

National Conference 

**ROLE OF TRADE FINANCE**  
*for*  
**INCLUSIVE GROWTH**

12th January 2018 – Hotel Lalit, Sahar Airport Road, Mumbai



In Association With



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THE ASSOCIATED CHAMBERS OF COMMERCE AND INDUSTRY OF INDIA

**National Conference**  
**ROLE OF TRADE FINANCE**  
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Chief Guest



**Shri Suresh Prabhakar Prabhu**  
Hon'ble Minister, Ministry of Commerce &  
Industry of India, Government of India

Key Note Speaker



**Shri Yaduvendra Mathur**  
Additional Secretary  
NITI Aayog, Government of India

## OVERVIEW

After two years of sluggish and negative growth the world trade indices have turned positive in 2016 and are likely to touch the pre-2014 level of Trade turnover and further likely to spur in 2017. The world is confronted with an inward looking US economy, fall out of BREXIT negotiations, protectionist policy thrust in many advanced economies, paving the way for many Bilateral trade initiatives, making a dent to multilateralism of the world trade. But the world economy, although not taking off the way it was expected is pushing on nearly a 4% plus growth projections as the Global trade output is touching about 16 Trillion Dollar output and a Boston Consulting Group (BCG) study posits an optimistic target for about US \$20 Trillion Global Trade output by 2020, where even a conservative estimate posits about US\$ 17.5-18 Trillion figure.

Given the importance of trade finance for trade on the economic growth, ASSOCHAM with the support of industry leaders is organizing National Conference on Role of Trade Finance for Inclusive Growth in order to delve deeper into the issues facing smooth trade finance as well as ways for making our exports grow faster and larger to a desired goal of US 900 billion.

The objective of the conference precisely aims at examining scope at what is transpiring Globally and how India is placed as a policy perspective, vis a vis tools, techniques, Instruments, Exchange rate stability from a Global Perspective. Equally important will be the domestic trade finance scenario and how access to timely finance can spur SME growth in order to balance the external economy as India is firmly intertwined to world Trade unlike a decade ago where an inward looking India was far more secure from external shocks. It aims at taking a snapshot how trade finance is functioning, external as well as domestic markets where as the gap is existing on Supply to demand, the tools, instruments, price discovery and access to Finance in real time. One more aspect we shall try to look deeper is the Scope of Better external economic bon-homie that can foster greater trade exchange in the South Asian economies barring Pakistan and whether we should need to engage more and work proactively by leveraging our friendly relations with all of them especially in view of the fact that China, our Giant neighbor is trying to engage ever more in Bangladesh, Nepal in particular.

## BANK PAYMENT OBLIGATION

### Benefits for the importer

- Better payment terms and conditions
- Mitigation of goods delivery risk
- Increased convenience speed at a reduced cost

### Benefits for the exporter

- Assurance of payment
- Access to flexible pre- and post- shipment finance
- FX risk elimination by BPO in home country currency

### Benefits for the bank

- Automated, low cost, high accuracy solution
- Upfront definition of matching rules eliminates subjectivity
- New value-added services opportunities



## KEY AREAS FOR DISCUSSIONS

- Trade Finance Challenges: Forms, Techniques & Newer Instruments
- Global trade finance markets: structure and recent trends
- Role of Trade Finance for SMEs –The way forward
- Project Export
- Service Export
- Merchandise Export
- The role of Supply Chain Finance in India, TRaDES facilitated by RBI

## TARGET AUDIENCE

- Banking and Financial Service Industry Executive Management
- RBI Officials & Ministry of Finance officials
- Treasury, Regulatory Reporting, And Strategy Advisers
- Exporters & Importers
- Economists & Academicians
- Promoters & Professional Learners
- Rating Agencies
- CFOs, FIs & Global Financial Institutions.
- Financial Advisors & Stock Market Analysis
- Management Institutes & Pension Fund Managers
- FOREX Dealers
- Trade Finance Consultants
- Trade Promotion Councils
- Treasuries Houses
- Export Houses
- Risk Management Companies
- Transport Companies
- Custom Houses
- Ports & Customs Companies
- Logistics & Transportation Companies
- Supply Chain Companies
- FINTECH
- Supply Chain Financing Companies
- Key Trade Promotion Councils (FIEO & APEDA)

## BENEFITS OF ATTENDING THE SUMMIT

As the conference will attract who is who from different industries, senior officials from Ministries, RBI officials and other stakeholders there is great opportunity for brand promotion and there will be an opportunity to interact with policy makers and regulators. The captains of business community from across the country shall be actively participating. The deliberations in the Inaugural/ Technical sessions will serve as a game changer and help authorities in addressing the issues which may be raised by different stakeholders. Your organization being an upcoming brand of our Indian financial industry, we seek your august presence and also invite your esteemed organization for sponsorship/ Logo support. The benefits of association with this flagship annual summit as sponsor are enclosed.

## EMINENT SPEAKERS\*

- **Shri Yaduvendra Mathur**, Additional Secretary, NITI Aayog, Government of India
- **Smt. Shyamala Gopinath**, Former Deputy Governor, Reserve Bank of India & Independent Part-Time Non-Executive Chairperson, HDFC Bank Ltd
- **Shri H.R. Khan**, Former Deputy Governor, Reserve Bank of India
- **Dr. (Smt) Deepali Pant Joshi**, Executive Director, Reserve Bank of India
- **Smt. Geetha Muralidhar**, Chairman cum Managing Director, Export Credit Guarantee Corporation of India (ECGC)
- **Shri David Rasquinha**, Managing Director, Export Import Bank Of India
- **Shri Rajbir Singh**, Deputy Director General, Directorate General of Foreign Trade (DGFT)
- **Shri P.K. Gupta**, Managing Director, State Bank of India
- **Shri Kalpesh Mehta**, Partner, Deloitte Haskins & Sells (India)
- **Ms. Kaku Nakhate**, President and Country Head, Bank of America
- **Ms. Shinjini Kumar**, Head of Consumer Banking, CITI Bank
- **Shri Tushar Buch**, MD & CEO, SBI Global
- **Ms. Richa Saini**, Director- Trade Finance, Swift India
- **Dr. A. Jayathilak**, Chairman, The Marine Products Export Development Authority
- **Shri Sandip Baran Das**, Chairman, Project Exports Promotion Council Of India
- **Shri Amit Saxena**, Managing Director & CEO, Standard Chartered Investments & Loans Limited
- **Shri Vikas Jha**, Senior Vice President & Head- Product Management Trade & Supply Chain, DBS Bank Limited
- **Shri Nandini Bhattacharyya**, Joint General Manager- Head (Trade Product), ICICI Bank
- **Shri Vasudevan Ayalur**, Head of Transaction Banking, India, ANZ
- **Shri Munindra Verma**, Senior President & Country Head- Trade Finance Services, YES Bank

Registration Fees – Rs. 1600/- plus (GST@18%)

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**The Associated Chambers of Commerce and Industry of India**

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