

Internship Report on Foreign Exchange and Trade Operations of Agrani Bank Limited

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Letter of Transmittal

25- 09-2023

Dr. Nurul Mohammad Zayed
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Subject: Submission of Internship Report.

Dear Sir,

I am a Kumary Toma Rani student of Bachelor of Business Administration (BBA) program at your university is going to complete my graduation. I am doing my internship under your supervision. I am presenting to you my assigned report on "Foreign exchange and trade of Agrani bank limited" Rangpur Branch, Rangpur.

I have managed all relevant documents and go through the entire document, collect favorable information analyzed and interpret the information with sincerity to make the report a worthy one. I hope you'd be happy to accept my report.

Sincerely Yours,

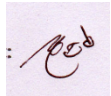
Toma

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Kumary Toma Rani
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Letter Of Approval

This is to guarantee that Kumary Toma Rani, ID :193-11-6308 a student of Bachelor of Business Administration, Daffodil International University. she has finished her internship and presented the report titled "Foreign Exchange & Trade Operations of Agrani Bank Limited, Rangpur Branch, Branch". she worked under my supervisor and guideline.



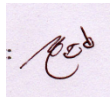
.....

Dr. Nurul Mohammad Zayed
Assistant Professor
Department of Business Administration
Faculty of Business & Entrepreneurship
Daffodil International University

Letter Of Declaration

I hereby certify that I completed this report under the supervision of **DR. Nurul Mohammad Zayed, Department of Business Administration, Daffodil International University**. I further certify that neither this report nor any portion of this report has been submitted to any other institution for the granting of a degree or certificate.

Supervised By



.....
Dr. Nurul Mohammad Zayed
Assistant Professor
Department of Business Administration
Faculty Of Business & Entrepreneurship
Daffodil International University

Submitted By



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Kumary Toma Rani
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Department of Business Administration
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Daffodil International University

Acknowledgment

I would like to express my gratitude to everybody who has assisted me in finishing my report and completing this demanding internship.

I would like to express my heartfelt gratitude and special thanks to the four members of Principal Officer Agrani Bank Limited Rangpur Branch, Branch, they, despite being extremely busy with his duties, took the time to listen, guide, and keep me on track, allowing me to carry out my industrial project work in their esteemed organization.

I appreciate the guidance and opportunity to submit this report from my academic advisor, Dr.Nurul Mohammad Zayed, an assistant professor at Daffodil International University.

I wish to acknowledge Allah and all of my family members who supported and assisted in the completion of the report. I'm really appreciative of everybody who is supporting me in finishing this project. Because I am aware that without all of you, the project would not have been able to finish.

Executive Summary

The research study made an effort to emphasize Agrani Bank Limited's foreign exchange and commerce operations. Trade and foreign exchange have a significant role in the banking sector. The study attempted to provide information on foreign currency trading and operations while also comparing various banking activity.

The banking sector of Bangladesh is one of the most important contributors to our national economy. Agrani Bank Limited is a state-owned commercial bank in those categories offers a vast array of products and services to its corporate, SME, and retail clients, including extensive deposit and loan options that include Islamic banking, foreign currency, and pension schemes. Personal financial services, business banking, commercial and corporate banking, transaction banking, corporate finance, capital market activities, treasury services, and settlement services are among the products and services they provide. In addition, they provide asset management, venture capital management, SME Finance, and foreign remittance services through their subsidiaries.

