



**INDIAN INSTITUTE OF BANKING & FINANCE**  
(ISO 9001:2015 Certified)

**“Program on Trade Finance (LCs, Bank Guarantees, DPGs, SBLCs and Trade Credits – Both Domestic & Foreign)”**

**From 28<sup>th</sup> April to 29<sup>th</sup> April 2023**

**LIVE CLASSROOM SESSIONS IN VIRTUAL MODE**



***Programme Co-Ordinator: Mr. Thiruma Valavan A  
Deputy Director, IIBF, Mumbai  
Mail ID: [dd.trg2@iibf.org.in](mailto:dd.trg2@iibf.org.in)***

**Indian Institute of Banking & Finance,  
Kohinoor City, Commercial II, Tower 1<sup>st</sup> & 3<sup>rd</sup> floor,  
Off LBS Marg, Kiroli Road,  
Kurla (W), Mumbai – 400070.  
Website: [www.iibf.org.in](http://www.iibf.org.in)**

## **“PROGRAM ON Trade Finance (LCs, Bank Guarantees, DPGs, SBLCs and Trade Credits – Both Domestic & Foreign)”**

### **BACKGROUND**

During its 94 years of service, IIBF which is an "**Institute of the Bankers, for the Bankers and by the Bankers**" has emerged as a premier institute in banking and finance education. Considering the emerging requirements of the bankers in the ever-changing dynamic environment, IIBF has been providing training to bankers in select areas. IIBF has world class training facilities at its Leadership Centre, Mumbai. It also has three Professional Development Centres (PDCs) at Delhi, Chennai & Kolkata with residential facilities at Delhi to accommodate more than 50 participants at a time.

### **PURPOSE**

Trade Finance & Foreign Exchange business operations both in Domestic & International Markets, continue to be a big challenge on account of ever evolving Global Trade landscape & related improvements in its Technological processes. While Letter of Credit(LC) also known as **Documentary Credit** is still widely accepted payment mechanism under both Domestic & Global Trade Settlements, **Standby LCs** (SBLC) also continue to be one of the popular instruments to Guarantee & smoothen the Payment Processes which is subjected to different updated rules of UCP600 & ISP98. Ever evolving Governing Rules of UCP & ISBP have helped to minimize the disputes in LC operations. Similarly Bank Guarantees in the form of either DPG or APG plays an important role in securing the Customer from the risk of any possible default, either on account of Non Performance or breach of any Contract. Trade Credits available to the Importer & Exporter in the Form of Supplier's & Buyer's Credit respectively are the most readily available & comparatively cheaper funds for expanding the Business This Programme is exclusively designed to sensitize & update all the Trainee Participants on the latest Rules/Procedures & Practices related to LCs, SBLC and all Types of Bank Guarantees related to all domestic & international Trade Transactions.

### **OBJECTIVES:**

**To develop in depth knowledge & comprehensive understanding of various types of Letters of Credit (Domestic & international), All forms of Bank Guarantees, Standby Letter of Credits, Trade Credits-Buyer's/Supplier's Credit & Trade Based Money laundering**

## CONTENT OVERVIEW:

To impart specific skills related to -

- ✓ Overview of Trade finance & Methods of Payments
- ✓ Flow chart of LC mechanism, Different Parties to LC & different types of LCs, SBLCs
- ✓ INCOTERMS, UCP600, ISBP, ISP98, URC-522
- ✓ Structuring of LC & Documentations
- ✓ Standard examination of Documents, determination of complying Presentations & Notice of Refusal
- ✓ Discussion on Discrepancies
- ✓ Application of UCP600 in Letter of Credit, e-UCP
- ✓ Special discussion on Bill of Lading, Other transport Documents
- ✓ ICC opinions & DOCDEX Decisions
- ✓ SWIFT in LC Operations
- ✓ Bank Guarantees, Parties to BG, Types of BGs, Issuance, Invocation & operational Aspects of BG
- ✓ Trade Credits- Buyer's Credit, supplier's Credit
- ✓ Trade based Money Laundering

## TARGET GROUP

This programme is intended for **Bank Officers – Scale II to V**, Working in Credit Profile of the Bank, AD(B) Branches, International Banking, Mid/Large Corporate Finance Branches & Administrative Offices such as ROs/ZOs/CO

## DURATION

**2 Days, from 28<sup>th</sup> to 29<sup>th</sup> April, 2023 from 10.00 AM to 5.15 PM.**

## MODE:

Sessions are conducted on virtual platform (ZOOM). Live sessions are delivered by faculty. The sessions are made interactive by sharing experience, putting poll questions during the session.

