



Programme in Financing International Trade

September 12 – 16, 2016

Coordinators
Dr Gargi Sanati
Dr G Nagaraju



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

Programme in Financing International Trade

The business of banks on the international front has become significantly competitive and challenging in the present global scenario. Especially, demystification of the issues related to risk of international trade finance has become an important arena to explore. 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 turn would 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 of the potential of Indian banks to grow in the international arena 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 Risk.**
- **Discrepancies in International Trade Transactions and DOCDEX Cases**
- **Case Studies on the Application of URC 522, UCP 600, ISBP, ISP98, and INCOTERMS.**
- **Case Studies on Forex Business and Export-Import Financing.**
- **Buyer's Credit, Suppliers' Credit and ECBS – Application through Case Discussions.**
- **Role of RBI, DGFT, ECGC, FEDAI Regulatory Aspects.**

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, Buyer's Credit and Supplier's 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 case studies, group discussions and exercises on certain topics. Active participation and experience-sharing during the sessions is expected from participants.

Who Should Attend

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 divisions/offices handling correspondent banking services.

Faculty

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

Dates

September 12–16, 2016

The programme will commence at 9.00 am on September 12 and will conclude by 5.00 pm on September 16, 2016. Participants are requested to report by the evening of September 11, 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 Gargi Sanati

Assistant Professor

Dr G Nagaraju

Associate Professor

(Money, International Banking and Finance Area Group)

Last Date for

Receiving Nominations:

September 2, 2016

Last Date for

Availing Early Bird Incentive:

August 27, 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 Gargi Sanati

Dr G Nagaraju

Programme Coordinators

National Institute of Bank Management

NIBM Post Office, Kondhwe Khurd

Pune 411 048, India.

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Website : www.nibmindia.org

Programme Fee (per participant)

US \$ 2000 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 | 35000 | 4900 | 175 | 175 | 40250 | 3500 |
| Non-Mem. Banks | 41000 | 5740 | 205 | 205 | 47150 | 4100 |

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. : **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.