The banking operations are organized into three categories: general banking, loans and advances, and foreign exchange. Foreign trade is one of the most important operations of a commercial bank. Different nations' commerce is distinguished by a tight relationship with one another. The scenario necessitates knowledge of overseas operations. I interned at the Agrani Bank Limited, Rangpur Branch, Rangpur, which is classified as a Corporate Branch. Basically, I worked in the General Banking and Foreign Exchange operation area. As a result, I've been asked to provide a report that includes the "Foreign Exchange" area. The foreign currency department is organized through three sections: exports, imports, and remittances. The export department processes export L/Cs, L/C amendments, L/C transfers, and EXP charge fees. When L/C amounts need to be adjusted, L/C modifications are required. Courier/mailling costs, stationery costs, parenting costs, and personnel salaries are the expenditure categories for export. The ABL's foreign currency department's import segment is its most lucrative one. Commission for establishing an L/C, Modification of Local L/C Service Fees, and Collection of the Beneficiary's Credit Report are the import-earning sectors. The import department makes the greatest money from service fees and commission for opening L/Cs. Export, import, and remittance costs are about equal. The issuance of cash and passport endorsement, remittance by TT, cash incentives handling fee, etc. Agrani Bank Limited is one of the top-ranking banks in Bangladesh, thus it must maintain its performance and figure out methods to run its business more profitably and with the needs of customers in mind.

Table of Content

Organizational Part		
Chapter one Introduction		
1.1	Overview of Banking	2
1.2	The Report's Origin	3
1.3	Objectives of the Report	3
1.4	The Report's scope	3
1.5	Methodology of the Report	4
1.6	Limitation	4
Chapter Two Overview of Agrani Bank Limited		
2.1	About of Agrani Bank Limited	6
2.2	ABL Products	7
2.3	Agrani Bank Services	7
2.4	Vision	8
2.5	Mission	8
2.6	Hierarchy of Agrani Bank Limited	9
Chapter Three Foreign Exchange & Trade Operations		
3.1	Overview of Foreign Exchange & Trade Operations Of ABL	11
3.2	Purpose of Foreign Exchange	11
3.3	Foreign Exchange & Trade Activities	11
3.4	Letter of Credit L/C	12

3.4.1	Parties Involved letter of Credit	13
3.4.2	Some Step of Letter of Credit	13
3.4.3	Types of Letters of Credit	13
3.5	Import Export	14
3.6	Meaning of Import	14
3.7	Meaning of Export	15
3.7.1	Document require for Export	15
3.7.2	Additional Documents	16
3.8	Remittances services of ABL	16
3.9	Role of Foreign Trade in the Economy	17
3.10	Risk of Foreign Exchange & Trade Operations	18
Chapter Four		
Foreign Exchange & Trade Performances		
4.1	Import Performances of ABL	20
4.2	Export Performances of ABL	21
4.3	Remittance performances of ABL	22
4.4	Foreign Trade Performances of ABL	23
Chapter Five		
Major Findings & Recommendations		
5.1	Major Findings	25
5.2	Major Recommendations	25
Conclusion		
References		

Chapter: One

Introduction

1.1 Overview of Banking

A bank is a financial institution whose primary goal is to mobilize funds from surplus to deficit units. Banks generate money through the acceptance of deposits and the granting of loans. This distinguishing attribute distinguishes the bank from other financial institutions. Through lending and investing, a bank can impact the money supply. Banks collect deposits at the lowest feasible rate while providing loans and advances at a higher rate. The distinction between these is that the former is for the Bank. As a service-oriented industry, banks offer a variety of services to its consumers. As a result, every commercial bank must consider their clients first, because they are an essential element of the firm.

Only theoretical knowledge is insufficient for Bachelor of Business Administration students to deal with real-life business situations. The Internship Program provides students with an excellent opportunity to learn about real-world business operations. Internships are the ideal combination of theoretical and practical life experience. It is a field where I can play my skilled. Bachelor of Business Administration (BBA) is an undergraduate professional degree. The course is well-designed, with a nice balance of practical and theoretical components. Internships are an academic requirement for BBA students. Every student is obliged to work in a specified institution during their internship to broaden their practical knowledge. After finishing the internship, I created a report on my internship knowledge. In that light, this report on "Agrani Bank Limited's Foreign Exchange and Trade" has been developed.

To fulfill the aforementioned criterion, I have been assigned as an intern at Agrani Bank Limited (ABL) for three months. Agrani Bank Limited has built a solid reputation for offering efficient and effective banking services.

