



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

Programme in Financing International Trade

July 23 – 27, 2018

Coordinators
Dr Gargi Sanati
Prof Jayant Keskar



Programme in Financing International Trade

Business of banks in international front has become significantly competitive and challenging. In the present global scenario. Especially, demystification of the issues related to risk of international trade finance has become an important arena to explore. It has become all the more important for Indian banks to ease the availability of import and export financing for promoting more export which in return would help Indian corporates to earn adequate foreign exchange. In this backdrop we intend to offer a five days training programme on the trade finance products, documentation and mechanism of export-import financing, bank guarantees, ICC rules like URC 522, UCP 600, ISP98, ISBP and URDG 758, application of FEMA in foreign exchange transaction. The programme endeavours to provide a broader understanding on the potential of Indian banks to grow in international front in the backdrop of an integrated and globalized framework.

Programme Highlights

- Payment Methods and Product Structure
- Exchange Rate Mechanism for Brach Banking
- Trade documentation and associated risk
- Discrepancies in International trade transaction and DOCDEX cases
- Case-lets on the application of URC 522, UCP 600, ISBP, ISP98, INCOTERMS
- Case-lets on Forex Business and Export-Import financing.
- Buyer's credit and Suppliers' Credit and ECBs- application through case discussions
- Role of RBI; DGFT, ECGC, FEDAI Regulatory aspects

Faculty

Practitioners from Banking Industry, RBI and FEDAI would be invited as guest faculty for taking sessions, apart from NIBM faculty.

Content

- Current Account and Capital Account Transactions; Foreign Exchange Markets, 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
- 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.

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.

Who Should Attend

Experienced Junior and Middle level officers from AD (B) category Branches/Offices dealing with Foreign Exchange Business including Trade Finance, Remittances, ECBs, Forward Contract, etc.; and Officers from International Banking Division/Offices handling correspondent banking services.

Dates

July 23 – 27, 2018

The programme will commence at 9.00 am on July 23, 2018 and will conclude by 5.00 pm on July 27, 2018. The participants are requested to report by the evening of July 22, 2018.

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

Prof Jayant Keskar
Industry Expert as Assistant Professor

(Money, International Banking and
Finance Area Group)

Last Date for Receiving Nominations:

July 13, 2018

Last Date for Availing Early Bird Incentive of 5%:

July 7, 2018

(See fee structure on
home page of the website)

Nominations and Enquiries

Please address your enquiries and
nominations to:

Dr Gargi Sanati
Prof Jayant Keskar
Programme Coordinators
National Institute of Bank Management
NIBM Post Office, Kondhwe Khurd
Pune 411 048 (INDIA)

Tel. : 0091-20-26716000 (EPABX),
26716328, 26716201 (Direct)

Fax : 0091-20-26834478

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

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	GST	Fee+GST	TDS
Member Banks :	42000	7560	49560	4200
Non-Member Banks :	49200	8856	58056	4920

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 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. 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.