



Programme on
**Financing of
International Trade**

December 12 – 17, 2016

Coordinators

Dr Smita Roy Trivedi

Dr G Nagaraju



National Institute of
Bank Management
Pune, India

Programme on Financing of International Trade

Background

The improvement in India's export situation in June 2016 has sparked hopes of a turnaround in export growth. While the export situation has not been favourable thereafter, hopes of the rebound in exports remain, as global output grew at 3.2 per cent in 2015, only slightly lower than in 2014 and not far from its 1982–2007 average (Bank of International Settlements, 2016). While the increased volatility of foreign exchange markets, sluggish global demand condition and inflationary tendencies at home have adversely affected Indian manufacturers, they continue to expand internationally through international trade, joint ventures, and acquisitions. Banks have a unique role to play in this context 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.

Course 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

December 12 – 17, 2016

The programme will commence at 9:00 am on December 12 and conclude by the evening of December 17, 2016. Participants are expected to reach the NIBM campus positively by the evening of December 11 and plan for their return journey after 5.00 pm on December 17, 2016.

Venue

NIBM Campus, Kondhwe 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 Fee (*per participant*)

US \$ 2400 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	: 42000	5880	210	210	48300	4200
Non-Mem. Banks	: 49000	6860	245	245	56350	4900

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. : **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 workshop, 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.

Nominations and Enquiries

Please address your enquiries and nominations to:

Dr Smita Roy Trivedi

Dr G Nagaraju

Programme Coordinators

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Web : www.nibmindia.org

Last Date for

Receiving Nominations:

December 2, 2016

Last Date for

Availing Early Bird Incentive:

November 26, 2016

(See Fee Structure on home page of the website)