

Previous Training Photos of Alta Perfecto

ALTA PERFECTO
Training & Consulting

Est. Since 2015



Basic Trade Finance & Services

7-8 October 2015, Hotel Le Meridien,
Jakarta

Peserta : Bank DBS Indonesia, Maybank
Syariah Indonesia & Bank ANZ
Indonesia



Intermediate Growing & Winning Trade Finance Business

November 2015, Hotel Le Meridien,
Jakarta

Peserta : Bank BJB, Bank Permata &
Bank ICBC Indonesia

Open Account, Supply Chain & Without Recourse Receivables Financing (Factoring)

13-14 Sept 2016, Hotel Le Meridien Jakarta

Peserta : Indonesia Eximbank, ICBC Bank,
Mizuho & Bank Rakyat Indonesia



Introduction to Trade Finance & Services

14-15 April 2016, Hotel Le Meridien, Jakarta.

Peserta : Indonesia Eximbank, Bank Mandiri
& BNI Syariah

Introduction to Bank Garansi, Demand Guarantee & Standby Letter of Credit

15-16 Sept 2016, Hotel Le Meridien Jakarta

Peserta : Bank BNI Syariah, Bank Mizuho & Bank ICBC Indonesia



How to Sell, Calculate & Structure Trade Finance Facilities

21-22 September 2016, Grand I Hotel Batam

Peserta : Indonesia Eximbank, Bank Permata & Bank Rakyat Indonesia



Pengembangan & Pemasaran Surat Kredit Berdokumen Dalam Negeri (SKBDN) (in-house training)

13-14 Maret 2017, Yello Hotel Jakarta

Peserta : In-house Bank Tabungan Negara



Introduction to Bank Garansi, Demand Guarantee & Standby Letter of Credit

16-17 Maret 2017, Hotel Le Meridien Jakarta

Peserta : Bank Mizuho, BNI Syariah & Bank Rakyat Indonesia



Basic to Intermediate Trade Finance & Services

18 – 19 May 2017, Le Meridien Hotel, Jakarta

Peserta : Bank Danamon, CIMB Niaga & Bank Mizuho



Open Account, Supply Chain Financing & Factoring

23 – 24 May 2017, The Luxton Hotel, Bandung

Peserta : Indonesia Eximbank & Bank Mizuho



Open Account, Supply Chain Financing & Without Recourse Receivables Financing (Factoring)

31 July – 1 August 2017, Ayana Midplaza Hotel Jakarta

Peserta : Bank Danamon, BNI Syariah & Bank Mizuho



"Latest Trends in Supply Chain Financing / Forfaiting Market in Indonesia" (in-house training)

8 September 2017, BRI Corporate University

In-house Bank Rakyat Indonesia



Commercial Manager Program Batch 1

**“Winning Business & Mitigating Credit Risk
by Structuring Trade Finance Facilites**

14 October 2017, Ibis Style Hotel Bandung

In-house Training Bank Jabar Banten



Commercial Manager Program Batch 2

**“Winning Business & Mitigating Credit Risk
by Structuring Trade Finance Facilites**

21 October 2017, Ibis Style Hotel Bandung

In-house Training Bank Jabar Banten



**Open Account, Supply Chain Financing &
Without Recourse, Off-Balance Sheet
Receivables Financing (Factoring)**

2-3 November 2017, Ayana Midplaza
Jakarta

Mizuho Bank, Bank Negara Indonesia,
Bank Mandiri & Professional



Introduction to Trade Finance & Service

21-22 December 2017, Ayana Midplaza Jakarta

Indonesia Eximbank, BTN, BNI Syariah



**Intermediate Trade Financing & Export –
Import Forfaiting (Indirect UPAS)**

7 – 8 December 2017, Ayana Midplaza Jakarta

Bank Negara Indonesia, Mizuho Indonesia, Bank
Jabar Banten, Bank Tabungan Negara, ABM
Investama



**Intermediate Open Account, Supply Chain
Financing (Reverse Factoring) & Without
Recourse Receivables Financing (Factoring)**

29 – 30 January 2018, Ayana Midplaza Jakarta

Bank Negara Indonesia, Bank Danamon Indonesia,
Bank Rakyat Indonesia



**Workshop Kajian Transaction Banking
PT Bank Rakyat Indonesia (Persero) Tbk :**
Alta Perfecto as Subject Matter Expert on Trade
& Supply Chain Financing

20 February 2018, Pullman Hotel Jakarta

Bank Rakyat Indonesia from various division :
CDS, DCT, BUMN1, BUMN2, CPU, SJK, BRM, INT,
TRY, DAG, ARK, IND, BKO, BRK, INS



**How to Calculate & Structure Trade Finance
Facilities**

Ayana Midplaza Hotel, Jakarta | 19- 20 April 2018

Participants came from : BNI, BRI, BCA, Bank Jatim,
Indonesia Eximbank & Mizuho

**In-House Training : Growing & Winning Trade Finance
Business for Bank Syariah Mandiri
(in-house training)**

8-9 May 2018, Wisma Mandiri Jakarta

Participants came from : Trade Finance, Trade Operation,
Corporate RM, SME RM, Area Manager, Team Leader,
Transaction Banking Group



**Mastering LC, SBLC, LC based financing including Export &
Import Forfaiting (Indirect UPAS)**

Pullman Thamrin Jakarta | 19- 20 July 2018

Participants came from : BNI, BNI Syariah, BCA, Panin, PT
Aprisma Indoneisa & PT Duta Tridama Maritim