1.2 The Report's Origin

This report is being created as part of the Internship requirement for finishing the BBA program. Through the internship program, students get the opportunity to learn about real-world business operations. Internships are the ideal combination of theoretical and practical life experiences. Sir Mr. Nurul Mohammad Zayed, assistant professor, department of business administration, Daffodil International University, has approved and supported the organization of Agrani Bank Limited's foreign exchange and trade operations. I have done my best to show the information that I obtained during my internship time in my report

1.3 Objectives of the Report

1.3.1 General Objective: The general objective of this report is to analyze foreign exchange & trade operations of Agrani Bank Limited

1.3.2 Specific Objective

- i. To describe foreign exchange activities of Agrani Bank Limited.
- ii. To show foreign exchange and trade performances of Agrani Bank Limited from 2017 to 2021.
- iii. To suggest few recommendations based on the findings to improve the foreign exchange performance of Agrani Bank Limited.

1.4 The Report's scope

The possibility of this information is mainly limited to the analysis of Agrani Bank Limited's foreign exchange and trade activities. Aside from that, the reports cover the environment, as well as the function of presentation on the bank. This report is entirely based on the officials' practical knowledge and experiences gained through their work activities.

1.5 Methodology of the Report

The methodology of the report has been planned in the following:

Secondary Data sources

- ❖ Annual report of Agrani Bank limited. (2017 to 2022)
- ❖ Websites of Agrani Bank Limited.
- ❖ Different document related to bank.
- ❖ Various publication on Bank.

1.6 Limitation

Some limits might be applicable to this report. Many aspects of Agrani bank Limited's services have been omitted from this report due to the time and space constraints. During the creation of this paper, I discovered that some limits exist despite my best efforts.

- Category wise export, import and some information missing for their restriction
- The sample's branches were not all visited.
- Lack of adequate book, paper and diaries and so on

Chapter: Two

Overview of Agrani Bank limited

2.1 About of Agrani Bank limited

The Agrani Bank is a state-owned commercial bank. The original name of the bank is Habib bank limited, which was renamed Agrani Bank limited. Under the Companies Act of 1994, the Bank was incorporated as a State-owned Commercial Bank on May 17, 2007. Agrani Bank Limited acquired the assets, liabilities, arrears, rights, and scores of Agrani Bank on a going concern basis pursuant to a seller's agreement signed on November 15, 2007 by the Ministry of Finance of the People's Republic of Bangladesh and the Board of Directors of ABL, with retroactive effect from July 1, 2007.
















The first state-owned commercial bank in Bangladesh to use agent banking is Agrani Bank Limited (ABL). ABL now has 400 agent booths that conduct agent banking operations in Bangladesh's rural districts. Since February 28, 2010, the Islamic Banking System at Agrani Bank Limited has been run by the "Islamic Banking Unit" via 15 Islamic Banking Windows. Agrani Bank Limited is dedicated to assisting the country. (<https://www.agranibank.org/index.php/aboutus>)

Name of the company	Agrani Bank Limited
CEO & managing Director	Mohammad Shams-Ul Islam
Legal Status	Public Limited Company (as per the Bank Companies Act 1991
Registered Office	9/D Dilkusha, Dhaka 1000 Bangladesh
Authorized Capital	Tk. 2,500.00 Crore
Paid-up Capital	Tk. 2,072.29 Crore
Branch	962
Circle Office	11
Zonal Office	53
Authorized Dealer (AD) Branch	43
Foreign Correspondent	335

2.2 ABL Products



2.3 Agrani Bank Services

	AGENT BANKING		BALANCE TRANSFER BETWEEN AGRANI BANK AND BKASH		FOREIGN REMITTANCE SERVICE
	ATM SERVICES		LOCKER SERVICE		UTILITY BILL COLLECTION
	OTHER SERVICES		VAT ONLINE PAYMENT		A-CHALLAN
	WAGE EARNER'S DEVELOPMENT BOND		DOLLAR PREMIUM BOND		NATIONAL SAVINGS CERTIFICATE
	JIBAN BIMA		DU ADMISSION FEE COLLECTION		HOUSE BUILDING LOAN FOR GOVT., BPDB & NWPGL EMPLOYEES

