BAFT India Trade Finance Workshop
Chennai
August 8, 2014
Hyatt Regency Chennai
365, Anna Salai, Teynampet
Chennai, India

Premier Sponsor

Programme
08:30 AM – 09:00 AM  Breakfast and Registration
09:00 AM – 09:15 AM  Opening Remarks

Speakers
Mr. Swaminathan Janakiraman
Dy. General Manager, Global Trade Services
State Bank of India

Mr. Krishnan Parameswaran
BAFT Trade Finance Workshop Presenter
Corporate Advisor and Trainer in International Trade Finance

09:15 AM – 09:45 AM  Welcome Address

Speaker
Mr. Raghavan Karthikeyan
Chief General Manager, International Banking
State Bank of India

09:45 AM – 11:00 AM  Regulatory Compliance in Trade Finance
• FEMA 1999 on export & import of goods and services and Foreign Trade Policy 2009-14

Speaker
Krishnan Parameswaran
Workshop Presenter

• Best Practices for addressing Trade Based Money Laundering

Speaker
Henry Balani
Head of Innovation
Accuity

11:00 AM – 11:15 AM  Tea/Coffee break
11:15 AM – 12:45 PM  
**Trade Finance: Imports**
- Facilitating Suppliers Credit / Buyers Credit through Documentary credit
- Structuring of documentary credit for import finance with case study

*Speaker*
**Krishnan Parameswaran**
BAFT Trade Finance Workshop Presenter  
Corporate Advisor and Trainer in International Trade Finance

12:45 PM – 13:30 PM  
**Lunch**

13:30 PM – 15:00 PM  
**Trade Finance: Exports and Receivables Financing**
Significance of ISBP 745 on examination of documents under documentary credit – with case study

*Speaker*
**Krishnan Parameswaran**
BAFT Trade Finance Workshop Presenter  
Corporate Advisor and Trainer in International Trade Finance

15:00 PM – 15:15 PM  
**Tea/Coffee break**

15:15 PM – 17:15 PM  
**Evaluation of New Techniques in Trade Finance**
Join experts as they speak about the various emerging products in Trade Finance
- International Factoring, an alternative technique to managing receivables in light of the recent passage of Factoring Act 2012
- Supply Chain Financing
- Bank Payment Obligation (BPO)

*Speakers*
**Ananthnarayanan D.**
Vice President- Debt and Legal Departments  
SBI Global Factors, Ltd.

**Krishnan Parameswaran**
BAFT Trade Finance Workshop Presenter  
Corporate Advisor and Trainer in International Trade Finance

**Prashant Pillai**
Managing Director  
Head - Global Trade & Loan Products, India & South Asia  
J.P. Morgan

17:15 PM – 17:30 PM  
**Workshop Wrap-up/Questions and Answers**

***Workshop offers 6 professional development units (PDUs) for CDCS re-certification.***
# BAFT India Trade Finance Workshop

**Mumbai**  
**August 11, 2014**  
*The Leela Mumbai*  
*Sahar, Mumbai 400059*

**Premier Sponsor**

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**Programme**

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- Bank Payment Obligation (BPO)

**Speakers**

**Vikas Jha**
Vice President & Head, Product Management Trade and Supply Chain
DBS Bank Limited

**Krishnan Parameswaran**
BAFT Trade Finance Workshop Presenter
Corporate Advisor and Trainer in International Trade Finance

**Prashant Pillai**
Managing Director
Head - Global Trade & Loan Products, India & South Asia
J.P. Morgan

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BAFT India Trade Finance Workshop
New Delhi
August 13, 2014
Crown Plaza Today New Delhi Okhla
Plot No. 1 Community Centre
Okhla Phase – I, New Delhi – 110020 India

Programme
08:30 AM – 09:00 AM Breakfast and Registration

09:00 AM – 09:15 AM Opening Remarks

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Mr. Krishnan Parameswaran
BAFT Trade Finance Workshop Presenter
Corporate Advisor and Trainer in International Trade Finance

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Speaker
Nandini Bhattacharyya
Head- Trade Products
ICICI Bank

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**Prashant Pillai**  
Managing Director  
Head - Global Trade & Loan Products, India & South Asia  
J.P. Morgan

**Mahendra Pal Singh**  
Vice President  
SBI Global Factors, Ltd.

17:15 PM – 17:30 PM  
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☐ Sales ☐ Product ☐ Operations ☐ Compliance ☐ Business Executive ☐ Trade Finance
☐ Supply Chain Finance ☐ Insurance/Risk Mitigation ☐ Regulatory ☐ Basel III
☐ Clearing/RMB ☐ Mobile Banking ☐ Other: __________________________

ATTENDANCE LIST/CANCELLATION POLICY
August 1, 2014 is the deadline for the Advance Registration Directory. Cancellations must be received either in writing or faxed to +1-202-828-6073. Full refunds will be given prior to July 7, 2014. If cancellations are received after July 7, 2014, a $20.00USD processing fee will be incurred. No refunds will be issued after August 1, 2014 however, if you need to cancel, substitutions are welcome.

DATES – Please check the box of the location you to plan to attend:
☐ Friday, August 8 – CHENNAI ☐ Monday, August 11 – MUMBAI ☐ Wednesday, August 13 – NEW DELHI

EARLY BIRD SPECIAL RATES – REGISTRATIONS RECEIVED ON OR BEFORE JULY 16
☐ Member Registration .......................................................... $ 160 USD
☐ Member Team Discount (4 or more)** ........................................... $ 130 USD
☐ Member Team Discount (10 or more)** .......................................... $ 100 USD
☐ Non-Member Registration ...................................................... $ 220 USD
☐ Non-Member Team Discount (4 or more)** .................................. $ 190 USD
☐ Government .......................................................... $ 130 USD

REGISTRATION FEES (RATES APPLY AFTER JULY 16)
☐ Member Registration .......................................................... $ 200 USD
☐ Member Team Discount (4 or more)** ........................................... $ 170 USD
☐ Member Team Discount (10 or more)** .......................................... $ 100 USD
☐ Non-Member Registration ...................................................... $ 260 USD
☐ Non-Member Team Discount (4 or more)** .................................. $ 230 USD
☐ Government .......................................................... $ 170 USD

**A special discounted registration fee is available to member institutions that send four or ten more attendees. Teams must register four or ten attendees at the same time (as a group).

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RELEASE: I authorize BAFT to share my contact information with its third-party supplier members to receive marketing materials and information on their products and services.

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