Foreign Exchange Dealers' Association of India

(Self-Regulatory Organisation of all Authorised Dealers regulated by RBI)

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Misc. Circular No.54/OWS/EXF/2026 **5th November 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 "Export Finance" on 8th December 2026
LAST DATE OF RECEIVING NOMINATIONS IS 4th DECEMBER 2026

We are pleased to inform our members that we will be organising an online workshop on **"Export Finance"** under **Knowledge Initiative Series 2026**. This workshop will take place on Webex Platform. Details regarding workshop schedule and participation fee is provided in the annexure below.

BACKGROUND

Export Finance is a critical enabler of the country's foreign trade, providing exporters access to competitively priced credit at every stage — from procurement and production (pre-shipment) through to realisation of proceeds (post-shipment). AD banks play a central role in this ecosystem, extending Rupee and Foreign Currency credit, structuring risk mitigation through ECGC cover and guarantees, and ensuring compliance with FEMA while supporting exporters across Merchandise, Services, Software and Project exports. With Reserve Bank of India (Commercial Banks – Credit Facilities) Directions, November 2025 (Updated as on July 15, 2026) and the Foreign Exchange Management (Export and Import of Goods and Services) Regulations, 2026 effective from 1st October 2026 revising realisation timelines and reporting requirements, credit monitoring and exposure management practices at AD banks will need to adapt accordingly.

Export Finance remains a preferred lending segment, offering banks an opportunity to build a high-quality, foreign-exchange-earning credit portfolio. Member banks need to strengthen their officers' ability to structure, price, and monitor export credit facilities effectively — balancing business growth with prudent risk management and regulatory compliance.

OBJECTIVE OF THE WORKSHOP

- To enhance Bank officials' understanding of Export Finance — the complete credit life cycle from Pre-Shipment to Post-Shipment, in Rupee and Foreign Currency
- To familiarise officers with risk mitigation tools available to export lenders — ECGC cover, Gold Card Scheme, Interest Equalization Scheme, and Export Factoring
- To develop skills of Bank officers in marketing of export financing business, ensuring compliance with extant and forthcoming Guidelines / Rules

TARGET GROUP

The target group will be bank officials either managing front line desks or handling Foreign Trade / Credit / Foreign Exchange business at branches/offices including the processing centers.

FACULTY
In-house faculty of FEDAI / Faculty identified by FEDAI.

TOPIC COVERAGE

The workshop will cover the related topics in detail, utilizing presentations, discussions, illustrations, and case studies, followed by a Q&A session.

Workshop Topics:
Session I

- Guidelines and procedure on Export Finance
- Due diligence while extending credit facility & monitoring (FEMA & Credit risk)
- Pre-Shipment and Post-Shipment Credit
- Export Credit — Rupee & Foreign Currency, entire life cycle
- Gold Card Scheme
- Interest Subvention and other Export Promotion Scheme

Session II

- Export Factoring
- Various risks and their mitigation
- Crystallisation, Monitoring of Credit and regulatory risk
- Role of ECGC & other guarantors
- Case studies
- 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, 4th December, 2026**. FEDAI will notify participants of accepted nominations, and only those approved will receive a web link for registration to the online workshop. All registered participants will be provided with the meeting ID and password. **If the requisite number of nominations is received before the deadline, we will close the nominations and update the status on our website.**

For forthcoming workshops, kindly refer to FEDAI Quarterly Training Calendar published in the home page of our website https://www.fedai.org.in

Chief Executive Officer

Enclosure: a/a

Annexure

CONTACT DETAILS	DATE AND TIMING OF TRAINING
Mr. Venkata Ganesh Raman Assistant Vice President Mob No: +91 98337 62240 Email: trg@fedai.org.in	**Tuesday** **8th December 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 drawing NEFT OR 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