Trade Finance & Risk Management

Ayana Midplaza Jakarta
9 – 10 August 2018

Participants came from : Bank Rakyat Indonesia, BNI
Syariah, Mizuho Indonesia, QNB Indonesia, Bank BJB,
CIMB Niaga





Mastering Trade, Supply Chain Financing, Guarantee & Standby Letter of Credit

Pullman Thamrin Jakarta
20 – 21 September 2018

Participants came from : Mizuho Indonesia, SMBC Indonesia, Bank DKI,
KEB Hana



Fundamentals of Trade Finance & Services from Audit Perspective (in-house training)

27-28 September 2018, Menara Bank Danamon

Peserta : Satuan Kerja Audit Internal



Letter of Credit & SKBDN : Step by Step Mechanism, Applicative Case Study & LC based Financing (including Export & Import Forfaiting – Indirect UPAS)

Le Meridien Hotel Jakarta
05 November 2018

Participants came from : BNI, Mizuho Indonesia, SMBC Indonesia, Bank DKI, PT. Anglo Euro Energy Indonesia



Trade Finance & Risk Management

Ayana Midplaza Jakarta
8 – 9 November 2018

Participants came from : BNI, Mizuho Indonesia, Permata Bank, KEB Hana, CIMB Niaga



Intermediate Open Account, Supply Chain Financing (Reverse Factoring) & Without Recourse Receivables Financing (Factoring)

Ayana Midplaza Jakarta
12 - 13 November 2018

Participants came from : BNI, BRI, Bank Sinarmas, Bank DKI, Bank Permata

**Mastering LC, SBLC, LC based financing including
Export & Import Forfaiting (Indirect UPAS)**

Four Points By Sheraton, Bandung

29 – 30 November 2018

Participants came from : BNI, Mandiri, PT. Berau
Coal, PT. Berau Coal Energy & PT. Borneo Indobara



How to Calculate & Structure Trade Finance Facilities

Ayana Midplaza Hotel, Jakarta

10 – 11 Desember 2018

Participants came from : BNI, BNI Syariah, Mizuho & Bank
Sinarmas





Open Account Financing (Inc. Distributor Financing), Supply Chain Financing & Without Recourse Receivables Financing (Factoring) (in-house training)

17 – 18 Desember 2018

Roxy Square Learning Center Bank Sinarmas

Peserta : Corporate Credit Analyst, Retail Business, Internal Audit, Risk Management, Micro Small Business, Credit Analyst & Financing Sales



**Open Account Financing, Distributor Financing,
Supply Chain Financing & Without Recourse
Receivables Financing (Factoring)
(in-house training)**

15 – 16 February 2019
Bank DKI Cabang Kebayoran Baru

Peserta : Credit Analyst Unit Risiko Bisnis Komersial
& Korporasi, Resiko Kredit, International Banking,
Settlement Operasional Treasuri & Exim, Unit
Koperasi





Banking with EPC Companies

Ayana Midplaza Jakarta
14 – 15 Maret 2019

Participants came from : BNI Syariah, Bank Mizuho, Bank
DKI, Bank CIMB Niaga





Trade Finance & Risk Management

Ayana Midplaza Jakarta
28 - 29 Maret 2019

Participants came from : BRI, Bank Sinarmas, Bank Permata,
Bank CIMB Niaga





**Intermediate Open Account Financing, Distributor
Financing, Supply Chain Financing (Reverse Factoring) &
Without Recourse Receivables Financing (Factoring)**

Ayana Midplaza Jakarta
11 - 12 April 2019

Participants came from : BRI Agro, Bank Sinarmas, Bank
QNB, Bank MUFG





**Introduction to Letter of Credit & Surat Kredit Berdokumen
Dalam Negeri (SKBDN)
(inhouse Training)**

29 - 30 April 2019
GRAHA ASKRINDO, Kemayoran Jakarta

Peserta : Pemasaran Korporasi, Pemasaran Komersil Bank,
KCU





Banking with EPC Companies

Ayana Midplaza Jakarta
18 - 19 July 2019

Participants came from : Eximbank, Bank Mizuho, Bank BTN





Banking with Garment & Textile

Pullman Thamrin Jakarta
1 - 2 Agustus 2019

Participants came from : Eximbank, Bank Mizuho & Bank
MUFG





Intermediate Open Account Financing, Distributor Financing, Supply Chain Financing (Reverse Factoring) & without Recourse Receivables Financing (Factoring)

Pullman Thamrin Jakarta

1 - 2 Agustus 2019

Participants came from : Bank BTN, Mizuho & Bank MUFG





Introduction to Bank Garansi, Demand Guarantee & Standby Letter of Credit

Ayana Midplaza Jakarta
8 - 9 August 2019

Participants came from : Bank BNI Syariah, Bank Syariah Mandiri, Bank BTN, Danamon & Bank MUFG





**Mastering Letter of Credit, SKBDN, Standy Letter of Credit
and LC Based Financing**

Ayana Midplaza Jakarta
15 - 16 August 2019

Participants came from : Bank Mizuho, Bank Syariah
Mandiri, CIMBNiaga, Bank MUFG & PT. MRT Jakarta





