



# Programme on Export Credit Appraisal and Management

June 25 – 30, 2018

*Coordinators*

**Dr Smita Roy Trivedi**

**Dr Elizabeth James**



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

# Programme on Export Credit Appraisal and Management

## Introduction

In 2017-18, exports grew by 12.1% in the first eight months. This was noteworthy as it came after several months of deceleration in exports, with growth being either negative or in single digits (Economic Outlook, CMIE). For Indian exporters to gain from the new-found growth momentum, it is crucial that they have access to timely and adequate finance. It is here that the banking sector can play an important role in providing pre-shipment and post-shipment finance. Moreover, the banking sector can also benefit from this growth potential by strengthening delivery of export finance services.

The Institute is offering this programme to enable credit department officials and officials from trade financing desks to understand export credit guidelines and structuring of pre-shipment and post-shipment financing.

## Objectives

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

## Target group

**Junior and Middle Management of credit and/or international banking departments**

## Course Contents

- Export credit and its role in the economy
- Understanding regulatory guidelines on pre-shipment and post shipment financing
- Credit Appraisal for financing exports of goods and services
  - Business Environment and Strategy Analysis
  - Economic Analysis and
  - Industry Analysis
  - Financial Statements Analysis
  - Assessment of working capital requirements
  - Credit rating
  - Review and monitoring
- 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
- Foreign trade policy, 2014-19, its implication for exporters
- Multiple banking arrangements for lending
- Role of ECGC in export credit
- Understanding foreign exchange markets and its role in trade financing

## 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

June 25 – 30, 2018

The programme will commence at 9.00 am on Monday, June 25, 2018 and will conclude by 5.00 pm on Saturday, June 30, 2018. Participants are requested to reach NIBM campus by the evening of June 24, 2018.

## 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:**  
June 15, 2018

**Last Date for  
Availing Early Bird Incentive of 5%:**  
June 9, 2018  
(See fee structure on  
home page of the website)

## Nominations and Enquiries

Please address your enquiries and  
nominations 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 : [smita@nibmindia.org](mailto:smita@nibmindia.org)  
[elizabeth@nibmindia.org](mailto:elizabeth@nibmindia.org)

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

## 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).

### 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\*

- Name & Address of our Bankers : Oriental Bank of Commerce  
C-2, Shop No. 4-5, Bramha Estate  
Kondhwe Khurd, Pune 411 048  
Maharashtra, India
- Name of the Account : National Institute of Bank Management
- NIBM's Bank Account No. : Current A/C 11281131004402  
with Oriental Bank of Commerce
- Bank's Swift Code : ORBCINBBFCP
- Oriental Bank of Commerce A/c No. : 36152559  
with Correspondent Bank
- Preferred currency : USD
- Correspondent Bank : CITIBANK N.A.
- 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.