Campus Programme

2 Days

May 14 – 15, 2026

Export Finance, Domestic Bill Finance and Supply Chain Finance

Programme Director

Prof. Rajesh Ramakrishnan



National Institute of Bank Management

Introduction

Export and import are two very important tools for accelerating the economic growth of developing countries like India. India's total exports during April–January 2025–26 are estimated at USD 720.76 billion, registering a positive growth of 6.15%. Total imports during the same period are estimated at USD 823.41 billion, leaving a trade deficit of USD 102.65 billion. Managing the trade deficit is important as it directly impacts the country's foreign exchange reserves and consequently the current account deficit. Export flows are an important tool in bridging the trade deficit. Exporters are a significant source of foreign exchange revenue for the country and are reflective of the inherent strength of any economy.

Similarly, inland bill financing is a crucial tool available to companies to manage/augment their working capital needs. Bill finance provides timely and self-liquidating structures at a much lower cost than traditional lending products. Therefore, banks remain very active in bill finance and build considerably huge bill portfolios in their books, the operation and management of which require a high degree of supervision and monitoring.

The programme will discuss in detail the concept and modes of export finance as well as bill finance products. Upon completion of the training, participants will be able to handle transactions and customer inquiries on export finance and bill finance, as well as understand the associated risks and their mitigants. The course begins by introducing the fundamentals of exports and related regulations. It explains the export life cycle. the types of export finance, and the disbursement and liquidation of the same. The second part of the programme explains the inland bill finance product and framework. Products such as LC bill discounting, clean bill discounting, and invoice discounting are explained in detail.

Objectives

- Help participants develop an in-depth knowledge of export finance and bill finance products and concepts.
- Enable participants to become conversant with the policies and processes of export finance and bill finance, as well as associated risks and mitigants.

Contents



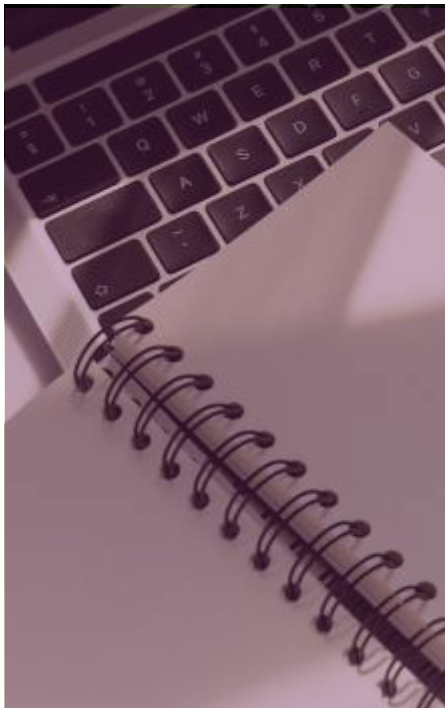
- Overview of FTP and methods of trade settlement
- FEMA,1999 Regulations: Export
- Export pre-shipment credit: regulation and process
- Export post-shipment credit: regulation and process
- Factoring and forfaiting
- Overview of the finance framework and policies
- Letter of Credit Bill Discounting (LCBD), clean bill discounting (drawer & drawee bills)
- Vendor and dealer bill discounting and invoice discounting
- Supply chain finance

Pedagogy

The campus course will have engaging and interactive sessions as well as relevant case studies over two days. The courseware will comprise:

- ❒ **Reference materials**
- ❒ **Relevant case studies**
- ❒ **Relevant PowerPoint presentations**

A completion/participation certificate will be given to the participant at the end of the programme, provided they attend the programme for the mandated period of engagement.



Who Should Attend?

Junior/middle/senior-level officers from AD (B) category branches working in the international banking division. handling internal forex policy, inland bill discounting, correspondent banking, compliance, risk monitoring, credit, etc.

When?

