

# 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, CIMB Niaga, 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

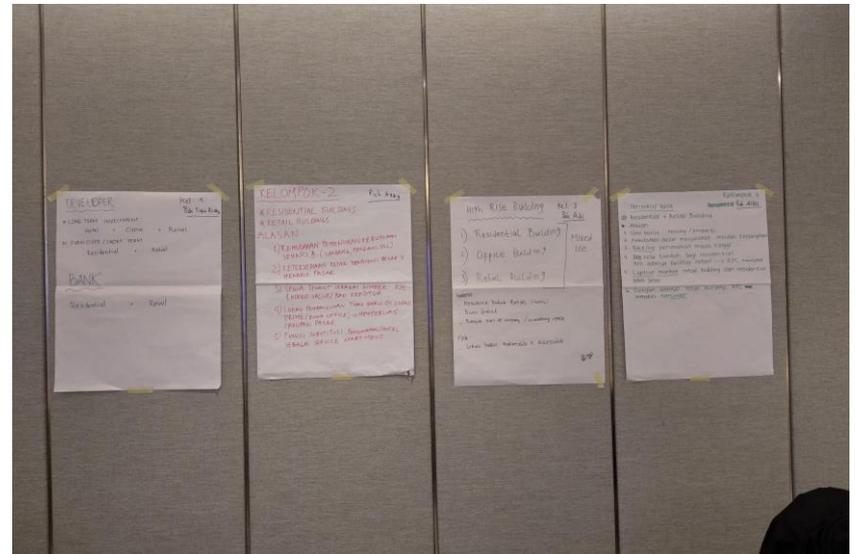
Participants came from : BNI Syariah, Bank Mandiri, Bank  
DKI & Bank Sinarmas





**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

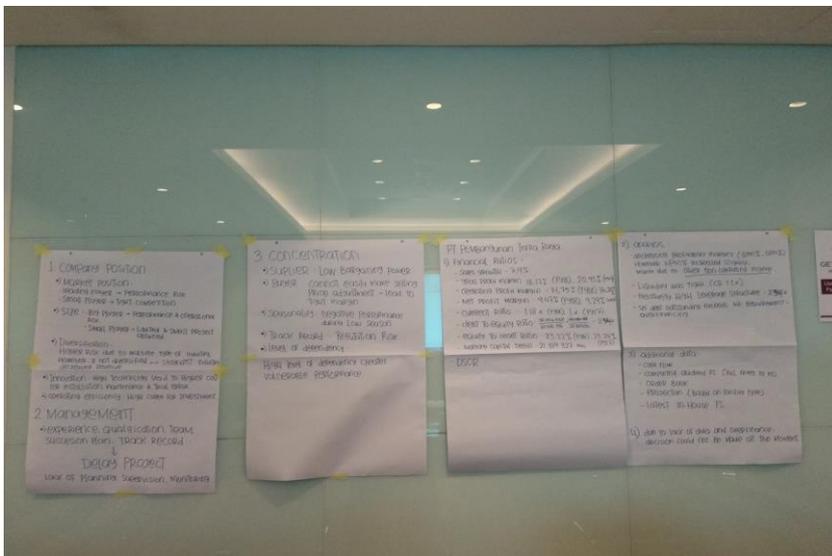
Peserta : CSTD, RO



## 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



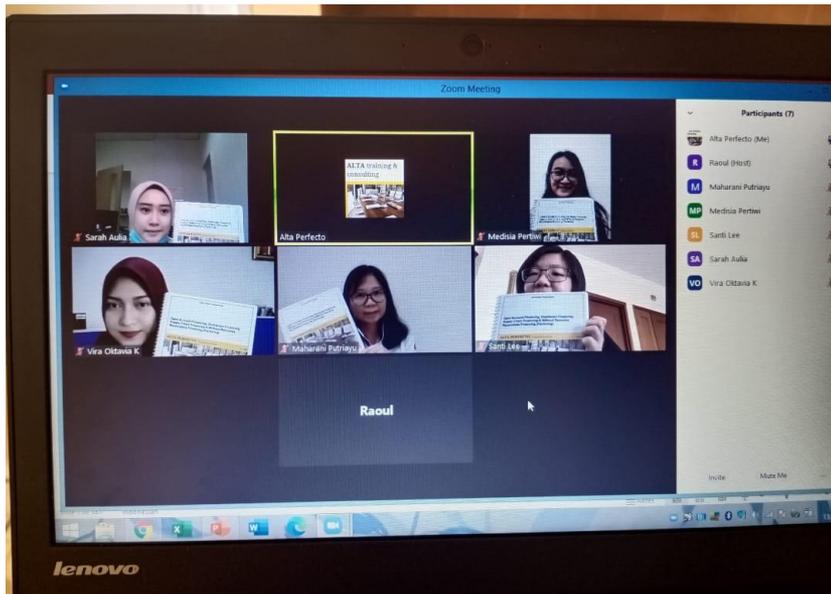
**Managing Risk and Growing Trade & Supply Chain**  
Financing Business ( Batch 1 )

