

REGULATORY REQUIREMENTS FOR

IMPORTS EXPORTS

The Institute
of Bankers
Pakistan



DATE: July 10-12, 2017

FEE: PKR 18,000/- per participant

VENUE: SBP (BSC), Sialkot

TIMINGS: 9:00 am to 5:00 pm

LAST DATE OF REGISTRATION

July 08, 2017

5%

DISCOUNT
on 3-5 nominations

10%

DISCOUNT
on 6+ nominations

Course Facilitator
Mr. Chaudhry Naseer Ahmed

COURSE OVERVIEW

Imports and exports are vital to the development and growth of national economies because not all the countries have the resources and skills required to produce certain goods and services. In the similar context, regulatory requirements associated with the imports and exports are one of the most crucial areas that need special focus in terms of awareness and skill-building. This workshop will highlight various regulatory requirements which must be adhered to while dealing with Imports and Exports.

IMPORTS EXPORTS



LEARNING OBJECTIVES

The workshop will enable the participants to:

- Understand regulations that govern foreign exchange activities
- Have understanding of the regulator's role for improving effective control and standardization
- Determine International trade dynamics
- Identify arrangements done under various International conventions
- Have awareness of various penalties imposed by the Central Bank
- Have understanding of technical intervention for automation of processes

WHO SHOULD ATTEND?

Personnel handling foreign trade-related activities at banks including but not limited to:

- Branch/Operation Managers
- Officials from Regional Trade and Credit Hubs
- Trade Processing Unit Staff
- Audit, Legal and Compliance Officials

CONTENTS

DAY 1 EXPORTS

- Exports exempted from Foreign Exchange procedure and Regulations of SBP
- Method and Period of Payment of export proceeds
- Issuances of duplicate PRC
- Retention Period of Export Proceeds-old and existing instruction
- Certification process of E-forms
- Remittance of Export Commission, Brokerage and Discount
- Use of special foreign currency accounts
- Export of Services
- Procedure for settlement through ACU Mechanism
- Three way Merchanting Trade-case study Impact of incorrect certification/ Fraudulent issuance of E- forms
- What Triggered to shift from Manual Environment to Automated Environment?

- Automation of E-forms under WeBOC
- Realization of export proceeds in bank other than E-form certifying bank
- Export to Afghanistan and to other CIS Countries via Land Route
- Why Export to Afghanistan is exempted from E form Procedure -Rationale and Logic
- SBP regulation regarding export proceeds realization in case of Afghanistan- Contemporary issues.
- Export from Torkham and Chaman Borders to CIS and ECO Countries - Precautionary Measures.
- Significance and importance of Export from Quetta and Peshawar regions etc.
- Reporting of export payment in case of Afghanistan
- Functional Utility of each set of E-form
- Reporting of export overdue cases
- Error in reporting overdue cases on Export overdue system
- Change of DP cases to DA-misunderstanding/ misconception by ADs
- Lodgment of complaints in FEA Court
- Levy of penalty by FEA Court -recent decisions of FEA Court

DAY 2 EXPORTS

- Export Advance Payment
- Why Advance Payment Received
- regulatory requirement concerning export Advance Payment
- Settlement of AP received in another bank against overdue export proceeds of another bank
- Export of Gold jewellery
- Comparison of SRO 266 and 760
- Case study on export of Gold
- Documentary Credit
- Types of Documentary Credit
- Risk and Precautions involved in Documentary Collection
- Parties to Documentary Credit and their Role
- Issuance and settlement process
- Issues concerning Documentary Credit
- Transport documents under documentary

IMPORTS EXPORTS



- Negotiation and discounting of bill under LC.
- Case Studies

DAY 3 IMPORTS

- Imports on the basis of Registration of Contracts/Collection
- Imports without letter of credit/registration of the indent/Performa invoice/order-
- comparison of Para 17 and Para 23 of FEM 2016-misconception
- Regulatory Requirement on various modes of import
- Due diligence and KYC as per chapter XIII FEM 2016 – Case study
- import on open Account Basis- Regulatory Requirement
- Why there is under-invoicing of Import
- Remittance on declared/assessed value
- Misconceptions among stakeholders – Wrong interpretation
- Importance of reporting schedule
- Import on Usance basis
- Why import on Usance cannot be changed to sight payment-rationale and logic
- Penalty on import advance payment upon failure to import within four months of advance payment
- Import by public sector agencies under special allocation by ministry of Finance
- Collection of freight on FOB by public sector import Case Study
- Bill of Lading–Definition
- Types of Bill of lading and various usages
- Airway Bill Definition–Why AWB is not negotiable
- Railway Receipt–Truck receipt
- Trade via land route – difficulties/problems in transport documents
- Delivery of goods without payment
- TIR convention merits– demerits
- Case Study on International commercial terms and Inco terms 2010
- What is freight prepaid–freight Collect

- Remittance of freight surplus to the principles of shipping Companies-Airlines and freight forwarder– apprehensions and related issues

FACILITATOR

Chaudhry Naseer Ahmed

Mr. Naseer is a senior professional having diversified experiences of more than 35 years in the areas of banking, research, academics and training at local as well as at international level. He has hands-on experience of working with many renowned organizations including Pakistan Banking Council, Banque Indosuez, Bank Al Riyadh, State Bank of Pakistan, United Bank Ltd., Askari Commercial Bank, ABN Amro Bank, Prime Commercial Bank, Saudi Pak Commercial Bank and others; where he has worked in senior level positions. At present he is Executive Vice President at Institute of Banking and Business Learning. He is visiting faculty at Kinnaird College University, Preston University and The University of Central Punjab where he teaches courses in Graduate-level programs. He has delivered a number of trainings at Allied Bank, National Bank and other organizations. He has been one of the senior trainers who have delivered trainings from the platform of the Institute of Bankers Pakistan over the years. He has expertise in the areas of Foreign Exchange, International Trade, Treasury Management, Commercial Banking, Audit and Inspection.

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