Trade Finance & Risk Management

Melia Purosani Yogyakarta
19 – 20 September 2019

Participants came from : Eximbank Indonesia



How to Calculate & Structure Trade Finance Facilities

Pullman Thamrin Jakarta
3 – 4 Oktober 2019

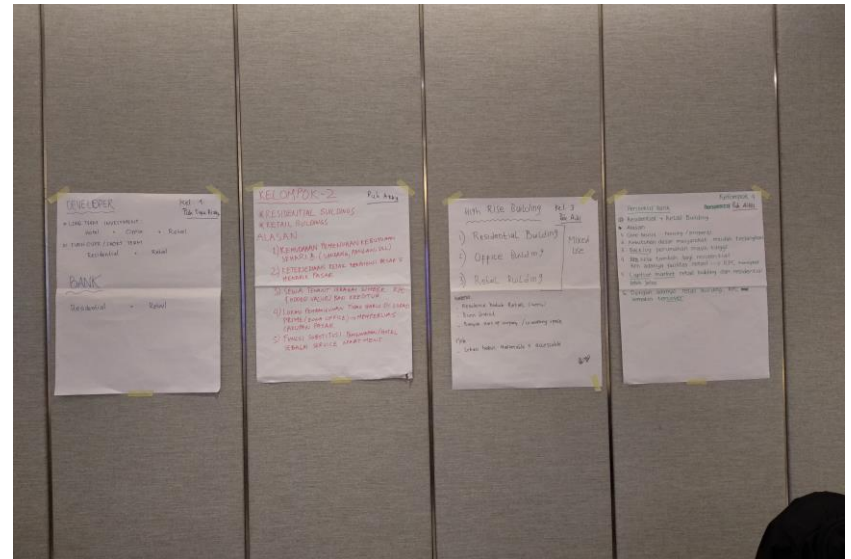
Participants came from : BNI Syariah, Bank Mandiri, Bank
DKI & Bank Sinarmas





**Banking with Engineering, Procurement & Construction
(EPC) Company, Financing Infrastructure and High-Rise
Building Projects
(in-house training)**

16 – 18 Oktober 2019
Yello Hotel Harmoni Jakarta





Trade Finance & Risk Management

24 – 25 Oktober 2019
Royal Ambarrukmo Yogyakarta

Peserta : Bank Mizuho, Bank Permata & ASKRINDO



**Basic To Intermediate Bank Garansi (Batch 1)
(in-house training)**

11 – 12 November 2019
Learning Center Bank BTN Jakarta

Peserta : CSTD, RO



**Basic To Intermediate Bank Garansi (Batch 2)
(in-house training)**

13 – 14 November 2019
Learning Center Bank BTN Jakarta

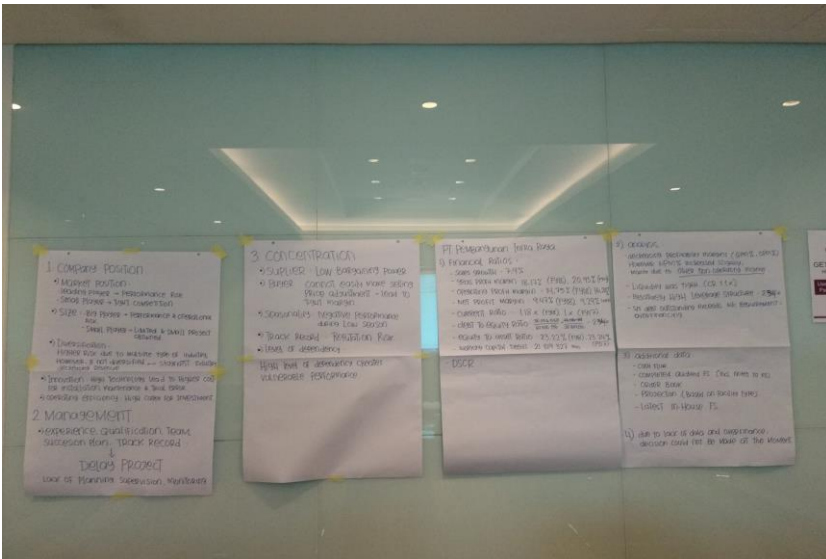
Peserta : CSTD, RO



Banking With EPC Companies

14 – 15 November 2019
Pullman Thamrin Jakarta

Peserta : Bank Sinarmas, BTPN, Bank Permata & Bank
Mizuho





**Basic To Intermediate Bank Garansi (Batch 3)
(in-house training)**

3 – 4 Desember 2019
Learning Center Bank BTN Jakarta

Peserta : CSTD, RO





**Growing & Winning Trade And Supply Chain Financing
Business**

12 – 13 Desember 2019
Pullman Thamrin Jakarta

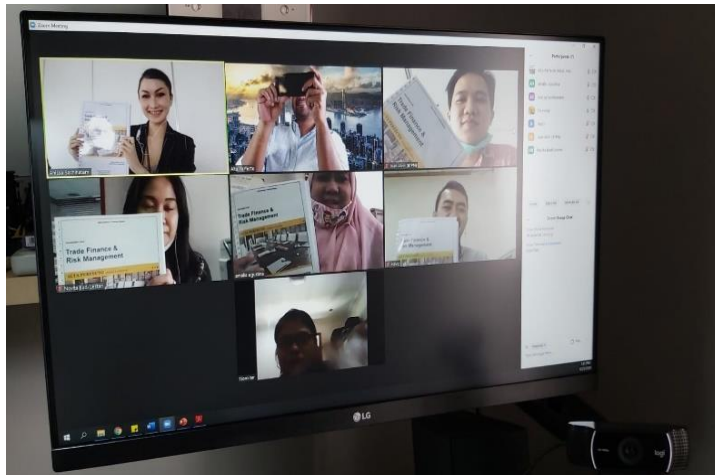
Peserta : Askrindo & Bank DKI



**Intermediate Open Account Financing, Distributor
Financing, Supply Chain Financing (Reverse Factoring) &
without Recourse Receivables Financing (Factoring)**

