



Foreign Exchange Dealers' Association of India

(Self-Regulatory Organisation for all Authorised Dealers)

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Misc. Circular No. 42/OWS/INCO/2026

2nd September 2026

To
All FEDAI Members

ATTN.:

1. Head, HRD, Training Division
2. Head, International Division

Dear Sir / Madam,

One-Day (3 hours) Online Workshop on “INCOTERMS 2020 in Trade Finance: A Banker’s interpretation” on 29th September 2026
LAST DATE OF RECEIVING NOMINATIONS IS 25th September 2026

We are pleased to inform our members that we will be organising an online workshop on “**INCOTERMS 2020 in Trade Finance: A Banker’s interpretation**” under **Knowledge Initiative Series 2026**. This workshop will take place on Webex Online Platform. Details regarding workshop schedule and participation fee is provided in the annexure below.

BACKGROUND

In the dynamic world of international trade, understanding the allocation of costs, risks, and responsibilities between buyers and sellers is crucial. The **INCOTERMS® 2020**, published by the International Chamber of Commerce (ICC), serve as globally accepted standards that define these terms in cross-border and domestic transactions. For banking professionals involved in trade finance, a clear grasp of INCOTERMS is essential to ensure accurate documentation, risk mitigation and smooth handling of transactions.

OBJECTIVE OF THE WORKSHOP

This workshop is designed to provide a comprehensive understanding of INCOTERMS 2020 from a banker's perspective, focusing on their practical application in trade finance instruments such as Letters of Credit, Standby Letters of Credit and Documentary Collections.

Structure and Purpose, Common misunderstanding and consequences in banking practice will be discussed along with the guidance to promote best practices in advising the clients while handling the transactions.

TARGET GROUP

The training is designed for officials of FEDAI member institutions involved in international trade finance, including:

- Officers/executives handling Trade Finance Transactions, especially Letters of Credit issuance, Letters of Credit Confirmation, Document Examination under Letters of Credit
- Credit Underwriting Officials and Compliance Officials involved in Trade Finance Transactions.

Any officials interested in enhancing their knowledge on Trade Finance especially on INCOTERMS are encouraged to attend.

TOPIC COVERAGE & FACULTY

The workshop will cover the related topics in detail, utilizing presentations, discussions, illustrations, and case studies, followed by a Q&A session. The sessions will be led by an experienced faculty from FEDAI or faculty identified by FEDAI.

Workshop Topics:

- Introduction to INCOTERMS 2020
- Overview of all INCOTERMS
- Risk, Cost and Responsibility Matrix for Buyer and Seller
- Guidance on impact for Bankers on the type of INCOTERM used
- INCOTERMS in Documentary Credit Operations
- Risks for Banks
- Q & A

FEDAI members are requested to take this opportunity and depute suitable officials for this online workshop. Please send nominations* directly to our email ID trg@fedai.org.in with following details:

- **Participant(s) Name, Designation/Role**
 - **Participant(s) Mobile Number**
 - **Participant(s) official email ID**
 - **Authorizing Person's Name, Designation, Mobile Number and email ID**
- *Self nominations will not be accepted.***

Nominations will be accepted on a 'first come, first served' basis and must be received by FEDAI no later than **Friday, September 25, 2026**. FEDAI will notify participants of accepted nominations, and only those approved will receive the web link for registration to the online workshop. All registered participants will be provided with the meeting link to join on the day of workshop. **If the requisite number of nominations is received before the deadline, we will close the nominations and update the status on our website.**

Chief Executive

Enclosure: a/a

Annexure

CONTACT DETAILS	DATE AND TIME OF TRAINING
Mr. Venkata Ganesh Raman / Ms. Gauri Gurav Asst. VP / Associate Mob No: +91 98337 62240 / +91 96190 81918 Email: trg@fedai.org.in	Tuesday 29th September 2026 Session I – 10:00 a.m. to 11:30 a.m. Session II – 11:40 a.m. to 1:10 p.m.
The participation fee must be paid within 5 days of receiving the invoice, using the account details provided below. Banks will be responsible for paying the participation fee for all participants whose nominations have been accepted by FEDAI. The fee for the workshop is as follows: Participation Fee: Rs. 3,500/- + GST 18% : Rs. 630/- ----- Rs. 4,130/- GSTIN: 27AAATF0610P1ZR, PAN: AAATF0610P Please note that no TDS is applicable on the participation fee paid by members. As FEDAI is an Association of AD-I Category Banks and Financial Institutions (Members) registered under Section 25 of the Companies Act, 1956, such receipts are exempt from Income Tax based on the principle of mutuality.	
Payment can be made by NEFT OR drawing Cheque payable at Mumbai 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	