



December 4 – 9 2017

# Programme on Financing of International Trade

*Coordinators*

Dr Smita Roy Trivedi

Prof Jayant Keskar



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

# Programme on Financing of International Trade

Global growth is expected to gain momentum in 2017, following the dismal performance in 2016. With improving commodity prices, and the likely upturn of trade and investment, global growth is forecasted to grow at 3.5 per cent in 2017. India's exports are projected to increase by 6.5 per cent in 2017-18, following a decrease by 15.5 per cent and 1.5 per cent in 2015-16 and 2014-15, respectively (CMIE Economic Outlook, July 2017). 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.

## Pedagogy

Apart from lectures, the programme will extensively use focused case studies, exercises and experience sharing to impart conceptual and participatory learning to executives.

## Target Audience

**Executives/Officers at branches engaged in financing international trade of corporate clients**

**Executives/Officers in International Banking Divisions**

## 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

## Contents

- 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

## Faculty

Apart from NIBM Faculty, experts from the industry will also be invited as Guest Faculty.

## Dates

December 4 – 9, 2017

The Programme will begin at 9.00 am on December 4 and will conclude by 5.00 pm on December 9, 2017.

## 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*

**Prof Jayant Keskar**

*Industry Expert*

*as Assistant Professor*

(Money, International Banking and Finance Area Group)

## Programme Fee (per participant)

US \$ 2400 for foreign participant

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

	Fee	GST	Fee+GST	TDS
Member Banks :	50400	9072	59472	5040
Non-Member Banks :	58800	10584	69384	5880

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:

November 24, 2017

## Last Date for

### Availing Early Bird Incentive of 5%:

November 18, 2017

(See fee structure on home page of the website)

## Nominations and Enquiries

Please address your enquiries and nominations to:

Dr Smita Roy Trivedi

Prof Jayant Keskar

Programme Coordinators

National Institute of Bank Management

NIBM Post Office, Kondhwe Khurd

Pune 411 048, INDIA

Tel. : 0091-20-26716000 (EPABX),  
26716252, 26716201 (Direct)

Fax : 0091-20-26834478

E-mail : [smita@nibmindia.org](mailto:smita@nibmindia.org)  
[j.keskar@nibmindia.org](mailto:j.keskar@nibmindia.org)

Website : [www.nibmindia.org](http://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 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](mailto: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.