19 – 20 Desember 2019
Pullman Thamrin Jakarta

Peserta : Askrindo, Bank Mizuho, BTPN, Bank Sinarmas,
Indonesia Eximbank & Bank Mandiri



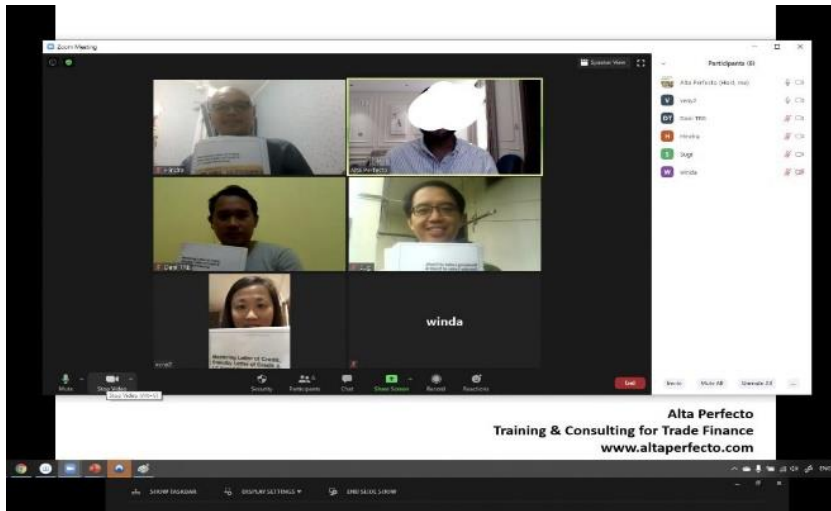
Trade Finance & Risk Management
Online Training, via Unlimited ZOOM | 25 - 26 June 2020

Participants came from : Bank BTPN, Bank Syariah Mandiri,
Bank Sinarmas



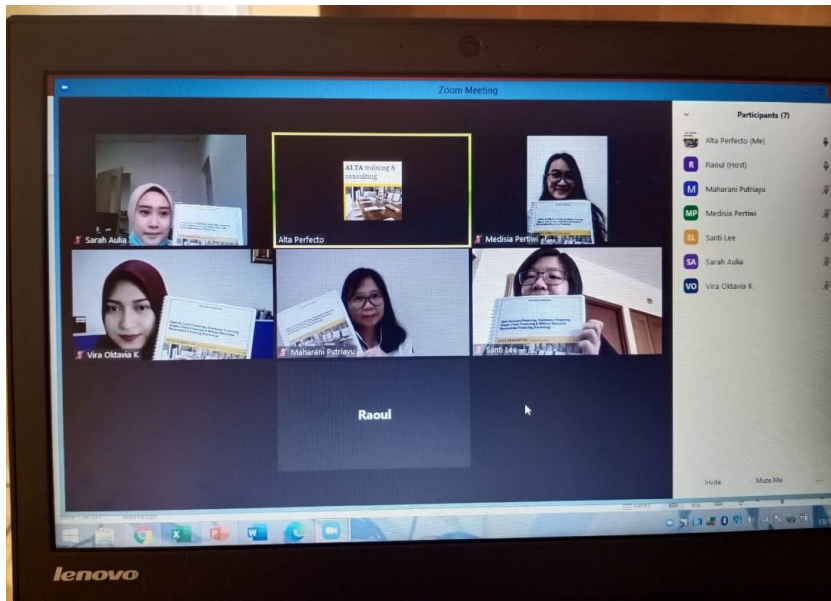
Managing Risk and Growing Trade & Supply Chain
Financing Business (Batch 1)

Inhouse Online Training for BTPN, via Unlimited Bluejeans |
13 – 14 Agustus 2020 (completed)
Participants came from : Bank BTPN



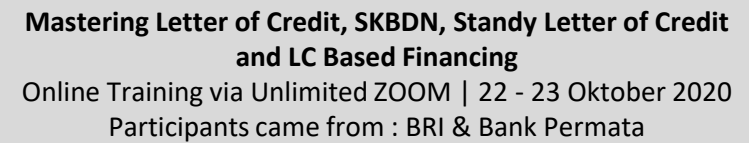
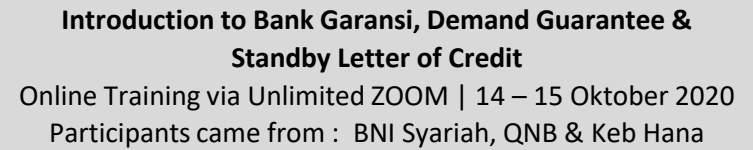
**Mastering Letter of Credit, SKBDN, Standby Letter of Credit
and LC Based Financing**

Online Training via Unlimited ZOOM | 27 – 28 Agustus 2020
Participants came from : BRI, DBS & PT. Daikin Applied
Solution Indonesia