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



**Mastering Letter of Credit, SKBDN, Standy 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)

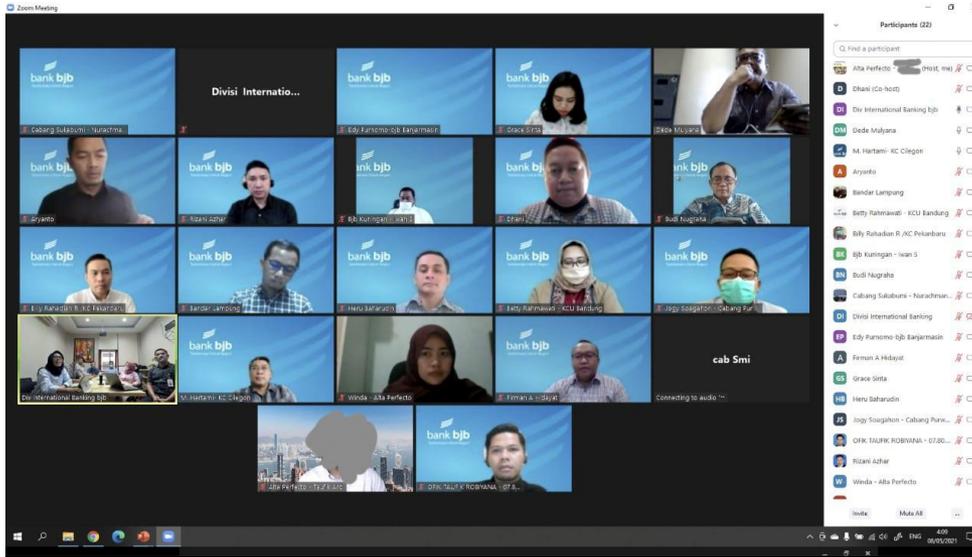
Participants came from : Bank BTN  
( CBC. CSTD, ERMD, IAD, CMGD & COD )



**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

	STO	COGS	% Import	Trade Cycle		
<b>Procurement</b>						
Import (40%)	3,400	2,992	40%	60	360	271,275
Open Account						
Domestic (60%)	3,400	2,992	60%	90	360	1,220,736
Open Account						
<b>Total Fasilitas SCF</b>	271,275	+	1,220,736	=		1,492,011
Potensi Revenue (Import)	271,275	x	3%	x	80%	6,511
Potensi Revenue (Eksport)	1,220,736	x	8%	x	80%	78,127
<b>Sales</b>						
Domestic (100%)		STO	%domestic	Trade Cycle		
Open Account	70%	3,400	100%	30	360	198
Potensi Revenue DF	198	x	8%	x	80%	13

**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

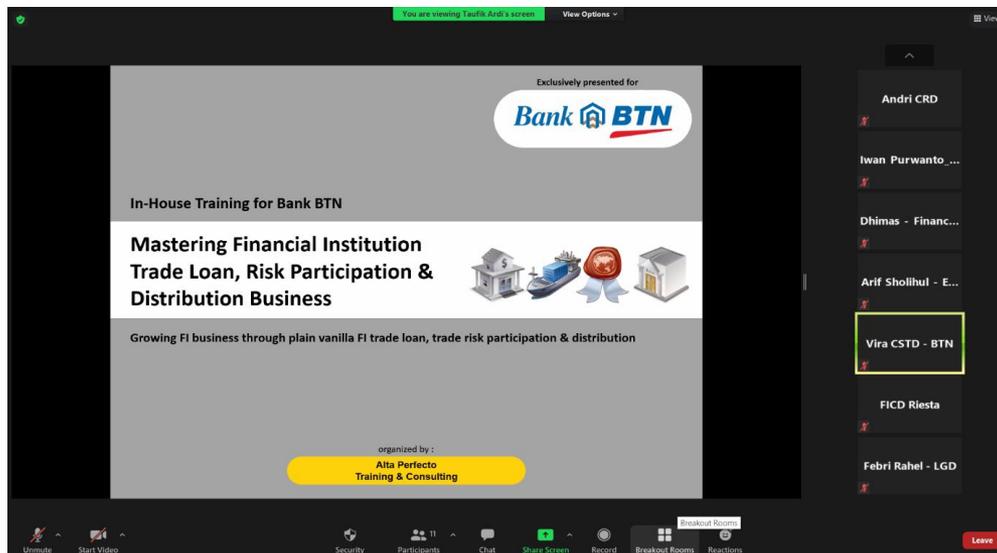
Participants : Branch Manager, Group Head of Risk & Business



