



Campus Programme on
Export and Bill Finance

May 15 – 16, 2025

Campus Duration: 2 days

Programme Director
CA Rajesh Ramakrishnan



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

Course Overview

Export and import are two very important tools for accelerating economic growth of developing countries like India. India's total exports during April–January 2024–25 is estimated at USD 682.59 billion, registering a positive growth of 7.21 per cent. Total imports during the same period is estimated at USD 770.06 billion, registering a growth of 8.96 per cent leaving a trade deficit of USD 87.47 billion. Managing the trade deficit is important as it directly impacts the country's foreign exchange reserves and consequentially the current account deficit. Exports flows are an important tool in bridging the trade deficit. Exporters are a significant source of foreign exchange revenue for the country and is reflective of the inherent strength of any economy.

Similarly, Inland Bill Financing in Trade Finance 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 as compared to the 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 requires 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 training, the 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 and 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.

Objective

- Help participants develop an in-depth knowledge of export finance and Bill Finance products and concepts.
- To make the participants conversant with the policies and processes of export finance and Bill Finance as well as associated risks and mitigants.

Programme Content

- Overview of FTP and Methods of Trade Settlements
- FEMA Regulations: Export
- Export Pre-shipment Credit: Regulation and Process
- Export Post-shipment Credit: Regulation and Process
- Factoring and Forfaiting
- Overview of Bill Finance Framework and Policies
- Letter of Credit Bill Discounting (LCBD), Clean Bill Discounting (Drawer & Drawee Bills)
- Vendor and Dealer Bill Discounting and Invoice Discounting

Target Audience

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

Dates

May 15 – 16, 2025

The participants are requested to report at the venue by the evening of May 14, 2025.

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 Directors

CA Rajesh Ramakrishnan

Email: r.rajesh@nibmindia.org; Tel: +91-20-69046134 (D);
Mobile: 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) / 6904 6214 / 6166 / 6210 / 6211

WhatsApp: 7887884083 (Messages Only)

Website: 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 you IT department to whitelist nibmindia.org domain in the firewall

Last date for receiving nominations: May 5, 2025

Last date to avail 'Early Bird Discount': April 30, 2025

Campus Programme Fee (per participant)

US \$ 1000 for foreign participant

	<i>Fee</i>	<i>GST</i>	<i>Fee+GST</i>	<i>TDS</i>
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 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% and
 - (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
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 | : 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 remittances, kindly send a confirmatory e-mail at: accounts@nibmindia.org giving details of the remitter and participant, name and dates of programme, etc.**

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