



# Programme on Financing International Trade

September 9 – 13, 2019

*Coordinators*  
Dr Smita Roy Trivedi  
Prof Jayant Keskar



National Institute of  
Bank Management  
Pune, India

# Programme on Financing International Trade

World merchandise trade is forecasted to grow at 2.6 percent in 2019 and is likely to pick up to 3 per cent in 2020 (WTO 2019). While challenges remain on the domestic and global front, a recovery in trade seems more and more likely. Banks have a vital role to play in this scenario to support the endeavours of exporters by strengthening the provision and delivery of trade finance services.

It is in this context that the Institute is offering these programmes to enable executives to effectively provide trade financing services to clients and contribute to foreign exchange business growth.

## 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 a detailed understanding of AML and KYC guidelines relevant for 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.

## Content

- Foreign trade policy and its implication for bankers
- Financing exports of goods, services and software
- Trade finance services:
  - Letter of Credits (with a 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.

## Target Audience

- ❖ Executives/Officers at branches engaged in financing international trade of corporate clients
- ❖ Executives/Officers in International Banking Divisions

## Dates

September 9 – 13, 2019

The programme will commence at 9 am on September 9 and will conclude in the evening on September 13, 2019. The participants are requested to report to NIBM Campus by the evening of September 8.

## 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)

## Last Date for Receiving Nominations:

August 30, 2019

## Last Date for Availing Early Bird Incentive of 5%:

August 24, 2019

(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 (Direct)  
26716223 (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)

## Programme Fee (per participant)

US \$ 2000 for foreign participant

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

	Fee	GST	Fee+GST	TDS
Member Banks :	42000	7560	49560	4200
Non-Member Banks :	49200	8856	58056	4920

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\*

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.