackle this issue, the TFP has partnered with the [International Compliance Association](#) (ICA) to deliver e-learning courses for partner banks in selected countries where the Bank invests.

The EBRD also works with [ACAMS](#) (Association of Certified Anti-Money Laundering Specialists). In 2020 ACAMS provided training for 73 compliance staff operating within the EBRD’s partner banks in Ukraine, Georgia and Moldova. The training has since been expanded to other regions where the EBRD invests.



**190 participants  
9 countries**

The TFP has an arrangement with the [London Institute of Banking and Finance](#) to promote the LIBF’s trade finance exams to its clients. The following courses were offered at a discount to TFP clients for the LIBF’s professional qualifications:

- CITF (Certificate in International Trade and Finance)
- CDCS (Certificate for Documentary Credit Specialists)
- CSDG (Certificate for Specialists in Demand Guarantees)
- CertPAY (Certificate in Principles of Payments)
- CSCF (Certificate in Supply Chain Finance)
- CTFC (Certificate in Trade Finance Compliance).



## Events and workshops

The TFP’s events and workshops attract hundreds of representatives from issuing and confirming banks together with other decision-makers and trade finance specialists. They provide an excellent networking opportunity and platform on which to discuss key industry developments and challenges. Some examples include:

- EBRD TFP Trade Finance Annual Forum
- EBRD Annual Meeting – TFP Information Session and Awards Ceremony
- EBRD Green TFP webinar and in-person events
- Resilience and developments of Factoring in CEE & SEE regions (FCI)
- Compliance, coffee and cake: a series of webinars (ICA)
- Certificate for Documentary Credit Specialists workshop.



## Individual advisory services

Our tailored, individual advisory services help partner banks to improve their trade finance operations, accelerate the digital transition of their trade finance business and enable them to offer a wide range of trade finance products to their clients. Our services also allow partner banks to better meet the needs of local importers and exporters, which in turn leads to higher volumes of international and intra-regional trade financing.

### Digitalising trade finance, Uzbekistan (2022)

This advisory service supported Ipak Yuli Bank, Uzbekistan, on its path to digitalise its trade finance business, with the primary focus on digitalisation of the issuance of letters of credit, guarantees and standby letters of credit.

### Setting up a trade finance business, Tajikistan (2020-21)

The TFP supported The First Microfinance Bank and Arvand Bank in Tajikistan in the expertise transfer and accumulation of institutional know-how as well as contemporary trade finance banking. This allowed the banks to develop a wide range of trade finance products covering the needs of the local importers and exporters in accordance with international standards.