



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

Programme on Export Credit Management

August 1 – 6, 2016

Coordinators

Dr Smita Roy Trivedi

Dr Elizabeth James

Programme on Export Credit Management

Banks play a crucial role in promoting export growth by providing timely and adequate finance. In fact export finance is crucial in helping exporters tide over the discouraging the global liquidity conditions. In Indian context, the new FTP (Foreign Trade Policy) along with incentives from government, RBI and Trade Bodies will help to stimulate export Growth in the coming years.

Encouragingly world trade growth is expected to recover to 3.6 per cent in 2017 from 2.8 per cent in 2016 (World Trade Report, 2016).

Target Group

Junior and middle management of credit and/or international banking departments.

Course Content

- ❑ **Overview of Economic and Trade Scenario and its implications for export credit growth**
- ❑ **Foreign trade policy, 2014-19, its implication for exporters**
- ❑ **Understanding regulatory guidelines on pre-shipment and post shipment financing**
- ❑ **FEMA Guidelines for Exports and Imports**
- ❑ **Credit Appraisal for financing exports of goods and services**
 - ⇒ **Economic Analysis and Industry Analysis**
 - ⇒ **Financial Statements Analysis**
 - ⇒ **Assessment of working capital requirements**
 - ⇒ **Credit rating**
 - ⇒ **Review and monitoring**
- ❑ **Sector specific issues in exports: Financing Gems, Jewellery and Diamond Exports, Deemed exports & Merchant exports**
- ❑ **Payments methods and mechanisms for international trade**
 - ⇒ **Letter of Credits (with detailed look at UCP 600, URR, ISBP, Incoterms)**
 - ⇒ **Bank guarantees**
 - ⇒ **Advance payments for exports**
- ❑ **Restructuring of Export Credit Accounts and Regulatory Guidelines**
- ❑ **Recovery, Compromise and write off of Export Credit Facilities**
- ❑ **Role of ECGC in export credit**
- ❑ **Understanding foreign exchange markets and its role in trade financing**

Objectives

- To aid skill development in credit appraisal for financing exports of goods and services.
- To help understand post-shipment financing (products and processes).
- To strengthen delivery of export financing services to exporters.

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

August 1–6, 2016

The programme will commence at 9.00 am on Monday, August 1 and conclude by 5.00 pm on Saturday, August 6, 2016.

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 Smita Roy Trivedi

Assistant Professor

(Money, International Banking and Finance Area Group)

Dr Elizabeth James

Assistant Professor

(Finance Area Group)

Last Date for

Receiving Nominations:

July 22, 2016

Last Date for

Availing Early Bird Incentive:

July 16, 2016

(See fee structure on home page of the website)

Nominations and Enquiries

Please address your enquiries and nominations along with the fees to:

Dr Smita Roy Trivedi

Dr Elizabeth James

Programme Coordinators

National Institute of Bank Management

NIBM Post Office, Kondhwe Khurd

Pune 411 048, India.

Tel. : 0091-20-26716000 (EPABX),
26716252, 26716219 (Direct)

Fax : 0091-20-26834478

E-mail : smitta@nibmindia.org |
elizabeth@nibmindia.org

Website : www.nibmindia.org

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. 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.