**Intermediate Open Account Financing, Supply Chain
Financing (Reverse Factoring) & Without Recourse
Receivables Financing (Factoring)**

Online Training via Unlimited ZOOM | 12 – 13 Oktober 2020
Participants came from : Bank BTN, Bank DKI & Bank
Danamon





**Managing Risk and Growing Trade & Supply Chain
Financing Business (Batch 2)**
Inhouse Online Training for BTPN, via Unlimited Bluejeans |
22 – 23 Oktober 2020
Participants came from : Bank BTPN



Basic Credit Analysis
Inhouse Online Training for ASEI, via Unlimited Zoom
03 – 04 November 2020 (completed)
Participants came from : Asuransi ASEI

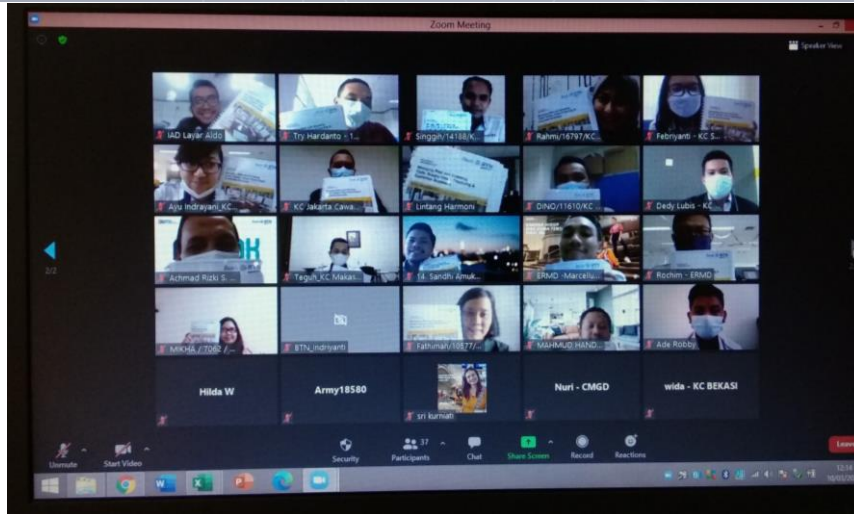




Managing Risk and Growing Trade, Supply Chain Financing & Guarantee Business (Batch 1)

Inhouse Online Training for Bank BTN, via Unlimited
ZOOM | 1 – 3 Maret 2021 (completed)

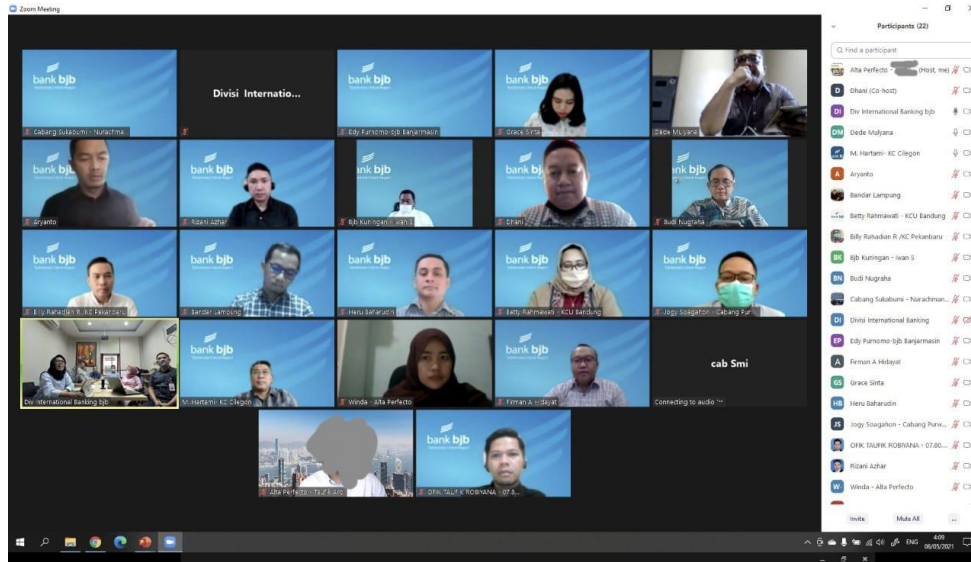
Participants came from : Bank BTN
(CBC, CSTD, ERMD, IAD, CMGD & COD)



**Managing Risk and Growing Trade, Supply Chain Financing
& Guarantee Business (Batch 2)**

Inhouse Online Training for Bank BTN, via Unlimited
ZOOM | 8 – 10 Maret 2021 (completed)

Participants came from : Bank BTN
(CBC, CSTD, ERMD, IAD, CMGD & COD)



Study Case Trade Finance - Excel

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
1																
2																
3																
4																
5			Procurement				STO	COGS	% Import	Trade Cycle						
6			Import (40%)		40%	3,400	2,992		40%	60	360				271,275	
7			Open Account													
8			Domestic (60%)		80%	3,400	2,992		60%	90	360				1,220,736	
9			Open Account													
10																
11			Total Fasilitas SCF			271,275	+	1,220,736	=						1,492,011	
12																
13			Potensi Revenue (Import)			271,275	x		3%	x	80%				6,511	
14			Potensi Revenue (Eksport)			1,220,736	x		8%	x	80%				78,127	
15																
16																
17																
18			Sales													
19			Domestic (100%)				STO	% Domestic	Trade Cycle							
20			Open Account		70%	3,400	100%		30	360					198	
21																
22			Potensi Revenue DF			198	x		8%	x	80%				13	
23																
24																
25																