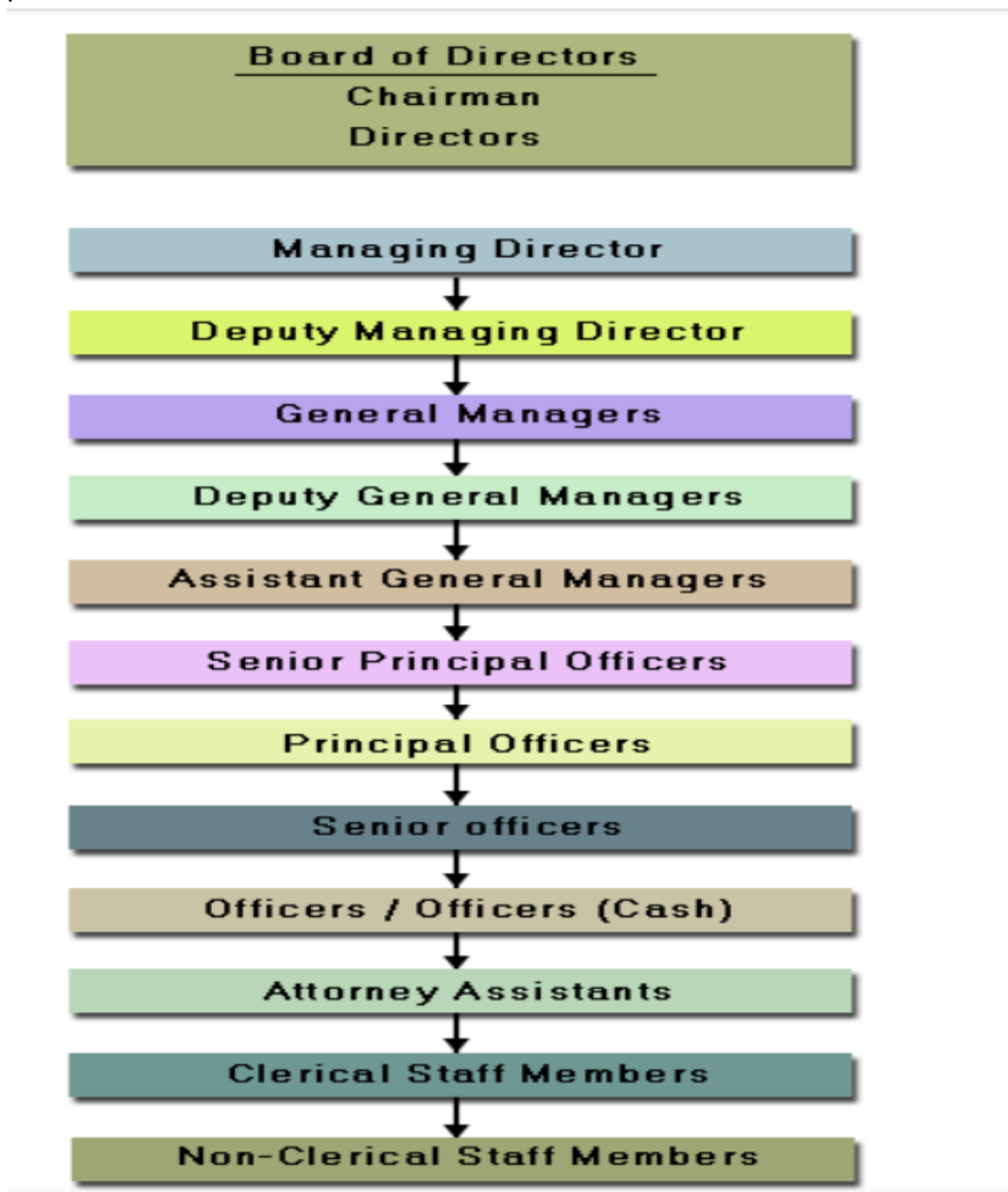
2.4 Vision

To attain the highest level of efficiency, quality, solid management, exceptional customer service, and reliable liquidity by becoming the most efficient and effective foremost state-owned commercial bank in Bangladesh.

2.5 Mission

In order to develop our company policies and processes for the benefit of our clients and staff, we must behave ethically and take into account the insights and lessons discovered through best practices.

