

Masterclass Public Training

How to Implement Sustainable Trade Finance Based on International and Local Standard

Understanding & mastering the principles, mechanism and regulation on implementing sustainable trade finance

The one & only, with practical knowledge, multiple case studies, use cases and real world roleplay!

23 Januari 2026

Ashley Hotel Wahid Hasyim



08.00 – 17.00 WIB



Who can gain enormous insight, knowledge, best practice, use cases and technical skill from the training :
 Business & risk management roles, Team leader of segment, Head of commercial & corporate banking, Relationship manager within large corporate, state-owned enterprises, multinational companies, small and medium enterprises, Trade finance sales, product & clients service, Cash management sales, product & client service

Investment fee : IDR 6 mio/pax (exclude PPN)
 Including 1 day of comprehensive training, hard & soft copy of training material & certificate and case study.

Since 2015, Alta Perfecto has been trusted by these companies



Join this comprehensive yet easy to understand training delivered by 23+ years of hands-on experiences trade finance bankers who had work with HSBC and learn how to:

- **Understand** the urgency of Sustainability Financing for Financial Institutions as driven by regulators, investors and clients.
- **Learn** three types of sustainable trade financing based on 4 Green Loan Principles (GLP)
- **Identify** pipelines of green trade loan, sustainability linked-loan and sustainability supply chain finance
- **Propose** sustainable financing and highlight potential benefit for clients and their ecosystem (suppliers/buyers)
- **Comprehend** local regulation on "Indonesia Hijau Taxonomy"
- **Get** insight on local Banks' won deal (case study)

Day 1

- Overview of sustainable finance as per international definition (ICC) and three main key objectives of sustainable finance.
 - Official definition of Sustainable Finance as per international standards (e.g., ICC, UNEP FI, etc.) and its distinction from traditional finance.
 - The Three Main Key Objectives of Sustainable Finance: In-depth focus on Environmental, Social, and Governance (ESG) factors.
 - Understanding the concepts of 'Greening the Financial System' vs. 'Financing the Green' and their strategic implications for banks.
- Why Sustainable financing is Important for Financial Institutions, clients and current pressure from regulators, investors and Banking industry.
- ICC Initiatives to promote sustainable business practices and four ICC workstream on sustainable proposition.
 - Key ICC initiatives promoting sustainable business practices globally.
 - Detailed explanation of the four ICC workstreams on sustainable propositions and their impact on the banking industry.
- Green Trade Finance: 4 Green Loan Principles (GLP), how does it work, key environment objectives on Environment, Social and Governance (ESG) and scope of products for Green Trade Finance.
- How to identify potential pipelines for Green Trade Finance, encourage customer to join the scheme and benefit for our clients.
- **Case Study, Group Discussion & Presentation : Green Trade Finance.**
- Sustainability Linked Loan: objectives, proposed solution and benefit for your Banks and clients
- Sustainability Supply Chain Financing: objectives, proposed Solution and expected benefit for Banks, clients and suppliers.
- Indonesia Green Economy 1.0/2022: green taxonomy based on four principles, framework of green taxonomy and classification under green taxonomy
- Highlight of won deals of green financing by Indonesian Major Banks.

Meet Your Subject Matter Expert & Lead Trainer



Nuraini Lubis is a long time banking industry veteran in wholesale & transaction banking especially in corporate banking, trade finance, receivables finance, guarantee, supply chain finance & structured trade finance space.

Currently she work as a managing director of Global Transaction Banking Specialist (GTBS), a professional testing body for wholesale transaction banking. Prior to this assignment she managed a team of 120 people (sales, business management, product, implementation, and operation) as the Country Head of Global Trade & Receivables Finance and other various leadership position in HSBC Indonesia for the past 14 years. She is also oversee & manage all the sustainable trade finance deal in the bank.

Prior to HSBC she had worked with BNP Paribas, Indover Bank, Bank Ekspor Indonesia and she started her banking career as a Management Trainee in Bank Negara Indonesia.