**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

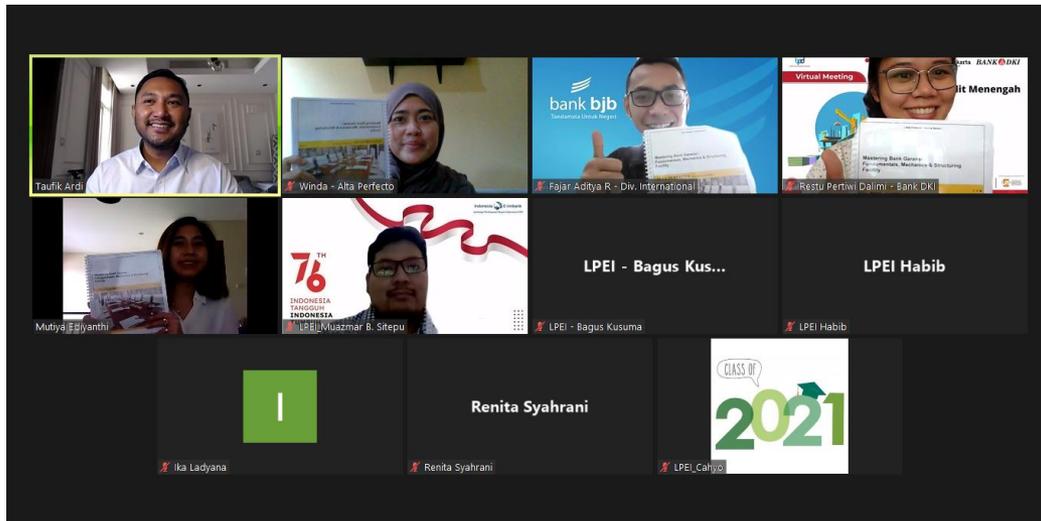


**Fundamental of Trade Finance : Payment Methods, Trade Cycle and Working Capital Requirement**

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

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## 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