2.6 Hierarchy of Agrani Bank Limited



Chapter: Three

Foreign Exchange and Trade Operations

3.1 Overview of Foreign Exchange & Trade operation of ABL

Foreign exchange is an essential component of commercial banking. The Foreign Exchange Regulation (FER) Act, Basic Regulations for Conducting Foreign Exchange Operations, etc. are issued by the government and the Bangladesh Bank in the form of public notices, circulars. It is a very profitable and rewarding endeavor for the bank if it is carried out methodically and deliberately. Authorized Dealers in Foreign Exchange must adhere to Bangladesh Bank's instructions and circulars on a regular basis. This section relates to three sectors. 1. Foreign Trade 2. Foreign Exchange 3. Remittances.

- 1. Foreign exchange: Foreign exchange is the exchange of one country's currency for the currency of another country for a specific purpose. For example, Bangladeshi Taka are exchanged for Indian Rupees when travelling to India.
- 2. Foreign Trade: Foreign Trade is the exchange of capital, commodities, and services across international borders and territories. It essentially refers to export and import.
- 3. Remittance is the transfer of funds to a foreign receiver. Most households in undeveloped and slow-growing economies rely largely on remittances as their primary source of income. This is common among foreign workers who send a percentage of their earnings to their families back home.

3.2 Purpose of Foreign Exchange

The foreign exchange market has a significant impact on the global economy and society. They enable currency conversions, thereby facilitating international commerce (across borders), including financial transactions, investments, and the exchange of goods and services.

3.3 Foreign exchange and trade activate Agrani Bank Limited

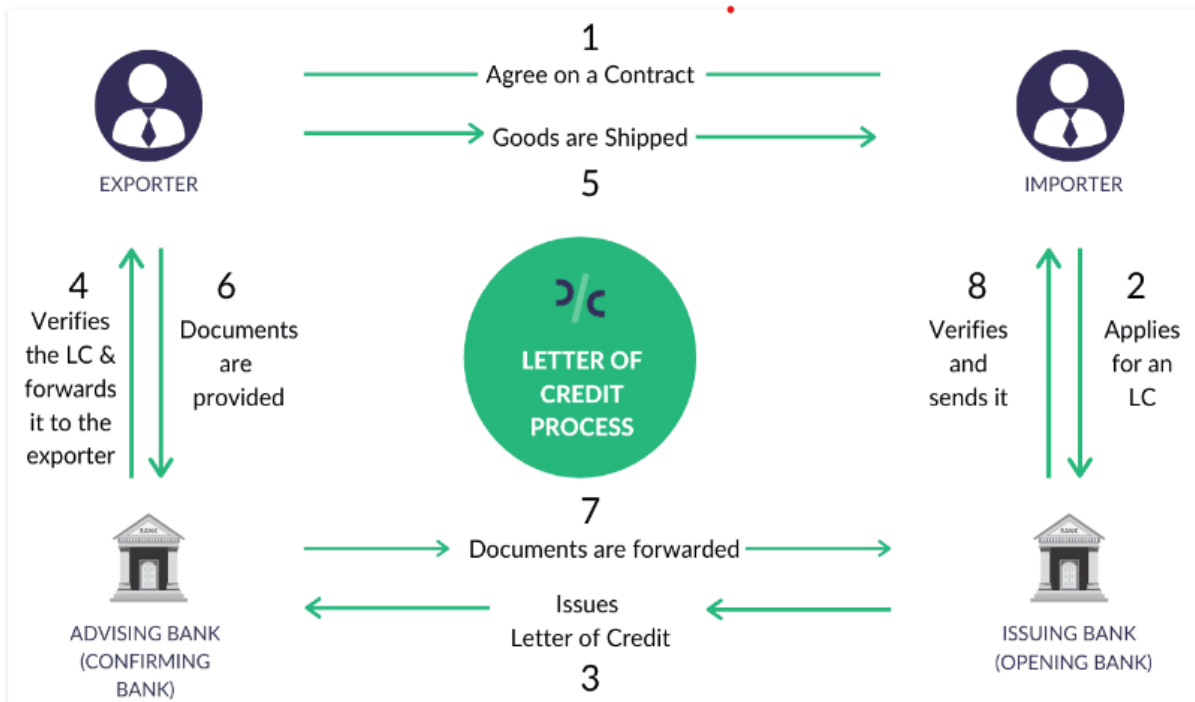
H.E. Evitt defined "Foreign Exchange" as the means and procedures by which rights to wealth represented in terms of one country's currency are transformed into rights to wealth expressed in terms of another country's currency. This department's activities are governed by national and international legislation that control its operations. The Foreign currency Act of 1947 governs dealings in foreign currency, whereas the Import and Export Control Act of 1950 governs Documentary Credits. The government's import and export policies are another key challenge for banks' import and export activities.