Membangun Trade Ecosystem untuk Pengembangan Bisnis Bank Secara Aman dan Berkesinambungan

Inhouse Online Training for Bank BJB, via ZOOM| Batch 1 : 17 April, Batch 2 : 24 April , Batch 3 : 8 Mei & Batch 4 : 22 Mei 2021

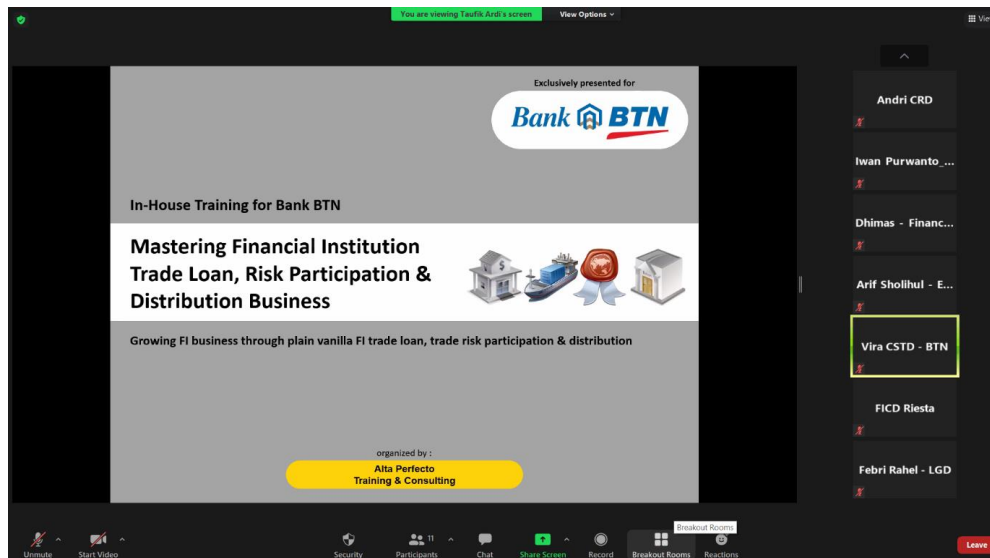
Participants : Branch Manager, Group Head of Risk & Business



Fundamental of Trade Finance : Payment Methods, Trade Cycle and Working Capital Requirement

Online Training via Unlimited ZOOM | 23 April 2021 .
(completed)

Participants came from : Bank BTN, Bank ICBC, ASKRINDO & Maybank



Mastering Financial Institution Trade Loan, Risk Participation & Distribution Business

Inhouse Online Training for Bank BTN, via Unlimited ZOOM | 23 April 2021 (completed)

Participants came from : CMGD, CRD, CSTD, ERMD, FICD, LGD & PPDB



Mastering Bank Garansi : Fundamentals, Mechanics & Structuring Facility

Online Training via Unlimited ZOOM

28 Mei 2021

Participants came from : BTPN, ICBC, Danamon & Bank Sinarmas

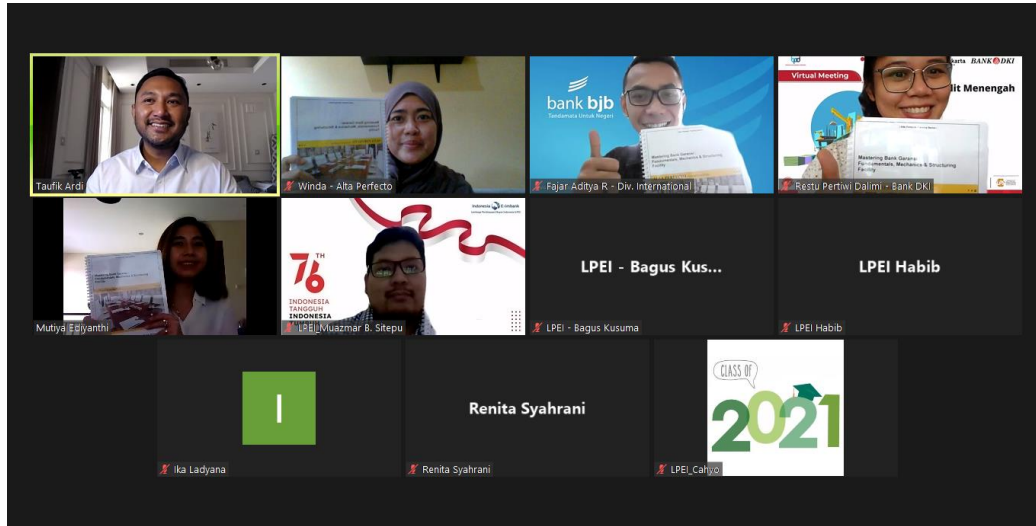


Fundamental of Trade Finance : Payment Methods, Trade Cycle and Working Capital Requirement

Online Training via Unlimited ZOOM

23 Juli 2021

Participants came from : ICBC, BSI, Maybank, Danamon, BPD Kaltim & Atradius Asuransi



