

**ASSOCHAM**  
**Masterclass on 'Foreign Trade Policy benefits & it's interplay with  
 Customs and Excise'**

**28th August, 2012**

**ASSOCHAM House, New Delhi**

**Knowledge Partner: [Andees Consulting](#)**

**Logistics Partner: [Procam Logistics](#)**

FTP gives several benefits to exporters of goods and services, as also to domestic suppliers and contractors to various defined purposes and projects under deemed exports, so as to encourage FOREX earnings and minimise FOREX expenses. DGFT has made several announcements this year too towards this objective.

To be able to take the full benefits of FTP, one need to understand the interplay between FTP with customs and central excise, as well as other dynamics of exports and imports, **ASSOCHAM** with **ANDEES CONSULTING** as *Knowledge Partners* and **PROCAM LOGISTICS** as *Logistics Partner* has organised this workshop to meet the objective. The workshop has been designed for a comprehensive understanding of FTP so as to enable participants take maximum benefit for their exports, imports and deemed exports.

**WHO SHOULD ATTEND**

CEOs, CFOs, Senior executives involved in commercial matters, procurements and logistics for Exports, Imports, Projects. The workshop would help Exporters, Importers, Manufacturers, Service Industry earning Forex, Projects, their Contractors and Suppliers take the best benefits under Foreign Trade Policy.

**KEY FEATURES:**

Workshop will have inaugural address by **Shri Ajay Sahai DG-FIEO**, and theme address by **Shri Arun Goyal, Eminent Author, Advisor and Trade Columnist**. It will be conducted by **Mr. Sanjay Beswal**, Director – Andees Consulting, with **Mr Nilesh Sinha** on Logistics issues.

Workshop will be conducted from the basic concepts till the practical utility with lots of tips in between.

**AGENDA**

Workshop will cover the basic concepts of Indirect taxes and how are they related to exports and imports. It will then develop the co-relation with Foreign Trade Policy, and various schemes under the same, and explain each scheme with practical utilities under different situations. Detailed Agenda with Session wise details are as follows:

<b>Inaugural Session: 10.00 AM to 10:45 AM</b>	
<b>Welcome and Introduction</b>	<b>Shri D.S. Rawat</b> , Secretary General- ASSOCHAM
<b>Theme Address</b>	<b>Shri Arun Goyal</b> , Author, Advisor and Trade Columnist-ET
<b>Inaugural Address</b>	<b>Shri Ajay Sahai</b> , DG & CEO- FIEO
<b>Vote of Thanks</b>	<b>Mr. Sanjay Beswal</b> - Director Andees Consulting
<b>Break 10:45 – 11:00 AM</b>	
<b>Session -1 Technical 11.00 AM to 12.30 AM</b>	
<b>Why and How of Foreign Trade Policy</b>	<b>Mr. Sanjay Beswal</b> - Director

<b>A conceptual understanding of Indirect Taxes, Excise &amp; Customs Duties related to Exports and Imports Duty Drawback, SAD refund, High Sea Sale, Project Imports</b>	Andees Consulting  <b>Mr Arun Goyal</b> , Author, Advisor and Columnist-ET
<b>Session-2 Technical 12.30 AM to 2.00 PM</b>	
<b>Benefits under FTP, and how to avail of them</b>  - <b>Duty Exemption Schemes</b> viz. Advance Authorisation, DFIA, Annual AA. Specialities of each scheme. Procurement from Domestic sources, Managing Export Obligations  - <b>EPCG Scheme</b> for imports and domestic procurements, Annual EPCG, Post Export EPCG. Managing Export Obligations  - <b>Deemed Exports benefits</b> for Projects funded by World Bank, ADB, UN, JICA, Mega Power Projects, Water supply projects, etc. Structuring transactions for best possible benefits	<b>Mr. Sanjay Beswal</b> – Director Andees Consulting
<b>LUNCH 2.00 PM to 2.45 PM</b>	
<b>Session-3 Technical 2.45 PM to 3.30 PM</b>	
<b>Logistics related to Exports and Imports, Project Logistics</b>	<b>Mr. Nilesh Sinha</b> - Director, Procam Logistics
<b>Session-4 Technical 3.30 PM to 5.30 PM</b>	
<b>Promotional Schemes</b> - like SFIS, FMS, FPS, VKGUY, MLFPS, SHIS and their utilisation for Imports and Domestic procurement  <b>Conceptual understanding of EOU and SEZ</b>  <b>Changes in the new Foreign Trade Policy</b>  <b>Questions and Answers</b>	<b>Mr. Sanjay Beswal</b> – Director Andees Consulting  <b>Mr. Nilesh Sinha</b> - Director, Procam Logistics

## **FACULTY**

### **Mr. Sanjay Beswal, Director at ANDEES CONSULTING**

Sanjay and his team provide consulting and execution services for matters of Exports and Imports and related Customs and Excise requirements. Mr. Beswal has substantial experience in these matters in a cross section of sectors and is Advisor to logistics, and commercial departments of several MNCs, Indian Organizations, Public Sector Companies and Foreign Companies. He does complete planning and execution of various Export-Import-Deemed Export transactions for various manufacturing and Infrastructure Projects in India.

He is also a regular speaker and trainer at various forums in India and abroad, and is also a guest faculty at several institutes of repute including IIFT, Delhi School of Economics etc. However execution has been the key for him and his firm. Mr. Beswal has earlier worked at senior levels with Industrial Groups, handling Foreign Trade and Project Development. He is a Mechanical Engineer and a Post Graduate in International Business from Delhi School of Economics.

### **Mr. Arun Goyal**

Mr. Arun Goyal (59) is the Director of Academy of Business Studies, a think tank on trade and investment. He is the editor and publisher of popular Easy Reference Customs Tariff which gives all four customs duties and import policy against each tariff code and item. His weekly trade column "Export Import Notes" in *The Economic Times* has always been looked forward to. He had reorganised Export Import policy as per HS Code for Ministry of Commerce. He has been author of several other books and weeklies, and is working on several projects for Government and Trade. He is an MBA from IIM Ahmedabad.

**Mr Nilesh Sinha, Director- Procam Logistics**

Nilesh is an entrepreneurial executive with over 15 years of diversified experience managing logistics businesses and global supply chains. He has established high benchmarks by delivering innovative and world class services in "Project Cargo" - handling, and movement of extraordinarily heavy and large complex dimension cargo. He has executed various logistics projects for clients in diverse sectors including: Oil & Gas, Power, Refining, Steel and Structural Metals and Metro Rail.

**REGISTRATION FEES:**

**Rs. 5,000/- per participant** including service tax, lunch & refreshments (**10% discount for two and 20% for three** or more persons from the same organization)

**For more details please contact:**

**Siddharth Naithani (09818911875)**

**Akshat Agarwal (09873847923)**

**Corporate Office**

The Associated Chambers of Commerce and Industry of India  
ASSOCHAM Corporate Office, 1, Community Centre Zamrudpur

Kailash Colony, New Delhi – 110 048

Phone: 46550555 (Hunting Line)

Fax: 46536481/46536482 46536497/46536498

Email: [siddharth.naithani@assochem.com](mailto:siddharth.naithani@assochem.com), [taxation@assochem.com](mailto:taxation@assochem.com), [assochem@nic.in](mailto:assochem@nic.in)