May 14 – 15, 2026

The participants are requested to report at the venue by the evening of May 13, 2026

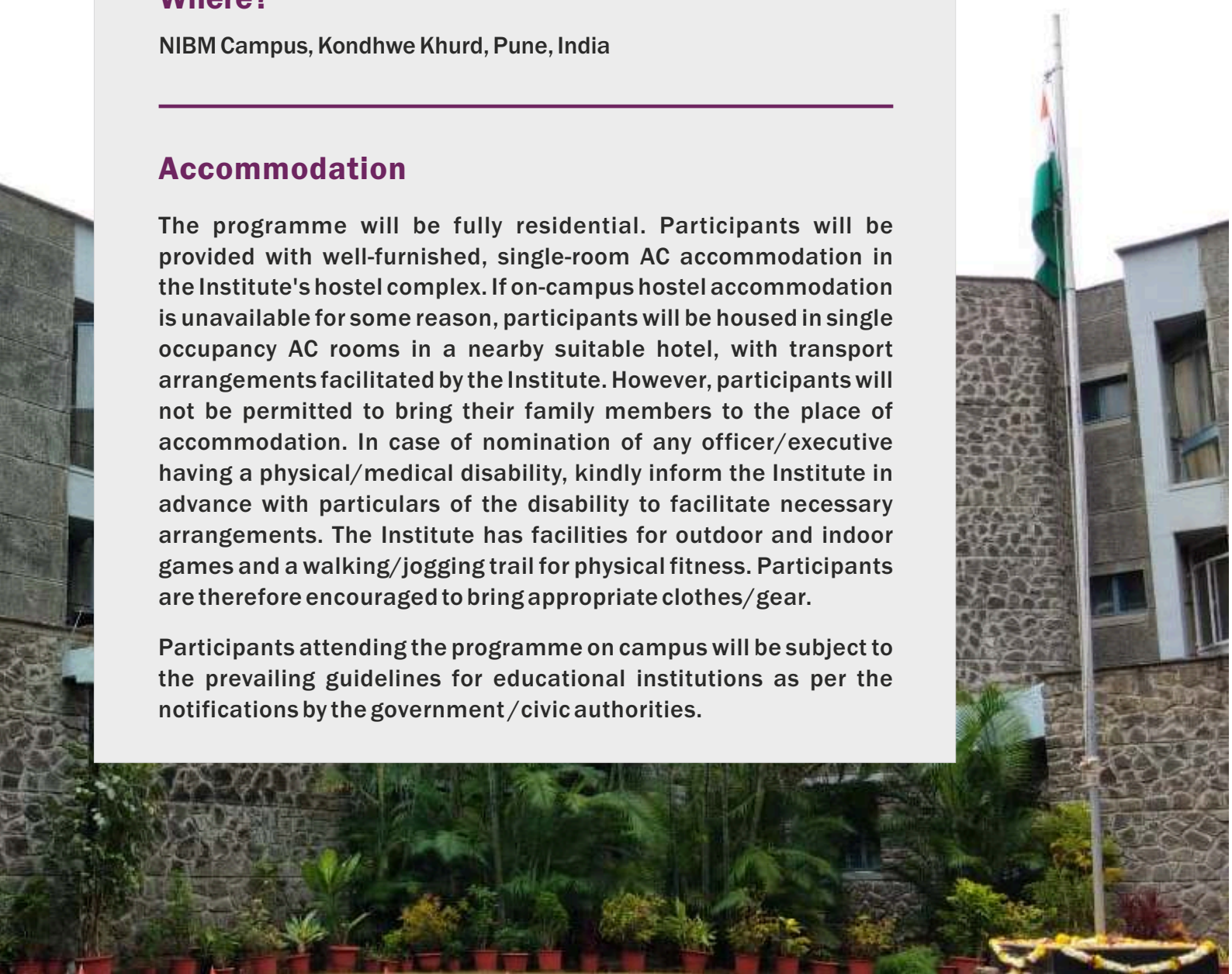
Where?

NIBM Campus, Kondhwe Khurd, Pune, India

Accommodation

The programme will be fully residential. Participants will be provided with well-furnished, single-room AC accommodation in the Institute's hostel complex. If on-campus hostel accommodation is unavailable for some reason, participants will be housed in single occupancy AC rooms in a nearby suitable hotel, with transport arrangements facilitated by the Institute. However, participants will not be permitted to bring their family members to the place of accommodation. In case of nomination of any officer/executive having a physical/medical disability, kindly inform the Institute in advance with particulars of the disability to facilitate necessary arrangements. The Institute has facilities for outdoor and indoor games and a walking/jogging trail for physical fitness. Participants are therefore encouraged to bring appropriate clothes/gear.

