

National Conference 

ROLE OF TRADE FINANCE
for
INCLUSIVE GROWTH

19th April 2018 – The Gateway Hotel (EM Bypass), Kolkata



In Association With



Knowledge Partner



THE ASSOCIATED CHAMBERS OF COMMERCE AND INDUSTRY OF INDIA

National Conference
ROLE OF TRADE FINANCE
for
INCLUSIVE GROWTH

Bangalore – 21st March 2018

Kolkata – 19th April 2018

Ahmedabad – 26th April 2018

New Delhi – 9th May 2018

Chief Guest



Ms. Rita Teotia
Commerce Secretary
Ministry of Commerce and Industry
Government of India

Guest of Honor*



Shri Swapan Debnath
Hon'ble Minister of State
Department of Industry, Commerce
and Expertises (Textiles & Handlooms)
Government of West Bengal

* Invited

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 the 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 SMEs 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

- How digital financial empowerment can make a difference.
- 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 status 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, FII's & Global Financial Institutions.
- Financial Advisors & Stock Market Analysis
- Management Institutes & Pension Fund Managers
- FOREX Dealers
- Trade Finance Consultants
- Valuers
- 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 like FIEO, APEDA, etc.

BENEFITS OF ATTENDING THE CONFERENCE

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.

SPONSORSHIP OPPORTUNITIES

The conference provides an excellent opportunity for companies to promote their product & services to the focused audience besides networking during tea/ coffee and lunch intervals. The sponsorship details are as under:-

Category	Amount	Benefits
Summit Partner	10 Lakhs	1, 3, 4, 5, 6, 7, 8, 9 & 10
Presenting Partner	8 Lakhs	2, 3, 4, 5, 6, 7, 8, 9 & 10
Platinum Partner	6 Lakhs	3, 4, 5, 6, 7, 8, 9 & 10
Gold Partner	5 Lakhs	3, 4, 5, 6, 8, 9 & 10
Technology Partner	4 Lakhs	3, 4, 5, 6, 9, 10 & 11
Silver Partner	3 Lakhs	3, 4, 5, 6, 8 & 10
Associate Partner	2 Lakhs	3, 6, 8, 9 & 10
Logo Partner	1 Lakhs	3, 6, 9, 10 & 11

1. Status of 'Summit Partner' the Sponsor name and logo will be prominently displayed at the Summit venue.
2. Status of 'Presenting Partner' the Sponsor name and logo will be prominently displayed at the Summit venue.
3. Branding of company's logo on the main backdrop and thank you panel at the Summit.
4. Company Logo and Speaker Details in the newspaper advertisement.
5. Speaker slot to a company representative
6. Insertion of Company's brochure and publicity material into the documentation pack.
7. Complimentary exhibition space of 2x2 sq. meters at the venue of the Summit.
8. 10 Delegate Passes to attend the Summit.
9. Screening of a Corporate Video during the Break
10. Display of 2 Company banners inside the Summit hall and Lunch area.
11. 5 Delegate passes to attend the Summit.

Delegate Fees (Per Delegate)

Rs. 1,770/- (Inclusive of GST)

For further details, please contact:-

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