One of the most significant operations of a commercial bank is foreign trade. Trade between nations is dependent on the parties involved having a close connection. The scenario necessitates knowledge of overseas activities. The phrase "rending international banking operation" refers to the bank that performs this sort of service. Import is the primary source of transactions with

other nations; export and foreign remittances fall within the purview of foreign exchange transactions. International commerce necessitates the movement of products between sellers and buyers, as well as the exchange of money between buyers and sellers. In this situation, the bank serves as an important link between the buyer and seller.

3.4 Letter on Credit L/C

Letter of credit as a guarantor for international trade system. L/C is a medium for international trade. It works as a guarantor for two parties, one party or beneficiary and other parties are applying. When a buyer and seller are located in different countries, they want to trade but they did not trust each other because buyer worry about receiving the correct product and seller may worry about receiving payment. In this situation bank acts as a guarantor and use letter of credit. Bank ensuring that that seller will receive the payment on the other hand buyer will get their obligation to deliver the product.so we can say that letter of credit work as bridge between the buyer and seller, helping to build a good relation buyer and seller and reducing the risk of financial loss.



3.4.1 Parties Involved Letter of Credit:

1.Applicant: Buyer or importer who request to bank open a letter of credit.

2.Beneficiary: seller or Exporter whose favor a letter of credit

3. Issuing bank: issuing bank issue the credit request of an applicant bank. It is also called a opening bank.

4. Advising bank: Advising bank agent of issuing bank. This bank informs the beneficiary to verify the authentic of credit.

5.Conforming bank: confirming bank provide the more security to the beneficiary by add it conformation of credit

3.4.2 Some Step of Letter of Credit:

1.contract between the exporter and importer

2.importer request to letter of credit favor of issuing bank.

3.Issuing bank issue the letter of credit and importer order to the advising bank.

4.Advising bank verify the dependency of letter of credit then send a copy to the importer.

5. Importer verify the letter of credit and accept the term and condition of L/C and take decision they will trade to importer.

6.If the exporter think that L/C term and condition is favor the exporter, they send the importer and request to change the condition.

7.when Exporter get the verified letter of credit then take step to trade.

8.Issuing bank verified the document and obtained payment form the importer. It sends the document to the importer who use them to get possession of the shipped goods.

3.4.3 Types of Letters of Credit:

1. Revocable letter of credit: Anytime the buyer can be changed without authorization. This credit does not provide the securities.

2. Irrevocable letter of credit: Irrevocable L/C cannot be change without authorization. Almost all letter of credit now irrevocable letter of credit.

3. **Revolving Letter of credit:** Revolving letter of credit is use for multiple payment. This L/C allow business to use a single letter of credit for numerous transactions until the L/C expire
4. **Back-to-Back L/C:** A back-to-back letter of credit enables middlemen to connect consumers and sellers. This little-known strategy employs two letters of credit to ensure that each party is paid separately: the intermediary is paid by the consumer, and the supplier is paid by the intermediary. The ultimate consumer and intermediary may utilize a "master" letter of credit, whereas the intermediary and supplier may utilize a letter of credit based on the master letter.
5. **Red clause:** The recipient has instant access to funds. The client authorizes the issuance of an unsecured loan as part of the letter of credit, which is essentially a prepayment.
6. **Confirm L/C:** conformation L/C is a L/C when the advising bank give the conformation for payment.
7. **Unconfirm L/C:** In this Letter of credit only issuing bank get the conformation, not need the other bank confirmation.

