

September 4 - 8, 2017



Programme on **F**inancing **I**nternational **T**rade

Coordinators
Dr Gargi Sanati
Prof Jayant Keskar



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. This is especially so in the present global scenario when demystification of the issues related to the risk of international trade finance has become an important arena to explore. Thus, it has become all the more important for Indian banks to ease the availability of import and export financing for promoting more exports, which in return will help Indian corporates to earn adequate foreign exchange. Against this backdrop we intend to offer a five-day training programme on 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 transactions, etc. The programme endeavours to provide a broader understanding about the potential of Indian banks to grow in the international space vis-a-vis an integrated and globalised framework.

Programme Highlights

- Payment Methods and Product Structure.
- Exchange Rate Mechanism for Branch Banking.
- Trade Documentation and Associated Risks.
- Discrepancies in International Trade Transactions 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.
- Buyers' Credit and Suppliers' Credit and ECBS - Application through Case Discussions.
- Role of RBI: DGFT, ECGC, FEDAI – Regulatory Aspects.

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 International Banking Division or offices handling correspondent banking services.

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; Buyers' Credit and Suppliers' 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 and Currency Derivatives.

Methodology

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

Faculty

Practitioners from the banking industry, the RBI and FEDAI would be invited as guest faculty for the sessions, apart from the NIBM faculty.

Programme Coordinators

Dr Gargi Sanati
Prof Jayant Keskar

Dates

September 4–8, 2017

The programme will commence at 9:00 am on September 4 and conclude by the evening of September 8, 2017. Participants are expected to reach the NIBM campus positively by the evening of September 3 and plan for their return journey after 5.00 pm on September 8, 2017.

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 Coordinators

Dr Gargi Sanati

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 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

Web : www.nibmindia.org

Last Date for

Receiving Nominations:

August 26, 2017

Last Date for

Availing Early Bird Incentive of 5%

August 19, 2017

(See Fee Structure on home page of the website)

Programme Fee (per participant)

US \$ 2000 for foreign participant

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

	Fee	CGST	SGST	Fee+ CGST+SGST	TDS
Mem. Banks :	42000	3780	3780	49560	4200
Non-Mem. Banks :	49200	4428	4428	58056	4920

The fee includes the cost of tuition, board and lodging facilities, teaching material, etc. (Central Goods and Services Tax (CGST) @ 9%, State Goods and Services Tax (SGST) @ 9% 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. 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.