**Mastering Bank Garansi : Fundamentals, Mechanics
& Structuring Facility**

Online Training via Unlimited ZOOM

20 Agustus 2021

Participants came from : Eximbank, Bank DKI & Bank
BJB



**Trade Finance & Risk Management : Mitigating
Credit, Operational & Fraud Risk under Trade Finance
Transaction**

Online Training via Unlimited ZOOM

27 Agustus 2021

Participants came from : Eximbank, Maybank, SCB &
Bank Muamalat

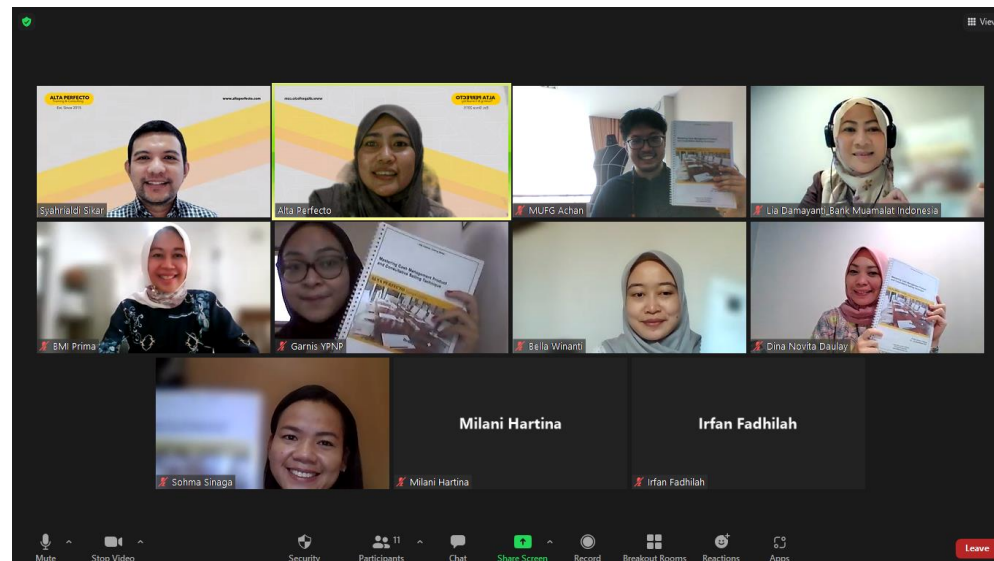


**Mastering Demand Guarantee : Fundamentals,
Mechanics & Structuring Facility**

Online Training via Unlimited ZOOM

23 – 24 September 2021

Participants came from : Bank Sinarmas, Bank
Muamalat, BTPN & Bank BNI

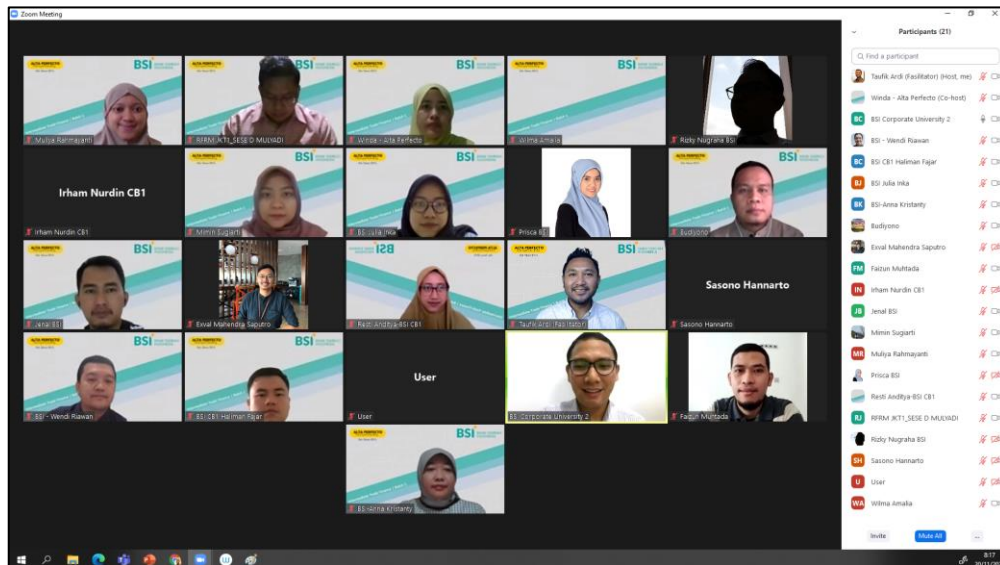


**Mastering Cash Management Product And
Consultative Selling Technique**

Online Training via Unlimited ZOOM

23 – 24 September 2021

Participants came from : Bank Muamalat, MUFG, Bank
Mizuho & Bank Mandiri

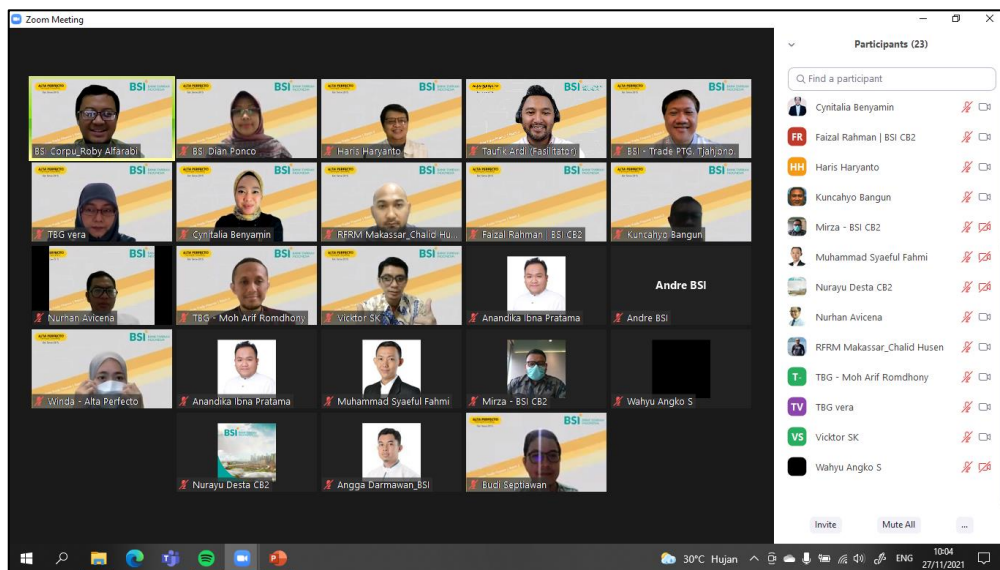


Batch 1

Intermediate Trade Finance : Working Capital Financing & Structuring Trade Finance Facility

Online Training via Unlimited ZOOM
27 November 2021

Participants came from : Bank Syariah Indonesia
(Corporate Banking, Credit Risk, FI & Transaction Banking Group)



Batch 2

Intermediate Trade Finance : Working Capital Financing & Structuring Trade Finance Facility

Online Training via Unlimited ZOOM
4 December 2021

Participants came from : Bank Syariah Indonesia
(Corporate Banking, Credit Risk, FI & Transaction Banking Group)



Batch 1
Structuring Trade Finance Solution for
Manufacturing & Trading Companies

