

February 13 – 17, 2017

Programme on Financing International Trade

Coordinators
Dr Gargi Sanati
Dr Jiji T Mathew



National Institute of
Bank Management
Pune, India

Programme on Financing International Trade

The business of banks on the international front has become significantly competitive and challenging. In the present global context, when most of the developed countries have been trying to come out from recession that was flagged off by the US crisis, it has become all the more difficult to assess country-specific risks and counterparty risks. India too has experienced a significant spillover effect of the crisis through the trade channel. Also, the scenarios of increasing current account deficit and the fall in export have posed a threat to Indian economy. In this context, financing of international trade and demystifying issues related to risk of international finance has become an important arena to explore.

A broader understanding of the opportunities in international trade business offer significant prospects for banks against the backdrop of India's rising importance in global trade and finance. The past decade has witnessed sustained high growth in trade, services, capital flows and GDP. Despite tough global demand conditions, the Indian economy is also exhibiting reasonable growth in exports. In this context, it is important for Indian banks to ease the availability of trade credit for promoting more export, which in return would help Indian corporates earn adequate foreign exchange. Earning more foreign exchange has also become the need of the time to maintain the balance of macroeconomic fundamentals of the Indian economy. With greater liberalisation in trade, exchange regulations and capital account transactions, banks also need to look for better strategies to manage risks in foreign exchange business in order to optimize return from the forex treasury operations.

Keeping in view the possibility of exploring the wide scope of this area, we offer a five-day training programme on trade credit products, documentation aspects of the import-export financing business, bank guarantees, correspondent banking, country risk and currency exposure issues in the foreign exchange business. Also, it would cover the aspects of FEMA regulations, UCP 600, URC 522, URDG 758, etc. The programme endeavours to provide a broader understanding about the potential of Indian banks to grow on the international front vis-a-vis an integrated and globalised framework. It would also help to develop an insight to facilitate the domestic business which is the province of banks. Following greater liberalisation in trade and exchange regulations, there is greater scope for banks to generate substantial earnings from trade financing.

Content

- ❑ **Current Account and Capital Account Transactions, Foreign Exchange Markets, Dealing Room Operations, Exchange Rates Mechanism and Market Integration.**
- ❑ **Methods of Payments in International Transactions, LC Business, Trade Documentation, Risks in International Trade.**
- ❑ **INCOTERMS 2010, UCP 600, URC 522, ISBP and other Latest ICC Rules on Guarantees, Standby LCs and Reimbursements.**
- ❑ **Export-Import Financing, Buyer's Credit and Supplier's Credit, External Commercial Borrowings, FCNR (B) Loans FDI/ODI.**
- ❑ **Lines of Credit, Factoring and Forfeiting.**
- ❑ **Legal, Regulatory and Policy Framework for Foreign Exchange Business: FEMA Guidelines and Role of RBI, DGFT, ECGC, FEDAI, ICC, Customs, DGFT, Latest Export-Import Policy.**
- ❑ **Forex Risks Management: Country Risk Management, Forward Contract and Currency Derivatives.**

Methodology

Classroom lectures will be supplemented with cases, group discussion and exercises on certain topics. Active participation and experience-sharing during the sessions is expected from participants.

Faculty

Practitioners from the banking industry, the RBI and FEDAI would be invited as guest faculty for taking sessions in addition to the NIBM faculty.

Target Group

Experienced junior and middle-level officers from AD (B) category branches/offices dealing with foreign exchange business including trade finance, remittances, NRI business, ECBs, forward contract, etc. and officers from the international banking division/offices handling correspondent banking services.

Dates

February 13 – 17, 2017

The programme will commence at 9.00 am on February 13 and will conclude by 5.00 pm on February 17, 2017. Participants are requested to report by the evening of February 12, 2017.

Venue

NIBM Campus, Kondhwe Khurd
Pune, India.

Accommodation

The programme is fully residential. Participants will be provided well-furnished single room AC accommodation in the Institute's hostel complex on the campus. However, they will not be permitted to bring their family members to stay on the campus. In case any Officer/Executive with physical/medical disability is being nominated, kindly inform us in advance with particulars of disability to facilitate necessary arrangements.

The Institute has facilities for outdoor and indoor games and a large walking/jogging trail for physical fitness besides a yoga centre. Participants are therefore encouraged to bring appropriate clothes/gear.

Programme Coordinators

Dr Gargi Sanati
Assistant Professor

Dr Jiji T Mathew
Assistant Professor

(Money, International Banking and
Finance Area Group)

**Last Date for
Receiving Nominations:**
February 3, 2017

**Last Date for
Availing Early Bird Incentive:**
January 28, 2017
(See fee structure on
home page of the website)

Nominations and Enquiries

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Website : www.nibmindia.org

Programme Fee (per participant)

US \$ 2000 for foreign participant

(See fee structure on home page of the website for incentive)

	Fee	ST	SBAC	KKC	Fee+ST+ SBAC+KKC	TDS
Mem. Banks	: 35000	4900	175	175	40250	3500
Non-Mem. Banks	: 41000	5740	205	205	47150	4100

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Service Tax (ST) @ 14%, Swachh Bharat Abhiyan Cess (SBAC) @ 0.5%, Krishi Kalyan Cess (KKC) @ 0.5% and TDS @ 10%. Kindly send the TDS Certificate on priority to NIBM).

Mode of Payment for Indian Participants

- The fee may preferably be transferred by RTGS/NEFT/ECS to our A/c No. 20002400021 with Bank of Maharashtra, NIBM Branch, Pune (IFSC Code MAHB0001124). NIBM PAN No. AAATN0040P and ST No. AAATN0040PST001.
- National Institute of Bank Management
NIBM Post Office, Kondhwe Khurd, Pune 411 048, INDIA.

Mode of Payment for Foreign Participants

Mode of Remittance: SWIFT*

1. Name & Address of our Bankers : **Oriental Bank of Commerce
C-2, Shop No. 4-5, Bramha Estate
Kondhwe Khurd, Pune 411 048
Maharashtra, India**
2. Name of the Account : **National Institute of Bank Management**
3. NIBM's Bank Account No.
with Oriental Bank of Commerce : **Current A/C 11281131004402**
4. Bank's Swift Code : **ORBCINBBFCP**
5. Oriental Bank of Commerce A/c No.
with Correspondent Bank : **36152559**
6. Preferred currency : **USD**
7. Correspondent Bank : **CITIBANK N.A.**
8. Swift code for Citi Bank : **CITIUS33**

*** The Foreign Bank
Charges/ SWIFT
charges/Commission
is to be borne by the
remitter. The fees
mentioned in the
invoice/brochure is to
be paid to NIBM, net
of all bank charges.**

***Payments will be accepted only through electronic mode.
Cheques/DDs/Pay Orders will not be accepted.**

- **For all electronic remittances, kindly send a confirmatory e-mail at: accounts@nibmindia.org giving details of the remitter and participant, name and dates of programme, etc.**

Please see programme fee structure on home page of the website for early bird incentive, incentives for SAARC and other developing countries, mode of remittance, Pune City route map and local conveyance.