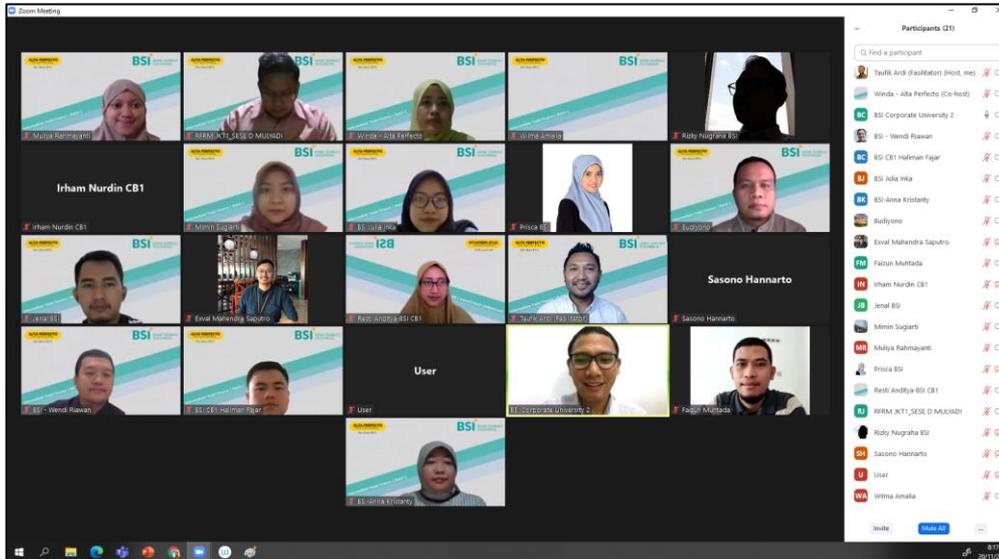


## Mastering Cash Management Product And Consultative Selling Technique

Online Training via Unlimited ZOOM

23 – 24 September 2021

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

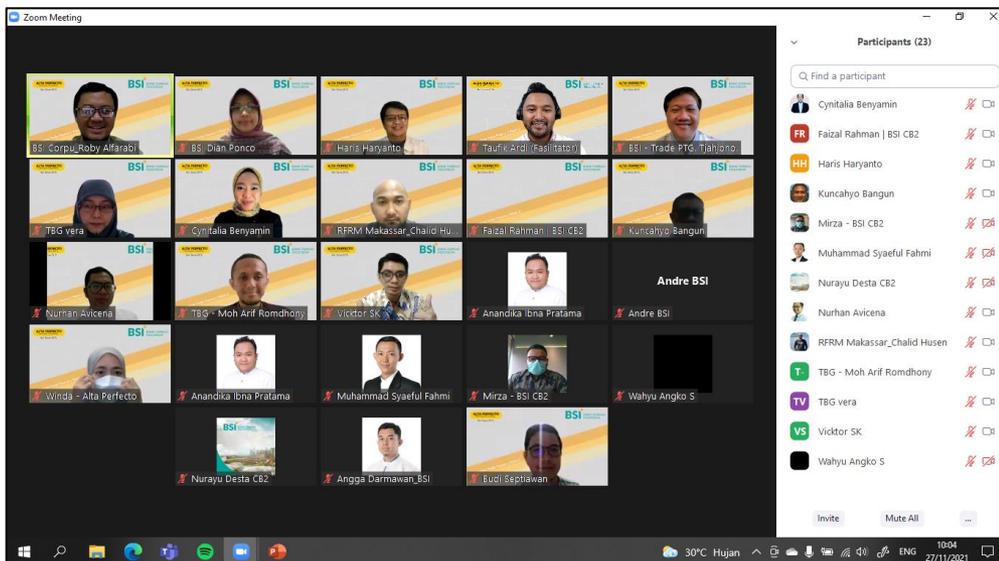


**Batch 1**

**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**

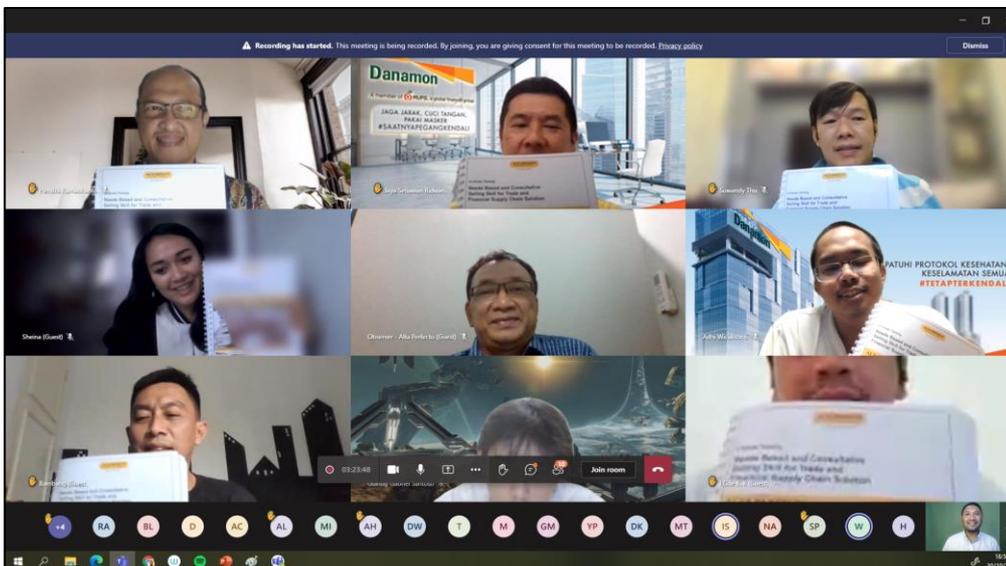
Classroom Training, Harris Vertu Harmoni  
4 – 5 November 2021  
Participants came from Bank Tabungan Negara : CSTD,  
CMD & CRD



### 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

**ALTA PERFECTO**  
Training & Consulting

Est. Since 2015