Classroom Training, Harris Vertu Harmoni
22 – 23 October 2021
Participants came from Bank Tabungan Negara :
CSLD, CMD



Batch 2
Structuring Trade Finance Solution for
Manufacturing & Trading Companies

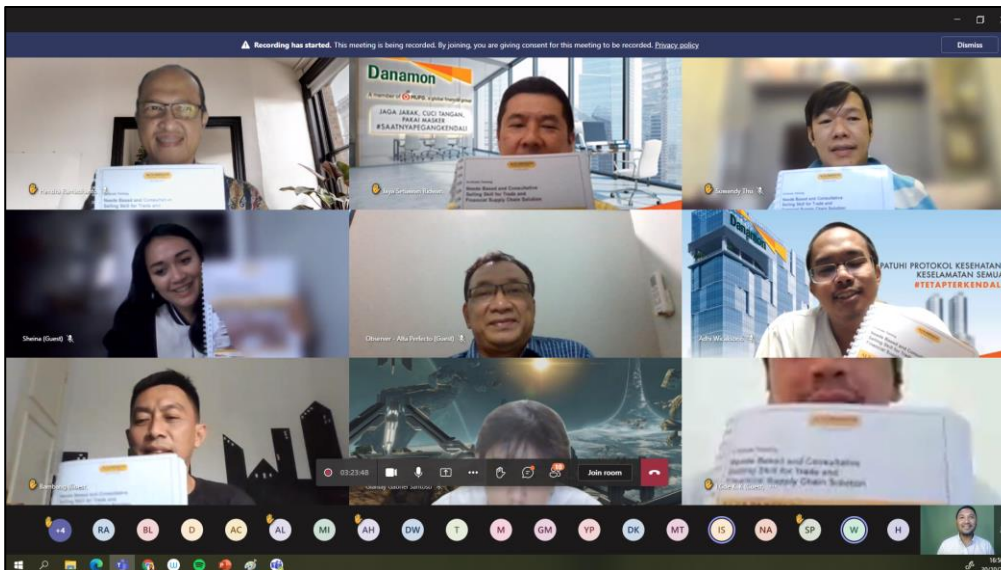
Classroom Training, Harris Vertu Harmoni
4 – 5 November 2021
Participants came from Bank Tabungan Negara : CSTD,
CMD & CRD



Mastering Cash Management Product And Consultative Selling Technique

Online Training via Unlimited ZOOM
25 – 26 November 2021

Participants came from : MUFG, Danamon,
Bank Permata & CIMB Niaga



Needs Based Selling & Consultative Selling Skill for Trade and Financial Supply Chain

Online Training via Unlimited ZOOM
30 October & 6 November 2021

Participants came from : Danamon



How to Calculate & Structure Trade Finance Facilities

Classroom Training, Melia Makassar

26 – 27 November 2021

Participants came from : Branches & Head Office
(Account Officer, Analis Kredit, Internasional,
Compliance, Audit & Trade Finance)



How to Calculate and Structure Trade & Supply Chain Finance Facilities to Build a Safe & Sustainable Growth

Classroom Training, BNI Corporate University

17 – 18 December 2021

Participants came from : Divisi INT, BNR, KPS 1, KPS
2, PGV – KIT, WHS, SSK & BCV

The header features a dark grey background with faint, light grey geometric shapes: a cube on the left, a circle, a cylinder, a rectangular prism, and a partial circle on the right. A yellow rounded rectangle is positioned on the left side of the header.

ALTA PERFECTO
Training & Consulting

Est. Since 2015