## FEE

**Rs4,000/-per participant plus GST@18% aggregating to Rs.4720/-**  
(In case of TDS deduction, please send us TDS certificate)

**For further details and nomination kindly contact:**

<p><b>Mr Thiruma Valavan A,</b> <b>Deputy Director,</b> <b>Mobile: 9585883789</b> <b>Email: dd.trg2@iibf.org.in</b></p>	<p><b>Mr. P N Mehrotra,</b> <b>Director (Training),</b> <b>Phone: +91-22-68507004</b> <b>Mobile : 8291294676</b> <b>Email: dir.trg@iibf.org.in</b></p>
---	--



**INDIAN INSTITUTE OF BANKING & FINANCE**  
(ISO 9001:2015 Certified)

**NOMINATION FORM for BANKS/FIs**

**Programme title: “Program on Trade Finance (LCs, Bank Guarantees, DPGs, SBLCs and Trade Credits – Both Domestic & Foreign)”**

**Date: 28<sup>th</sup> to 29<sup>th</sup> April, 2023**

**Programme Type: Virtual mode**

**PARTICIPANTS NOMINATED:**

S.No	Name (Mr./Ms./Mrs.)	Designation	Branch/Office	Mobile No. and Land Line No.	E-mail (PERSONAL AND OFFICIAL MAIL ID BOTH)*
1					
2					
3					
4					

**\*Login details of the program shall be shared on personal mail id.**

Bank/Organisation: \_\_\_\_\_

Address/GSTIN for raising invoice: \_\_\_\_\_

Pin Code: \_\_\_\_\_

Nominating official contact details/mail id \_\_\_\_\_

**Fee: Rs. 4,000/-per participant plus GST@18% aggregating to Rs.4720/-**

(In case of TDS deduction, please send us TDS certificate)

Programme fees may be remitted to the credit of Institute’s account as given below:

- ✓ Name of the Account: Indian Institute of Banking and Finance
- ✓ Name of the Bank branch: State Bank of India, Vidya Vihar (West), Mumbai.
- ✓ Savings Account No: 36919200263 IFSC code: SBIN0011710
- ✓ (PAN No: AAATT3309D and GSTIN NO. 27AAATT3309D1ZS)

(Kindly provide your GST Number in the nomination letter to facilitate raising of invoice)

**For further details and nomination kindly contact:**

**Mr Thiruma Valavan A,**  
**Deputy Director,**  
**Mobile: 9585883789**  
**Email: dd.trg2@iibf.org.in**

**Mr. P N Mehrotra,**  
**Director (Training),**  
**Phone: +91-22-68507004**  
**Mobile : 8291294676**  
**Email: dir.trg@iibf.org.in**



**INDIAN INSTITUTE OF BANKING & FINANCE**  
(ISO 9001:2015 Certified)

**FORM FOR SELF-SPONSORED CANDIDATES**

**Programme title: “Program on Trade Finance (LCs, Bank Guarantees, DPGs, SBLCs and Trade Credits – Both Domestic & Foreign)”**

**From: 28<sup>th</sup> to 29<sup>th</sup> April, 2023**

**Programme Type: Virtual**

**Details of candidate:**

Sl. No	Name (Mr/Ms/Mrs)	Designation	Contact No. (Mobile)	E-mail (PERSONAL) *	UTR NUMBER towards fees remitted
1					

**\*Login details of the program shall be shared on personal mail id.**

Name & Address of Bank/ FI employed with:

\_\_\_\_\_

Postal Address of participant:

\_\_\_\_\_

PIN Code: \_\_\_\_\_

Fee: Rs. 4,000/-per participant plus GST@18% aggregating to **Rs.4720/-**

Programme fees may be remitted to the credit of Institute’s account as given below:

- ✓ Name of the Account: Indian Institute of Banking and Finance
- ✓ Name of the Bank branch: State Bank of India, Vidya Vihar (West), Mumbai.
- ✓ Savings Account No: 36919200263 IFSC code: SBIN0011710
- ✓ (PAN No: AAATT3309D and GSTIN NO. 27AAATT3309D1ZS)

**For further details and nomination kindly contact:**

**Mr Thiruma Valavan A,**  
**Deputy Director,**  
**Mobile: 9585883789**  
**Email: dd.trg2@iibf.org.in**

**Mr. P N Mehrotra,**  
**Director (Training),**  
**Phone: +91-22-68507004**  
**Mobile : 8291294676**  
**Email: dir.trg@iibf.org.in**