



# INDIAN INSTITUTE OF BANKING & FINANCE

(An ISO 21001:2018 Certified)

TRAINING PROGRAMME

ON

## **EXPORT AND IMPORT FINANCE FOR BANK OFFICIALS**

**(Physical Classroom Session)**

**02.07.2026 to 04.07.2026 (Thursday, Friday & Saturday)**

PROGRAMME ON

### **EXPORT & IMPORT FINANCE**

**FOR BANK OFFICIALS**

This specialised programme is designed to equip bank officials with practical knowledge and regulatory insights relating to export-import financing, trade finance operations, foreign exchange management, and international banking practices.



**EXPERT FACULTY**  
Industry experts & experienced bankers



**PRACTICAL APPROACH**  
Case studies, examples & real-life scenarios



**PARTICIPATION CERTIFICATE**  
Certificate of Participation will be provided



**ENHANCE SKILLS**  
Strengthen your expertise in EXIM & Trade Finance

**For Details & Nomination, please contact:**

<b>Mr. G . Padmanaban</b> Head - PDC, South Zone, Chennai Phone: +91- 44 - 23721429 Mobile: 7397240035 Email: <a href="mailto:head-pdcsz@iibf.org.in">head-pdcsz@iibf.org.in</a>	<b>Ms. Priya Maria A</b> Senior Executive, PDC-South Zone Phone: +91- 44 -24722990 Mobile: +91 9566274128 Email: <a href="mailto:se.pdcsz1@iibf.org.in">se.pdcsz1@iibf.org.in</a>	<b>Mr Harinadh Nethinti</b> Junior Executive, PDC-South Zone, Chennai Phone: +91- 44 -24722990 Mobile : 8317550652 E-mail : <a href="mailto:je.pdcsz2@iibf.org.in">je.pdcsz2@iibf.org.in</a>
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**Individuals can also register for the programme at their own cost**



## **Programme on Export and Import Finance for Bank Officials (Physical Classroom Session)**

### **BACKGROUND**

During its 98 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 Development Center, Mumbai. It also has seven Professional Development Centres (PDCs) at Chennai, Delhi, Kolkata, Mumbai, Guwahati, Lucknow & Bengaluru.

### **Program Overview**

In an increasingly interconnected global economy, international trade finance serves as both a high-yield growth engine and a complex risk arena for commercial banks. Unlike traditional domestic lending, cross-border financing requires Credit Officers to operate at the intersection of international trade law, fluctuating currency markets, geopolitical barriers, and stringent compliance frameworks.

This comprehensive 3-day certification training program is specifically mapped out to transform credit professionals into robust trade finance and FX practitioners. Moving methodically from standard pre/post-shipment financing and structural credit channels into the intricacies of FX treasury operations and derivative mitigation tools, this program ensures that participants gain the technical expertise needed to prudently analyze, structure, and monitor international exposures.

### **Core Learning Objectives**

- Master Regulatory Architecture: Comprehend and apply key ICC rules including UCPDC 600, URDG 758, and Incoterms 2020 rules within structural appraisals.
- Deconstruct Trade Mechanics: Vet complex Letter of Credit (LC) clauses and International Bank Guarantees to identify hidden legal risks and discrepancies.
- Structure Funding Facilities: Master calculations and end-use monitoring for Export Packing Credit (EPC), PCFC, and post-shipment bill discounting.
- Evaluate Import Channels: Structure optimized short-term facilities including Trust Receipts, Buyer's Credit, and Supplier's Credit.
- Mitigate Currency Mismatches: Analyze how foreign exchange volatility impacts a corporate borrower's debt service capabilities and model proper forward or option hedges.
- Identify Trade Fraud: Execute forensic document checks to detect Trade-Based Money Laundering (TBML) markers like over/under-invoicing or duplicate bills.

## Who Should Attend?

This program is custom-tailored for professionals seeking to elevate their credit underwriting, risk assessment, and asset management capabilities, including:

- Credit Officers, Underwriters, and Credit Managers
- Corporate Relationship Managers & Corporate Bankers
- Branch Managers handling commercial/SME loan portfolios
- Risk Management Professionals & Internal Credit Auditors

## Training Methodology

The curriculum leverages an active-learning methodology. Concepts are reinforced via peer discussions, live contract reviews, and financial statement modelling.