3.5 Import Export

It is enough to exchange income by purchasing goods or services abroad. Again, the exchange of goods or services imported from one country into another is a fair and proper practice, often used in commerce. The country's exports and imports have slowed due to the global pandemic, and most countries have shut down international business for a while. ABL has recovered quite well after the initial downturn. The Bank's imports were BDT 39,922 (VND 399.22 billion), 60% higher than last year. Besides exports, there were 14,766 BDT crore (\$147.66 billion), showing a growth of 39% year-on-year. ABL has invested largely in the import and export business of Bangladesh.

3.6 Meaning of Import

Usually the customers, the organization company manages to import goods or services remotely to meet their different needs. The main imported goods are food, cooking oil, fertilizer, petroleum, machinery and equipment, chemicals, industrial raw materials, cement slag, etc. Import procedures

Authorized dealers, banks are always dedicated to help with the sale of desired unusual goods Bangladesh from a foreign country. Import Department, lower than Foreign Trade Department of the bank is responsible for doing this. And in order to distribute the order, the importer needs to maintain the necessary rules and regulations for import process. Upon opening, importer must obtain an Import Registration Certificate (IRC) from CCI&E and submit some documents: Positive

to date Trade certificate, National and advantage official document, Tin certificated and Bank of Solvency documentation etc. When the importer accepts the statement, they create a purchase bond with the exporter, detailing trading terms and conditions.

3.7 Meaning of Export

Bangladesh is an agricultural country so this nation exports the raw based product. Bangladeshi export sector divided into two segment 1. Traditional sector 2. Nontraditional sector. In this fiscal year this bank total earning of this sector 39922core BDT. Traditional sector product are raw jutes, raw hides and its product fish etc. On the other hand, on traditional product are knit cloth, home textile, handicraft. Export is few products they face the some problem.in this situation government and bank take the decision. government should sign the trade agreement and bank reduce the interest rate so that business people invest their money industrialization area and improved their quality of the product.

3.7.1 Documents required for Export

When a company exports its products, it must ensure that each shipment is accompanied by a variety of documents. These documents will vary depending on the state to which the products are being shipped. However, for export, we can divide these documents into two categories:

Documents of Substance are listed below:

Invoices or bills of exchange

Check of Exchange is an instrument in which symbols contain an absolute order or a permanent determinable prospect time a positive sum of cash to, or to the order of a firm person, or to the carrier of the instrument.

Commercial Receipt

The Commercial Invoice is the export company's invoice, which informs the importer of the products' shipment and total cost. However, a number of nations require that the commercial invoice be prepared on their own form. These documents are known as civilization invoices.

3.7.2 Additional Documents

The Additional Documents are listed below:

Cargo manifest or packaging list: When the quantity weights or range of the filler packages in an export shipment vary.

Consular Invoice: A variety of country-specific consular declarations. Countries that require a consular statement also require a commercial statement as additional evidence of the export shipment's particulars. It is common practice to organize a separate list for each case indicating its contents, weight, and capacity.

Certificate of sale freedom: This document is required for pharmaceuticals and specific chemicals entering a certain number of nations.

3.8 Remittances services of ABL

Agrani Bank has contractual relationships with approximately 400 foreign correspondents and 30 currency exchange offices around the world and is ready to meet the remittance needs of expats and Bangladeshis residing abroad.

Agrani Bank Limited also signed a special agreement with Citibank NA to ensure prompt remittance inflow to Bangladesh. Under the terms of the agreement, Citibank N.A. correspondents, subsidiaries and affiliates outside Bangladesh will collect remittances and issue bills of exchange at designated branches of Agrani Bank. Agrani Bank Limited's designated branch is required to pay all bills immediately within the agreed 72 hours (<https://www.coursehero.com/file/p1179dba/Foreign-Exchange-Remittance-Management-System-of-Agrani-Bank-Limited-A-Study-on/>).

