

**Brief report on**  
**Seminar on "Trade Finance & Forex Risk Management" in association**  
**with Kotak Mahindra bank on 27/07/2018 in Mumbai.**

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Volatility in Forex markets and high cost of export finance has been a cause for serious concern amongst the members exporters.

As a service to the members, the council had organised a knowledge seminar on "**Trade Finance & Forex Risk Management**" in association with **Kotak Mahindra bank** on 27/07/2018 in Mumbai.

The objective of this seminar was to create awareness about various aspects of "**Trade Finance & Forex Risk Management**" specially among MSME members so that they can take informed decisions about trade finance and risk management.

The seminar was graced by following:

**Council Representatives**

1. **Shri Satish Wagh**- Chairman Chemexcil
2. **Shri Deepak Gupta**- Deputy Director, Chemexcil
3. *Member-exporters of chemexcil*

**Kotak Mahindra Bank Faculty**

1. **Shri Venu Gopal Rao Paidimarry**- National Manager- Trade Finance, Kotak Mahindra Bank (KMB)
2. **Shri Rohit Jethra**- Sr. Vice President- Treasury, KMB
3. **Shri Maneesh Srivastava**- Vice President- Priority Banking, KMB
4. **Shri Milind Gokral**- Chief Manager- Privy Business Banking KMB
5. **Shri Pankaj Kapoor**, Sr Manager, KMB

**Shri Maneesh Srivastava** welcomed the participants for the seminar and particularly thanked Shri Satish Wagh, Chairman for providing this opportunity to Kotak Mahindra Bank for interaction with our members.

**Shri Venu Gopal Rao Paidimarry** made a comprehensive presentation on Trade Finance touching all the aspects of Trade Finance, credit risk including business with OFAC countries and also briefed about certain trade finance products of KMB which can be useful for exporters.

**Shri Rohit Jethra** explained in detail the dynamics of INR/ USD movement in India for the last few years and the important reasons for depreciation such as crude oil price, election, Trade war with US etc. He also explained the risk management products like forward contracts, options, FCTL etc. He advised the members to avoid speculation and take an informed view on forex risk management.

The interactive session was attended by around **30 member-exporters**. The participants interacted with the eminent experts from Kotak Mahindra Bank and were satisfied with the response.

The session ended with vote of thanks by **Shri Satish Wagh, Chairman** followed by Hi-Tea.

## Glimpses of the Seminar on "Trade Finance & Forex Risk Management"



1. Shri Venu Gopal Rao, National Manager- Trade Finance, Kotak Mahindra Bank making presentation on Trade Finance during seminar in association with Kotak Mahindra Bank on 27.07.2018 in Mumbai



2. Shri Satish Wagh, Chairman Chemexcil attending the seminar on Trade Finance & Forex Risk Management



3. Overall view of seminar on Trade Finance & Forex Risk Management