Upon satisfying all session requirements, attendees will be awarded the formal Program Participation Certification in International Trade Finance & Forex Management alongside an operational Trade Credit Analysis Toolkit comprising standard LC vetting templates, a 40-point TBML compliance checklist, and an automated currency-stress ratio spreadsheet.

## KEY DETAILS

**Duration:** 3 Full Days (12 Focused Sessions)

**Level:** Intermediate to Advanced

**Methodology:** 60% Lectures, 30% Cases, 10% Committee Simulation

12 TECHNICAL SESSIONS

2 Full CORPORATE CASE STUDIES

Programme fees may be remitted to the credit of Institute's account with State Bank of India, details of which are given below:

- ✓ Name of the Bank branch: State Bank of India, Vidya Vihar(West), Mumbai.
- ✓ Account no: **37067835882** IFSC code: **SBIN0011710**
- ✓ PAN No: AAATT3309D and GSTIN No. 33AAATT3309D2ZY

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

## RESIDENCE & LUNCH FACILITIES



- > **Lunch and snacks** will be provided to the participants by the Institute.



- > The programme is **Non Residential**.
- > Participants have to arrange their **overnight stay** on their own / by their respective Banks.



Kindly plan your travel and accommodation in advance for a comfortable stay.



## VENUE



**INDIAN INSTITUTE OF  
BANKING & FINANCE**  
(An ISO 21001:2018 Certified)

**Professional Development Centre,  
South Zone**



94, Jawaharlal Nehru Road,  
Vadapalani, Chennai – 600 026



Phone: +91 44 – 23721429 / 24722990



Website: [www.iibf.org.in](http://www.iibf.org.in)



Easily accessible from Vadapalani Metro Station  
and major bus routes.





**INDIAN INSTITUTE OF BANKING & FINANCE**  
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**Nomination Form (for Banks/FIs & Other Organisations)**

**Programme title: Export and Import Finance for Bank Officials**

**Date: 02.07.2026 to 04.07.2026 (Thursday, Friday & Saturday)**

**Programme Type: Physical Classroom (Non Residential)**

**Participants Nominated:**

Sl. No	Name (Mr./Ms./Mrs.)	Designation	Branch /Office	Mobile No. and Land Line No.	E-mail
1					
2					
3					

Name of the Bank/FI	:
Address	:
GST No	:
PAN No	:
Phone/Mobile Number of Nominating Official :	
E-Mail ID of Nominating Official	:

**Fee**

Rs. 10,500/- (Ten Thousand Five Hundred only) plus GST @18% aggregating to **Rs.12,390/- per participant**  
(In case of TDS deduction, please send us TDS certificate).

**Programme fees to be remitted to credit of Institute's account details as follows:**

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Account no	: 37067835882
IFSC code	: SBIN0011710
PAN No: AAATT3309D and GSTIN No: 33AAATT3309D2ZY	

Please send your nominations at the earliest to:

<b>Mr. G . Padmanaban</b> Head - PDC, South Zone, Chennai Phone: +91- 44 - 23721429 Mobile: 7397240035 Email: <a href="mailto:head-pdcsz@iibf.org.in">head-pdcsz@iibf.org.in</a>	<b>Ms. Priya Maria A</b> Senior Executive, PDC-South Zone Phone: +91- 44 -24722990 Mobile: +91 9566274128 Email: <a href="mailto:se.pdcsz1@iibf.org.in">se.pdcsz1@iibf.org.in</a>	<b>Mr Harinadh Nethinti</b> Junior Executive, PDC-South Zone, Chennai Phone: +91- 44 -24722990 Mobile : 8317550652 E-mail : <a href="mailto:je.pdcsz2@iibf.org.in">je.pdcsz2@iibf.org.in</a>
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**INDIAN INSTITUTE OF BANKING & FINANCE**  
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**Nomination Form (for Self-Sponsored Candidates)**

**Programme title: Export and Import Finance for Bank Officials**

**Date: 02.07.2026 to 04.07.2026 (Thursday, Friday & Saturday)**

**Programme Type: Physical Classroom (Non Residential)**

Details of the candidate:

Sl. No	Name (Mr./Ms./Mrs.)	Designation	Branch /Office	Mobile No. and Land Line No.	E-mail
1					

**Fee**

Rs. 10,500/- (Ten Thousand Five Hundred only) plus GST @18% aggregating to **Rs.12,390/- per participant**  
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