ALTA PERFECTO
Training & Consulting for Wholesale Banking

In-House Training
Fundamentals of Trade Finance & Wholesale Transaction Banking
12-13 Oktober 2023
BTPN Tower

Participant: SMART Trainee

Feedback Peserta

Komen: Sangat bermanfaat, detail materi mudah dipahami, suka format presentasi yang bagus dan terstruktur, materi yang diberikan sangat relevan dengan kebutuhan bank.

Saran: Materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.

ALTA PERFECTO
Training & Consulting

ASTRA Financial

In-House Training
Fundamentals of Corporate Financial Statement & Credit Risk Analysis
04-05 Juni 2023
Asihyulani Tower, Jakarta

Participants: PT Toyota Astra Financial Services, PT Bank Jasa Jakarta, PT Astra Sedaya Finance, PT Komatsu Astra Finance, PT Surya Artha Nusantara Finance, PT Astra Mitra Ventura

Feedback Peserta

Sangat baik, materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.

ALTA PERFECTO
Training & Consulting for Wholesale Banking

WIDE

In-House Training
Mastering Wholesale Transaction Banking Concepts & Strategies
16 & 19 Agustus 2023
Wide Technologies Head Office, Jakarta

Participant: Customer Implementation, Product Planning & Support & IT Infrastructure

Feedback Peserta

Presentasi yang diberikan menarik dengan analogi yang mudah dimengerti, materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.

ALTA PERFECTO
Training & Consulting for Wholesale Banking

BNI

In-House Training
Brevet Wholesale Transaction Banking
MODUL 5 - GROWING & WINNING WHOLESALE
WHOLESALE TRANSACTION BANKING
Alofi Hotel Jakarta
22-23 Februari 2024

Participants: Divisi Wholesale Transaction Product and Partnership & Divisi International

BATCH 2

Feedback Peserta

Materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.

ALTA PERFECTO
Training & Consulting for Wholesale Banking

BSI BANK SYARIAH INDONESIA

WORKSHOP PENDAMPINGAN
Workshop Aliansi Wholesale & Retail Business Ecosystem untuk Penguasaan Transaksi & Sinergi Pengembangan Bisnis
22-23 Agustus 2024
JW Marriott Hotel Medan

Participant: Department Head (Value Chain Business, Corporate Business, Distribution Business Alignment, Micro Business, Treasury, Area Manager, Branch Manager, Hq & Unit Manager, SOE, Internal & Private Company Payroll, dll)

Feedback Peserta

Materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.

ALTA PERFECTO
Training & Consulting for Wholesale Banking

DBS

In-House Training
Implementing & Executing Wholesale Transaction Banking Strategies & Initiatives
27-29 Juli 2023
DBS Tower

Participants: Business Risk Analyst, Business, Operations, Guarantee & Insurance Team, Policy, Procedure & Product, Legal & Compliance and Audit

BATCH 2

Feedback Peserta

Materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.

ALTA PERFECTO
Training & Consulting for Wholesale Banking

Indonesia Eximbank

In-House Training
Mastering Various International Rules Guarantee: Demand Guarantee & Standby Letter of Credit
20-21 Agustus 2024
Indonesia Eximbank Head Office

Participants: Business Risk Analyst, Business, Operations, Guarantee & Insurance Team, Policy, Procedure & Product, Legal & Compliance and Audit

Feedback Peserta

Materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.

ALTA PERFECTO
Training & Consulting for Wholesale Banking

CIMB NIAGA

In-House Training
Intermediate Trade Finance
12-15 Agustus 2024
11C Bumi CIMB Niaga

Participants: Auditor, Commercial Funding RM, Business Relation Manager, Corporate Banking RM, Trade Sales Specialist

BATCH III

Feedback Peserta

Materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank, detail materi yang diberikan sangat relevan dengan kebutuhan bank.