



**Online Certification Workshop on  
International Trade  
Logistics and Commercial Issues and Challenges**

**Friday 16<sup>th</sup> & Saturday 17<sup>th</sup> February 2024 at 3.00 p.m. at  
Cisco Webex Platform**

## **Introduction:**

In recent times, global business has become uncertain in the wake of the pandemic and the Geo political tensions with intermittent disruptions happening in the logistics domain. India is set to take a centre stage in global trade and as such Indian businesses needs empowerment. ASSOCHAM, being the apex Chamber of Commerce in the country, aims to empower its members and stakeholders in international trade operations and to provide them knowhow on how to manage and take necessary measures to bring in further development and growth of global business.

## **Objective:**

The workshop aims to highlight the key areas, opportunities, issues, and challenges associated with international trade in today's world. This would be an interactive platform with different stakeholders of EXIM business, primarily focusing on sectors like logistics, shipping, export/import, customs, Clearing and freight forwarding, ports, transportation, and others as relevant.

## **Target Participants:**

Shipping Companies/Agents	Exporters and Importers
Shipping Lines	Maritime Lawyers
Port Officials	Vessel and Barge Owners/Operators and Representatives from the Ship and Barge Building and Repairing Industry
Customs Officials	Transporters
Customs Brokers/Agents	Maritime Institutes
Stevedores and Cargo Handling Agents	
Clearing and Forwarding Agents/ Freight Forwarders	
Logistics Companies/Service Providers	
Supply Chain Operators	

## **Topics to be Covered:**

- Commercial Contracts and INCO Terms - Types, New Policies/ Regulations, Issues and Concerns, Practical examples/Case studies, etc
- Export /Import Country Regulations – Recent regulations, etc.
- Turant Customs – Ease of Doing Business
- Insurance framework covering Export Credit Insurance, Marine Insurance, Cargo Insurance,

- etc, - Types, New Policies/ Regulations, Issues and Concerns, Practical examples/Case studies, etc
- Logistics, their linkages with INCO Terms - Documentation and procedural linkages
- Payment Terms and Risk Mitigation Strategies, Currency Fluctuation and Rupee Trade and Return Risk Mitigation
- International Trade Laws

### **Deliverables:**

- Understand, analyse and identify measures to overcome challenges and risks associated with EXIM trade.
- Understanding on country regulations, insurance, duties and taxes, documentations, etc. enable to boost international trade.
- Knowledge on Commercial contracts, INCO Terms and their linkages with logistics and to have an understanding on what are the steps to be taken to choose INCO Terms for different countries based on respective market scenario.
- Identification and understanding of Payment Terms and Risk Mitigation Strategies and how to differentiate the payment terms in terms of risk mitigation, costs and procedures and what are the ways to mitigate various types of risk be it political, commercial, etc.
- Exposure to International Trade Laws and their implications on the global business.

## **Meet our Faculty**



**Shri Amit Sharma, ITS**  
**Joint DGFT**  
**Office of the Zonal**  
**Joint DGFT**  
**Kolkata**

Shri Amit Sharma, ITS, Joint DGFT is a 2011 batch officer of the Indian Trade Service. He is posted in Zonal DGFT Regional authority, Kolkata and is in charge of Trade Promotion and DEH wing. He is also holding additional charge of Guwahati DGFT Office. Mr Sharma is B.Tech(Hons) in Electrical engineering from PEC( Deemed University), Chandigarh and holds a post graduation in Law. He has started his career in civil services as Asst. DGFT in Ludhiana(Punjab) and has served in Zonal DGFT Office at Chennai. He was a govt. representative from DGFT on Expert Committee on Access and Benefit Sharing under National biodiversity Authority, Chennai. He has worked in Zonal Regional Authority of DGFT, Delhi before joining his present posting at Kolkata.

He is also government nominee member of council of tea research association and part of sector specific expert group of Indian Trade service officers constituted to outline strategic roadmap to boost exports of Handicraft, Handloom and sports goods from the country.



**Shri Abhinav Kumar, IRS (C&IT)**

**Joint Commissioner**

**Kolkata Customs (Port)**

Shri Abhinav Kumar, a 2014 Batch IRS (C&IT) is a Joint Commissioner, Kolkata Customs (Port). He is presently posted in Port Commissionerate looking after Intelligence. He has experience of working in GST division, audit and GST Intelligence under Directorate General of GST Intelligence (DGGI), New Delhi.

He is currently in charge of the Special Intelligence and Investigation Branch (SIIB) of Kolkata Customs, wherein he leads a team for detection and seizure of narcotics, smuggled items and prohibited goods being imported into India.

Before being posted in the Customs formation, he has experience of working for 3.5 years in DGGI, which has helped him acquire the knowledge in intelligence gathering and investigation in the field of tax evasion. He received commendation certificate from Hon'ble Finance Minister on GST day on 01.07.2022.



