



October 25 – 26, 2021
(Online course duration 10 hours)

**Live Online Programme on
Marine Insurance, ECGC Policies
and Risk Management
in Trade Finance**

Coordinator
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Pune, India

Trade Finance ecosystem across the globe is a complex structure involving number of players/stake holders, each having their own berth in the transactional pyramid. Understanding the dynamics and complexities of international trade is important for buyers, sellers and bankers to evaluate the associated risks and challenges so as to take due precautions or mitigation measures. Further, managing risks is the key to success in trade business. This can be done by using specific risk-contained operational structures and time-tested trade finance products. International trade carries significantly higher risks than that of domestic trade transactions due to differences in language, culture, politics, legislation, currency and other cross-border diversities.

Risk on account of sub-standard quality of a product or its under performance normally gets mitigated through a Performance Bank Guarantee (PBG) from the seller. Similarly, risk on account of the manufacturing defects, damage of goods, theft, delayed supply, short-supply and non-supply, etc. can be addressed if suitable guarantee or insurance cover from ECGC is held. Maritime frauds, Piracy, TBML, Phantom shipping, LC frauds are some of the major challenges banks face on daily basis.

Terms and conditions of contract/agreement indicating use of a particular Incoterms, determine the point and place where such risk(s) gets transferred to seller, buyer other parties.

ECGC policies cover risks associated with exports at pre-shipment and post shipment stage. It may cover exporters against political risks, protracted defaults, etc. Banks are facing challenges only due to operational risks, financial risks, information security related issues. It is therefore, important for bankers to know the risk areas and transactions prone to fraud. Needless to mention that banks perceive the underlying risk and thwart any attempt to defraud the Bank.

In view of the criticality stated above, this training programme has been designed in online mode to help the officers of banks in junior/middle/senior management level to improve their risk perception ability and get acquainted with Marine Insurance and ECGC coverage.

Programme Objective

- To sensitise junior, middle and senior management level officers of banks working in Trade Finance, International Banking and foreign exchange department in the area of Risk and challenges in trade finance operation.
- To impart necessary training to identify the risk areas in domestic and international trade and understand the cyber security environment, maritime frauds and preventive vigilance aspects thereof.
- To evaluate risk associated with buyer, seller, overseas market, political risks and financial risks including defaults.
- To use risk mitigation tools and familiarise with Marine insurance, ECGC, etc.

Programme Content

- Overview of trade finance
- Trade settlement methods and settlement risks
- Operational risks in trade operation
- Non-payment risk under LC/SBLC/invoked bank guarantees
- Political risks, buyers' default
- Risk associated with Charter Party Bill of lading
- Buyer's and seller's risk under Incoterms 2020
- Maritime frauds, piracy, loss of cargo, phantom shipping, string sells
- Trade finance transaction frauds
- Trade Based Money laundering (TBML)
- ECIB policies of ECGC and coverage, preference of claim, do's and do not's
- Marine Insurance, all risk policies, TPND, Comingling of cargo
- Q & A and Discussions

Target Group

Officers in junior/middle/senior management grade dealing with Trade Finance, International Banking, and Foreign Exchange Business.

Faculty Support

Practitioners from banking industry would be invited as Guest Faculty for taking sessions, apart from NIBM faculty.

Modalities of Training

This online course will have 10 hours of engagement time spread over a maximum two days, which includes several self-paced study and live interactions of participants. The courseware will include the following:

- I. Reading material for self-study, case study or exercise material and online references
- II. Video sessions comprising of:
 - i. Pre-recorded video sessions on several topics.
 - ii. Live video sessions by faculty or guest lecturers, for discussions, clarification of doubt, etc.

Participants enrolled to the programme will be provided with login id and password to enter into the learning platform of the institute. Guidance will be provided for navigating through the various activities in the platform such as accessing courseware, viewing video sessions, participating in live sessions, etc. The programme window will be open for maximum two days from date of commencement. Live session schedule will be provided at the start of the programme. Executives attending the programme would need internet access on a desktop or laptop with Google Chrome to enable access to live and recorded sessions.

Completion Certificate

A completion certificate will be given to the participant at the end of the programme. Participant has to remain logged in for at least the total number of engagement hours within the duration of the programme for being considered to have completed the same.

Nominations and Enquiries

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

Please address your enquiries and nominations to:

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Mobile : 918108033440
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Web : www.nibmindia.org

Last Date for Receiving Nominations: October 22, 2021

Programme Fee (per participant) for 10 hours programme

US \$ 500 for foreign participant

	Fee	GST	Fee+GST	TDS
Member Banks	: 8400	1512	9912	840
Non-Member Banks	: 10500	1890	12390	1050
Individual Nominee	: 10500	1890	12390	----

The fee includes the cost of tuition, access to reading material and recorded videos, etc. (Central 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 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 : 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 : PNBpus3nny
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.