

September 17 – 22, 2018



Programme on International Trade Financing



Coordinators
Dr Smita Roy Trivedi
Prof Jayant Keskar



**National Institute of
Bank Management
Pune, India**

Programme on International Trade Financing

With a global growth recovery, 2018 began on a positive note for Indian exports. Exports surged by 20.2 per cent to USD 28.9 billion in May 2018, as per the merchandise trade data released by the ministry of commerce (CMIE Economic Survey, June 2018). While challenges remain on the domestic and global front, a recovery in trade seems more and more likely. Banks have a vital role to play in this scenario to support the endeavors of these enterprises by strengthening the provision and delivery of trade finance services.

It is in this context that the Institute is offering this programme to enable executives to effectively provide trade financing services to clients and contribute to foreign exchange business growth.

Objectives

- To provide comprehensive knowledge and operational guidelines on mechanisms of financing of imports and exports
- To help officers understand and effectively structure trade credits and ECBs
- To give in-depth inputs on foreign exchange risk and tools for risk management
- To provide detailed understanding of AML and KYC guidelines relevant for trade financing

Content

- Foreign trade policy and its implication for bankers
- Financing exports of goods, services and software

- Trade finance services:
 - Letter of Credits (with detailed look at UCP 600, URR, ISBP, Incoterms)
 - Bank guarantees and URDG 758
 - Advance payments for imports and exports
- Trade credits and External Commercial borrowings (ECBs)
- Foreign exchange markets and foreign exchange arithmetic
- Foreign exchange risks and tools for risk management
- Anti- Money Laundering and KYC guidelines relevant for trade financing

Target Audience

- Executives/Officers at branches engaged in financing international trade of corporate clients
- Executives/Officers in International Banking Divisions

Faculty

Apart from NIBM Faculty, experts from the industry will also be invited as Guest Faculty.

Pedagogy

Apart from lectures, the programme will extensively use focused case studies, exercises and experience sharing to impart conceptual and participatory learning to executives.

Dates

September 17–22, 2018

The programme will commence at 9 a.m. on September 17 and will conclude in the evening on September 22, 2018. The participants are requested to report to NIBM Campus by the evening of September 16.

Venue

NIBM Campus, Kondhwa Khurd, Pune, India.

Hostel 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 the appropriate clothes/gears.

Programme Coordinators

Dr Smita Roy Trivedi
Assistant Professor

Prof Jayant Keskar
Industry Expert as Assistant Professor

*(Money, International Banking and
Finance Area Group)*

Nominations and Enquiries

Please address your enquiries and nominations to:

Dr Smita Roy Trivedi
Prof Jayant Keskar
Programme Coordinators
National Institute of Bank Management
NIBM Post office, Kondhwe Khurd
Pune 411 048, India

Tel : 0091-20-26716000 (EPABX)
26716252/26716223 (Direct)

Fax : 0091-20-26834478

E-mail : smita@nibmindia.org
j.keskar@nibmindia.org

Web : www.nibmindia.org

Last Date for Receiving Nominations:
September 7, 2018

Last Date for Availing Early Bird Incentive of 5%
September 1, 2018

(See Fee Structure on home page of the website)

Programme Fee (per participant)

US \$ 2400 for foreign participant

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

	Fee	GST	Fee+ GST	TDS
Member Banks :	50400	9072	59472	5040
Non-Member Banks :	58800	10584	69384	5880

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Goods and Services Tax (GST) @ 18%, 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 NIBM GSTIN No. 27AAATN0040P1ZJ.
- 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. : Current A/C 11281131004402
with Oriental Bank of Commerce
4. Bank's Swift Code : ORBCINBBFCP
5. Oriental Bank of Commerce A/c No. : 36152559
with Correspondent Bank
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.