**Shri Iftekhar Ahmed**

**Additional Director**

**National Academy of Customs,**

**Indirect Taxes & Narcotics (NACIN)**

Shri Iftekhar Ahmed, Additional Director, National Academy of Customs, Indirect Taxes & Narcotics (NACIN) joined the Revenue Department as Preventive Officer in Customs in the year 1994. Promoted to the rank of Appraiser in the year 2005.

Presently posted at NACIN, ZC, Kolkata as Assistant Director. Worked in various formations in Customs, including Assessing Groups, Special Investigation Branch, Exports, Audit, Disposal Cell, Export Obligation Monitoring Cell and EDI (Electronic Data Interchange), etc.

He was nominated by the Department for the Presidential Award twice in the year 2019 & 2023.



**Mr Pravin Bhojwani**  
**Assistant General Manager**  
**Export Credit Guarantee**  
**Corporation of India Ltd (ECGC)**

Mr Pravin Bhojwani is an Assistant General Manager in ECGC Limited. He currently looks after Credit Insurance Marketing and Operations in Kolkata and the Eastern Region, comprising of 11 states. He is also the Head of the Regional Claims Processing Centre for ECGC Limited. Before shifting to Kolkata, he acted as Branch Manager at ECGC's Vadodara Branch, where he has played a critical role in expanding knowledge and awareness of Export Credit Insurance market in the Western Region. He has worked in ECGC Limited for 20+ years in various capacities. He has also consulted on behalf of ECGC Limited with a MENA – based Export Credit Insurer to aid them in redesigning their core IT systems. He has knowledge of both operational as well as technical aspects of Export Credit Insurance, having worked in IT, Legal as well marketing and operations, of the Export Credit business. He is a Computer Engineering Graduate and a LL.B by qualification, both from the University of Mumbai.



**Mr Joydeep Roy**  
**Executive Director**  
**Saferisks Insurance Brokers Pvt Ltd**

Mr Joydeep Roy, Executive Director, Saferisks Insurance Brokers Pvt Ltd has several decades of insurance industry experience, from taking on roles such as underwriting, marketing and claims functions to establishing new channels, products and much more.

He has been associated with several large companies like New India Insurance Company Limited, Reliance Insurance Co Ltd, Tanzania, Botswana, Iffco Tokyo Insurance Services (ITIS), Iffco Tokyo General Insurance, Indian Insurance Institute, India in Marine Stream, etc.



**Mr Ashutosh Sundaram**  
**General Manager - International**  
**Banking Department**  
**UCO Bank**

Mr Ashutosh Sundaram is heading the International Banking Department of UCO Bank as General Manager. He is In Charge of Overseas operations of the Bank. Before this assignment, he served as Zonal Head and Head of Treasury Operations. He has experience of working in both domestic and international branches. He has extensive field experience in verticals such as General Banking, Retail Banking, Corporate Credit, Treasury Operations, amongst others and has worked in various capacities in his 20 years of banking career.



**Mr Subhrojit Ray**  
**Partner**  
**Victor Moses & Co**  
**(Solicitors, Advocates & Trademark Attorneys)**

Mr Subhrojit Ray is an advocate enrolled with Bar Council of West Bengal since July 2000 and Partner of Victor Moses & Co (Solicitors and Advocates) since 2012 .

He is the Head of Division of Intellectual Property Rights of Victor Moses & Co. He is a Member of Incorporated Law Society, Calcutta High Court, Kolkata and represents clients before Supreme Court of India, High Courts, District Courts, Judicial Tribunals & Forums and in arbitration.

He specialized in Maritime and Admiralty Laws, Port & Customs laws, Business Contract and Joint Venture, Public Tender drafting and disputes, Administrative actions, Defence in Criminal prosecution cases, Arbitration, Civil actions, etc.

### **How to Register:**

Members and non members are invited to nominate participants for the workshop. **Organizations nominating minimum 3 or more participants are entitled to a discount of 10% on the total participation fee.** You are requested to kindly confirm your registration through the **reply form (enclosed herewith) or over email to [ramit.sircar@assocham.com](mailto:ramit.sircar@assocham.com).**

**The participation fee is Rs 5000/- plus GST @18% per participant.** We request you to kindly make the payment using the following bank details.

**Bank Name: HDFC Bank Ltd**

**A/C Name: ASSOCHAM Regional Office Kolkata**

**A/C Type: Savings**

**A/C No.: 00141110005388**

**IFSC Code: HDFC0000014**

**Kindly note that an E-Certificate of Participation shall be provided to the participants upon successful completion of the workshop.**

For more details, please contact, **Mr. Ramit Sircar, M: +91 9830468951, E: [ramit.sircar@assocham.com](mailto:ramit.sircar@assocham.com) .**

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