



Foreign Exchange Dealers' Association of India

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Misc. Circular No.05/SPL-2018/BOB/2018

16th January 2018

ATTN.:

1. General Manager, HRD, Training Division
2. General Manager, International Division

Dear Sir,

(B)

**FEDAI 2-Day Special Workshop (NON-RESIDENTIAL) on
“Export Finance - Financing export of Merchandise / Services / Software in
Non-Physical forms and projects along with relevant FEMA, 1999 provisions.”
under 2018 Series in Gandhinagar, Gujarat on 26th and 27th February 2018**

LAST DATE FOR RECEIVING NOMINATIONS IS 20^H FEBRUARY 2018

We are pleased to inform member banks that, **Bank of Baroda** will be conducting 2-Day Special Workshop (**Non-Residential**) under 2018 Series in **GANDHINAGAR, GUJARAT** as per details given below.

| VENUE | CONTACT DETAILS | PERIOD AND TIMINGS |
|---|---|--|
| Bank of Baroda Baroda Apex Academy Nr Udhyog Bhawan GH-4, Sector-11 Gandhinagar – 382 011 GUJARAT Email: SC.AHMEDABAD@bankofbaroda.com | <u>CHIEF CO-ORDINATOR</u> Mr. Vijay Dave Chief Manager & Faculty Cell: 09427054960 / 8160650046 | 26 th and 27 th February 2018 Monday and Tuesday 9.00 a.m. to 5.00 p.m. |

In the revised process of GST, issuance of Invoice is necessary. The nominating banks should inform FEDAI about the same and call for Invoice. On the basis of Invoice, payments can be remitted through NEFT. Payment should be made within 5 Days of receipt of Invoice as per account details mentioned below:

Participation Fee : Rs. 8,000/-
+ GST 18% OR : Rs. 1,440/-
(applicable -----
at the time of remittance) **Rs. 9,440/-**
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NO TDS as per FEDAI Workshop Guidelines
GSTIN: 27AAATF0610P1ZR
PAN: AAATF0610P

Mode of payment : Cheque favouring FEDAI payable at Mumbai **OR NEFT** as follows
a) Beneficiary Name : Foreign Exchange Dealers' Association of India
b) Bank's Name : Canara Bank, Cuffe Parade Br. Mumbai- 400005
c) Account Type : Savings Bank
d) Account No. : **1879101005526**
e) IFSC Code : **CNRB0001879**
f) Remark : Please provide name of the **Participant**

*** BACKGROUND ***

In the on-going process of de-regulation in Foreign Trade and Exchange control administration, focus is now on various avenues for developing International Trade and Finance Business in general and Financing Export in particular. The Export transactions consist of Fund Based / Non Fund Based / Fee Based products not only in respect of Merchandise but also in respect of Tradable Services, Software in Non-physical form and Projects.

In the current deregulation, there are a number of opportunities available to AD I banks and also exporter customers to expand these business. Since the export finance is a preferred sector finance and there are targets fixed for the banks, the member banks need to make all out efforts to develop this business not only by financing the traditional business of merchandise export but also other businesses mentioned above.

The statement made by the Government of India in respect of [FTP 2015-20](#) has relevance to export finance business undertaken by the Banks. Similarly, since supplies from DTA to SEZ Unit constitute export for DTA, banks need to look out for opportunities of developing this business. The Export Credit Officer needs to be aware of credit as well as FEMA, 1999 aspects, while developing this business. The workshop focuses on Finance as well as FEMA aspects of exports with caselets.

*** OBJECTIVE OF THE WORKSHOP***

- Since India needs to develop and promote exports from our country, the officers of member banks need to be aware of Intricacies of export business
- Since export transactions consist of Finance as well as FEMA aspects, the officers need to be aware of both the aspects to ensure Compliance with the directions of RBI and other agencies
- In addition to financing export of merchandise, awareness needs to be created for financing export of services, software in non-physical form and projects to achieve target and earn valuable foreign exchange for our country
- To develop skills of Bank officers in Marketing of Export Financing Businesses in all the aforesaid categories

*** TARGET GROUP***
NOMINATION CRITERIA

The target group will be Officers at various B as well a C Category branches of AD I Banks and those in Compliance / Audit / Inspection Departments handling Foreign Trade/ Exchange Transactions in general and the transactions related to Exports in particular.

In view of the above, the AD I Banks are requested to ensure that the nominated officer has an experience of working in Foreign Trade / Exchange Business in general and dealing with the export finance in particular. AD I banks may also depute officers of Compliance/ Audit and Inspection Department who are responsible to check / audit this portfolio in the branches. **CREDIT OFFICERS IN BRANCHES, REGIONAL OFFICES / ZONAL OFFICES MAY ALSO BE DEPUTED TO ATTEND THIS WORKSHOP.**

*** FACULTY ***

In-house faculty of FEDAI / Faculty identified by FEDAI

*** INPUTS TO BE PROVIDED ***

- Overview of Foreign Trade / Foreign Exchange Business in India and role of FEDAI, ICC Paris and ECGC
- Introduction to Foreign Trade Policy 2015-20 with Current Developments
- Various products in Foreign Trade / Exchange business special reference to Exports (Fund Based / Non Fund Based)
- RBI (DBR) directions on financing export of
 - Merchandise
 - Services
 - Software in Non-physical form and
 - Project Exports
- FEMA, 1999 on Exports and related remittances with caselets
- Obligations of exporters and AD I Banks towards certain authorities in our country
- ECGC Policies and Guarantees with Claim procedures
- Marine Insurance
- Marketing and Developing export business with preventive tips

As seating capacity is limited to 35 participants at the training venue, the nomination will be accepted on first-cum-first basis. The nomination should be received by Bank of Baroda at the contact details given above, latest by **Tuesday, the 20th February 2018**. To make the workshop operationally useful, we expect member banks to take due care while nominating officers conforming to the criteria prescribed above.

Yours faithfully,

Chief Executive