



**HR**Guru Associates

Presents

Workshop on  
**New Foreign Trade Policy- Avail Maximum Benefits**  
Thursday, 17<sup>th</sup> September 2009, 9.30 AM to 5.00 PM

Venue - Hotel Fortune Select Global, Global Arcade, M.G. Road,  
Gurgaon-122001

**"Unfolding the Knowledge & Building Skills of People & Organizations"**

Knowledge Partner



Sponsors



***New FTP announced on 27<sup>th</sup> August initiates and extends a lot of measures to promote Exports of Goods and Services from India. A lot of new markets and products have been added in FMS and FPS schemes. Besides there are Duty Exemption and Duty Concessions for inputs and capital goods.***

***Properly availed and managed, these can make a substantial difference in the costing and profits of exports, and give an extra edge to the businesses.***

***Export Incentives can benefit not only the Exporters and Importers but also Projects in India and their Contractors and Suppliers under Deemed Exports. Further service providers in India to foreign clients like Hotels, Hospitals, Tour operators etc. can get benefited.***

***The workshop is designed to expose the participants to a very practical understanding of Foreign Trade Policy and how to avail related benefits for Exports, Imports and Deemed Exports thereby maximize your business gains***

***Exporters, Importers and other businesses who are involved in projects considered as deemed exports will greatly benefit from this workshop.***

## **Programme Contents:**

- *A conceptual understanding of indirect taxes.*
- *Foreign Trade Policy- an overview*
- *Promotional measures under FMS, FPS, VKGUY, SFIS etc.*
- *Duty Exemption Schemes like Advance Authorization, DFIA, DEPB etc.*
- *EPCG Scheme for Capital Goods*
- *Deemed Exports- for WB/ADB/UN funded projects, Power projects, Infrastructure Projects & others*
- *EOU and SEZs- a conceptual understanding & benefits under FTP*
- *Issues related to Imports- Restrictions, Classification, Valuation, SAD refund, Project Imports*
- *Utilizing FTP for Domestic Businesses*
- *Tips for Smart Businesspersons*

## **Faculty: “Knowledge is Treasure but Practice is the Key to it”**

*Mr. Sanjay Beswal- a Director in Andees Consulting, has substantial experience in the matters related to Foreign Trade Policy, and related customs and excise matters. He is Advisor to logistics and finance departments of several Indian organisations, MNCs, Public Sector and companies abroad. Mr. Beswal has earlier worked at senior levels with Industrial Groups, handling matters of Foreign Trade and Project Development and was part of the core team developing infrastructure projects like Power, Port etc.*

*He is a regular speaker at various seminars, conferences in India and abroad. He also makes presentations and conducts training workshops at Professional, Educational Institutes like IIMs, Delhi University, various Chambers of Commerce and reputed Organizations. He is a Graduate in Mechanical Engineering and a Post Graduate in International Business from Delhi University (Delhi School of Economics).*

## **Who Should Attend?**

The workshop would be beneficial to personnel from the following sectors:

- *Manufacturers*
- *Exporters & Importers*
- *Hotels, Hospitals etc.*
- *Construction Companies,*
- *Consultants and other Service Providers*
- *EOUs, STPI units and BPOs*
- *Power Projects, Other projects*
- *Projects funded by World Bank/ADB/JBIC etc.*
- *Suppliers & Contractors to SEZ, Power, Infrastructure Projects*

## **PARTICIPATION FEE: (Inclusive of Service Tax)**

- *Rs.4000/- per delegate*
  - *Rs.3500/- for Female Delegates*
  - *Early bird Rs.3000/-per delegate if nomination received along with payment by 12<sup>th</sup> September 2009*
  - *10% discount for a group of 2 or more from the same organization*
- Cheque to be made in favour of “MBERG”***

The Participation fee includes study material, refreshment, lunch and other organizational expenses. ***Your nominations (form enclosed) should reach us at the earliest but not later than 15<sup>th</sup> September 2009. However, advance nomination could be sent to us by email/fax so that the seats (s) are reserved for your participants (s).***

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