

# Campus Programme on Forex Market, Exchange Rate Arithmetic and Forex Risk Management Facilities for Trade Finance Officers

October 28 – 30, 2024  
(Duration: 3 days)

*Programme Directors*

Dr G Nagaraju  
Dr Jiji T Mathew



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

## Introduction

India's external sector is rapidly growing. The growth rate of total trade comprising goods and services put together during the last five years was about 9% per annum in terms of volume.

The strong momentum in the external sector is also reflecting in higher volumes of international banking business at the bank level in India. International banking in India is largely carried out at major branches and the category B branches spread across different geographical centers.

From a trading perspective, international banking traditionally involves dealing with trade finance and managing methods of international payment settlement and effecting remittances thereof. These products are well guided by the established practices laid down by the International Chamber of Commerce (ICC) at the international level, and FEDAI and RBI at the domestic level. However, in these modern times, international banking has gone beyond the traditional products and is increasingly offering risk management products for the hedging needs of their customers especially the small and middle level corporate customers. Dealing in risk management products such as forwards, futures and options require deep knowledge of not only the foreign exchange market, but also the regulations governing such products. This programme intends to impart the necessary knowledge and skills of dealing with different foreign exchange market related products and the exchange rate arithmetic for officers at the trade finance desk in international banking branches and offices.

### Objectives

The programme aims to enable the participants to:

- ❖ Gain comprehensive knowledge of the functioning of the foreign exchange market in India.
- ❖ Provide the necessary skills in dealing with different risk management products useful for hedging the exposure of the bank's customers.

### Programme Contents

- ❑ Fundamentals of foreign exchange market (global as well as Indian markets)
- ❑ Exchange rate dynamics
  - Exchange rate regimes
  - Exchange rate volatility
  - Exchange rate risk
  - Determinants of exchange rate
- ❑ Forex spot market
  - Market maker / market taker
  - Two-way quotes
  - Interbank market operations

- ❑ Merchant market
  - Providing merchant rates
  - Providing cross rates
  - Merchant margin
- ❑ Exchange rate risk
  - Different types of exposures
  - Hedging of exposures
- ❑ Covering of exchange positions by banks
  - Interbank exposure
  - Covering rate
- ❑ Forward contracts
  - Structure of forward contract
  - Forward premium
  - Different methods of forward contract utilisation
  - FEDAI rules for forward contracts
- ❑ FX swaps
- ❑ Currency swaps
- ❑ Futures and options
- ❑ Exchange traded currency derivatives
- ❑ Regulations covering risk management products

## Pedagogy

Class room lectures demonstrating the functioning of the foreign exchange market and case studies involving different practical situations. The lectures would be conducted by experienced industry specialists and NIBM faculty.

## Target Audience

Officers dealing in trade finance / remittances from category (B) branches / overseas branches / head office as well as junior and middle level management personnel working in these departments.

## Dates

October 28 – 30, 2024

The participants are requested to report at the venue by the evening of October 27, 2024.

## 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 in the campus. However, they would not be permitted to bring their family members to stay in 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.

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

## Completion / Participation Certificate

A completion / participation certificate will be given to the participant at the end of the programme provided he / she attends the programme for the mandated hours of engagement.

## Nominations and Enquiries

Nominations are invited from both institutions and individuals from India and abroad. Executives working in banks / financial institutions / consulting firms / 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

Dr G Nagaraju

Email: [nagaraju@nibmindia.org](mailto:nagaraju@nibmindia.org); Tel: +91-20-26716 323 (D); Mobile: 9665875253

Dr Jiji T Mathew

Email: [jiji@nibmindia.org](mailto:jiji@nibmindia.org); Tel: +91-20-26716 266 (D); Mobile: 9423209032

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*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 411 048 (India)

Tel. : +91-20-26716000 (Board) / 26716375 / 257 / 210 / 392

WhatsApp : 7887884083 (Messages Only)

Email : [trainings@nibmindia.org](mailto:trainings@nibmindia.org) / [progofficer@nibmindia.org](mailto:progofficer@nibmindia.org)

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

**For registrations / nominations, please login using the following link:**

<https://erp.nibmindia.org/POApplication#/>

If you find any difficulty in accessing the above link, then kindly advise your IT department to whitelist **nibmindia.org** domain in the firewall.

**Last Date for receiving nominations : October 19, 2024**

**Last Date to avail 'Early Bird Discount': October 14, 2024**

## Programme Fee (per participant)

US \$ 1200 for foreign participant

	Fee	GST	Fee+GST	TDS
Member Banks	: 33000	5940	38940	3300
Non-Member Banks	: 39000	7020	46020	3900
Individual Nominee	: 39000	7020	46020	-----

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 this new initiative.

### Discounts

1. 5% 'Early Bird' discount for nominations received at least 15 days prior to commencement of programme.
2. **Bulk nominations:** The following discounts will be applicable –
  - (a) 6-10 nominations – 5%
  - (b) 11-19 nominations – 10%
  - (c) 20 and above – 15%

### 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 GST 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                         | : Punjab National Bank<br>C-2, Shop No. 4-5, Bramha Estate<br>Kondhwe Khurd, Pune 411 048<br>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                                     | : PUNBINBDDIB   |
| 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                      | : PNBPU3NNYC  |
| 9. IFSC  | : PUNB0108810   |

\* 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 / digital remittances, kindly send a confirmatory e-mail to: [accounts@nibmindia.org](mailto:accounts@nibmindia.org), giving details of the remitter, participant name, programme dates, title of the programme, etc.**

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