



Programme on

Foreign Exchange Business for B category Branches

(Focus: Trade Finance, Remittances and Compliance)

June 17 – 21, 2019

Coordinators
Dr Jiji T Mathew
Dr G Nagaraju



National Institute of
Bank Management
Pune, India

Programme on Foreign Exchange Business for B Category Branches (Focus: Trade Finance, Remittances and Compliance)

Foreign Exchange Business is an important segment of banking operations at the Authorized Dealer (B) category branches of Banks in India. Banks are facing growing international business opportunities at the branch level as outlook for India's international trade and investment is improving. As per the latest estimates of Ministry of Commerce, both export and imports of goods and services of India have grown at 8.73 per cent and 9.42 per cent respectively during April-February period of 2018-19. Capital flows to the economy in the form of Foreign Direct Investment, Foreign Portfolio Investment etc. have regained momentum due to improved growth outlook and neutral policy stance on interest rates and liquidity adopted by US Fed and other prominent central banks. However, there are imminent downside risks to this outlook due to looming trade wars among US, China and European Union. In the current context, banks are also witnessing serious challenges in addressing the issues in financing international trade, handling LCs, remittances and ensuring compliance to related rules of RBI, ICC and the government.

A strong economic recovery in US, Europe and China, could facilitate banks to improve its earnings from offering foreign exchange products and services to both-resident and non-resident customers etc. It is also important for banks to identify and prevent operational risks in trade finance arising from fraudulent forex transactions through the swift alliance and bank failures in not reporting fake LoU transactions in CBS system. Currency risk management is another key area of concern for the banks in the context of heightened volatility in the exchange rates. Hence, this program is designed to impart the requisite knowledge and skills to forex officers for handling various types of forex transactions, trade finance products, managing currency risk, addressing KYC/AML issues and to detect and prevent foreign exchange frauds at the branch level.

Objective

To provide the forex officers working in designated AD(B) category/International Banking branches, a clear understanding of conceptual, operational and regulatory issues in import-export financing; LC business, ICC rules relating to LCs, collections, guarantees; LoUs; Swift Alliance-CBS interface; Foreign currency accounts, remittances and Currency risk management using Forwards.

Target Group

Junior/Middle/Senior level officers from AD (B) category Branches/Offices handling Foreign Exchange business such as Documentary LCs, Trade Finance, Foreign currency accounts/NRI accounts, remittances etc.; and officers from international Banking Division handling internal forex policy, correspondent banking, risk monitoring, etc.

Pedagogy

Classroom lectures will be supplemented with case lets/situations and exercises on certain topics. Initiating active participation and experience sharing by participants during the sessions forms an important part of this programme.

Faculty

NIBM faculty and other eminent practitioners and subject experts from Banking Industry, RBI and FEDAI would be delivering lectures during the programme.

Content

- Global Economic, financial and Trade Scenario and its implications; Current Account and Capital Account concepts and transactions.
- Overview of Forex Transactions and Operations at B-category branches; Role of RBI, ECGC, FEDAI, ICC, Customs, DGFT and Latest Foreign Trade Policy 2015-20
- Methods of Payments in International Transactions with special reference to LCs; Trade Documentation.
- FEMA Provisions/Guidelines and Regulatory issues relating to Exports, Imports, Remittances, NRI accounts; FDI, ODI, Foreign Currency borrowings etc.
- Export Financing: Pre-shipment and Post-shipment facilities/Discounting and Negotiation of Export Bills and related issues.
- Import Financing: Import LCs; ECBs and Trade credits- Buyer's & Supplier's Credit.
- Important ICC Provisions with case lets on: INCO Terms 2010; UCP 600; URC 522; ISP 98; ISBP 745, Guarantees and URDG 758, URBBR 725, URBP0 750.
- Foreign Exchange Markets and Integration; Exchange Rate Mechanism; Hedging Instruments for Managing Forex Risk: Operational Issues in Forward Contracts.
- Marketing and Business Development of Foreign Exchange Products
- KYC and AML issues; Merchanting Trade & trade based Money Laundering; Forex related Frauds; Foreign accounts Tax Compliance Act (FATCA).
- Issues involved in Swift Operations: CBS and SWIFT Alliance Interface, Reporting etc.
- Reporting of Foreign Exchange Transactions & related Issues: R Returns, EDPMS, IDPMS etc.

Dates

June 17 – 21, 2019

The programme will commence at 9.00 am on June 17 and will conclude by the evening of June 21, 2019. The participants are requested to report at NIBM Campus by the evening June 16, 2019.

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 Jiji T Mathew

Assistant Professor

Dr G Nagaraju

Associate Professor

(Money, International Banking and Finance)

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).

Last Date for Receiving Nominations:

June 7, 2019

Last Date for Availing Early Bird Incentive of 5%:

June 1, 2019

(See fee structure on
home page of the website)

Nominations and Enquiries

Please address your enquiries and
nominations to:

Dr Jiji T Mathew

Dr G Nagaraju

Programme Coordinators

National Institute of Bank Management

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Pune 411 048, India.

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E-mail : jiji@nibmindia.org

nagaraju@nibmindia.org

Website : www.nibmindia.org

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.