Participants attending the programme on campus will be subject to the prevailing guidelines for educational institutions as per the notifications by the government/civic authorities.



Nominations and Enquiries

Nominations are invited from both institutions and individuals from India and abroad. Executives working in banks, financial institutions, consulting firms, or technology firms in the banking and financial services domain can also apply for the programme in their individual capacity.

Please address your enquiries regarding nominations and programme content to:

Programme Director

Prof. Rajesh Ramakrishnan

Adjunct Faculty

Prof. Rajesh Ramakrishnan is a Chartered Accountant with more than twenty years' experience in the banking industry and close to four years in the area of academics. His areas of teaching and training include international trade, comprising trade products and processes, instruments and regulations, supply chain finance product and processes, KYC/AML and trade-based money laundering, and treasury products.

Email: r.rajesh@nibmindia.org; Tel: +91-20-6904 6134 (D); Mobile: +91-9764443504

Enquiries related to programme registration, accommodation, etc., may kindly be addressed to:

Programme Office
National Institute of Bank Management
NIBM Post Office, Kondhwe Khurd,
Pune 411048 (India)
Email: trainings@nibmindia.org / progofficer@nibmindia.org
Tel: +91-20-69046000 (Board) / 69046214 / 6166 / 6210 / 6211
WhatsApp: 7887884083 (Messages Only)
Website: www.nibmindia.org

REGISTER NOW

(In case of difficulty accessing the link, kindly advise your IT department to whitelist the nibmindia.org domain in the firewall)

Last date for receiving nominations: May 04, 2026

Last date to avail 'Early Bird Discount': April 29, 2026

Discounts for bulk nominations:
5% for 6-10 nominations
10% for 11-19 nominations
15% for 20 nominations and above

5% 'Early Bird' discount for nominations received at least 15 days before the start date.

Fees and Modes of Payment

US$ 1000 for foreign participant

FEE (Per Participant)	Fee (₹)	GST	Fee+GST	TDS
Member Banks	21000	3780	24780	2100
Non-Member Banks	27000	4860	31860	2700
Individual Nominee	27000	4860	31860	—



The fee includes the cost of tuition, teaching material, lodging facilities, etc. (GST @ 18 % and TDS @ 10%. Kindly send the TDS certificate on priority to NIBM).

As per the resolution of NIBM's 86th Finance Committee meeting held on January 31, 2023, all organisations / banks are required to make the full payment for all their nominations for the NIBM 'Executive Training Programmes / Workshops', prior to the commencement of the respective programmes / workshops. The Reserve Bank of India has given its consent for the same.

Note: The Foreign Bank Charges/SWIFT charges/ Commission is to be borne by the remitter. The fees mentioned in the brochure is to be paid to NIBM, net of all bank charges.

Modes of Payment

For Indian Participants

The fee may 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 GST No. 27AAATN0040P1ZJ.

For Foreign Participants (Mode of Remittance: SWIFT)

1.	Name & Address of our Bankers	: Punjab National Bank C-2, Shop No. 4-5, Bramha Estate Kondhwe Khurd, Pune 411 048 Maharashtra, India
2.	Name of the Beneficiary	: National Institute of Bank Management
3.	NIBM's Bank Account No. with Punjab National Bank	: 11281131004402
4.	Bank's Swift Code	: PUNBINBBDIB
5.	Preferred Currency	: USD
6.	Correspondent Bank of Punjab National Bank	: WELLS FARGO BANK NA
7.	Punjab National Bank A/c No. with Correspondent Bank	: 2000193007918
8.	Swift Code with Wells Fargo Bank	: PNBPUS3NNYC
9.	IFSC	: PUNB0108810

For all electronic/digital remittances, kindly send a confirmatory email to accounts@ nibmindia.org giving details of the remitter, participant, workshop dates, title of workshop, etc.

Payments will be accepted ONLY through electronic mode. Cheques / DDs / Pay Orders will not be accepted.