To serve Singapore's large number of Bangladeshi migrant workers, Agrani Bank Limited took the bold step of opening Agrani Exchange House Pte Ltd, a wholly owned subsidiary of Agrani Bank Limited, in Singapore, which commenced operations on 8 February 2002. The Bangladesh government has focused on increasing remittance inflows and is determined to block remittances through non-bank channels. Anyone involved in any form of money laundering activity, such as a 'hundi' business, will certainly face stiff fines if convicted under the Anti-Money Laundering Act 2002 recently passed by the Bangladesh government.

Agrani Bank has approximately 903 correspondents worldwide, including foreign exchange offices, to facilitate international trade and other commercial and remittance transactions around the world. Bangladeshi expatriates working abroad can easily get the opportunity to transfer their hard-earned foreign currency to their respective beneficiaries using our communication services

Name of exchange company	Location
NBL Money Exchange Inc.	USA
Prabhu Group Inc. (Prabhu Money Transfer) NY. U S A	USA
NEC Money Transfer, U.K.	UK
Agrani Exchange House Pte. Ltd., Singapore	Singapore
NBL Money transfer, Malaysia	Malaysia
Aman Ex- Kuwait	Kuwait

The Bangladeshi government is committed to reducing remittances via non-bank channels and focusing on boosting remittance inflows. If proven guilty under the newly established "Money Laundering Prevention Act, 2002" by the Bangladeshi government, anybody engaging in money laundering activities in any form, such as "Hoondi" company, would undoubtedly get a harsh sentence. Our government and banking industry advise everyone, particularly our Bangladeshi brothers and sisters, to transfer money via banking channels and use their hard-earned foreign cash to support Bangladesh's economic growth.

3.9 Role of Foreign Trade in the Economy

Bangladesh and other developing nations need essentials. International commerce brings this nation food, medicine, etc. We can increase technological knowledge, make capitals dynamic, and import new technology via international commerce. We can optimize and export our natural resources. Trade between nations makes overseas investment simpler. Bangladesh may earn foreign cash via exporting and investing. Technical expertise and cutting-edge technology are essential for economic growth. Bangladesh purchases from wealthy nations to improve its economy. Countries compete in international commerce. Our nation strives to increase skill and product quality.

3.10 Risk of Foreign Exchange & Trade Operation

1.Credit Risk: Credit risk is a risk the probability of a borrower defaulting on debt obligation. Lender may not receive the principle and payment.

2.Liquidity risk: Liquidity risk is a risk that a business or person won't have enough cash on hand to pay their debts (liabilities) on time.

3.Market Risk: Market risk is the potential for a negative change in the present economic value of a position as a result of changes in the underlying market risk factors.

4.Operational Risk: Operational risk is a risk that arise day to day operation of an organization. This risk occurs failed processes, policies, incorrect date and some other operational reason.

5.Settlement risk: The possibility that on the settlement date, one party will pay money or deliver collateral to fulfil a portion of the contract, while the other party will fail to pay or deliver. This occurs when agreed-upon items of initially equal value were not exchanged concurrently between trading partners, or when organizational funds were disbursed without knowledge that equal items had been received. The possibility exists that the organization will provide deliverables without receiving them. In this circumstance, his entire principal is at jeopardy. In the event of adverse price movements between the contract price and the market, this risk can exceed 100%.

Pre-settlement risk: this risk is possibility that the client will not comply with the terms of the contract before the settlement date. The organization has not returned any of the funds, but was forced to replace the contracts at market prices, which may have had a negative impact on the organization. This situation exposes the organization to the possibility of adverse price fluctuations between the contract price and the market price at the time of default or ultimate liquidation. In this instance, the organization's loss corresponds to the difference between the original contract price and the market price at the time of default.

Chapter: Four

Foreign Exchange and Trade Performances

Foreign Exchange & Trade Performances of Agrani Bank Limited

4.1 Import performances of ABL

(BD in Corer)

Achievement from Import					
Year	2017	2018	2019	2020	2021
Import	13267	23551	38841	24874	39922

Sources: Annual Report 2021

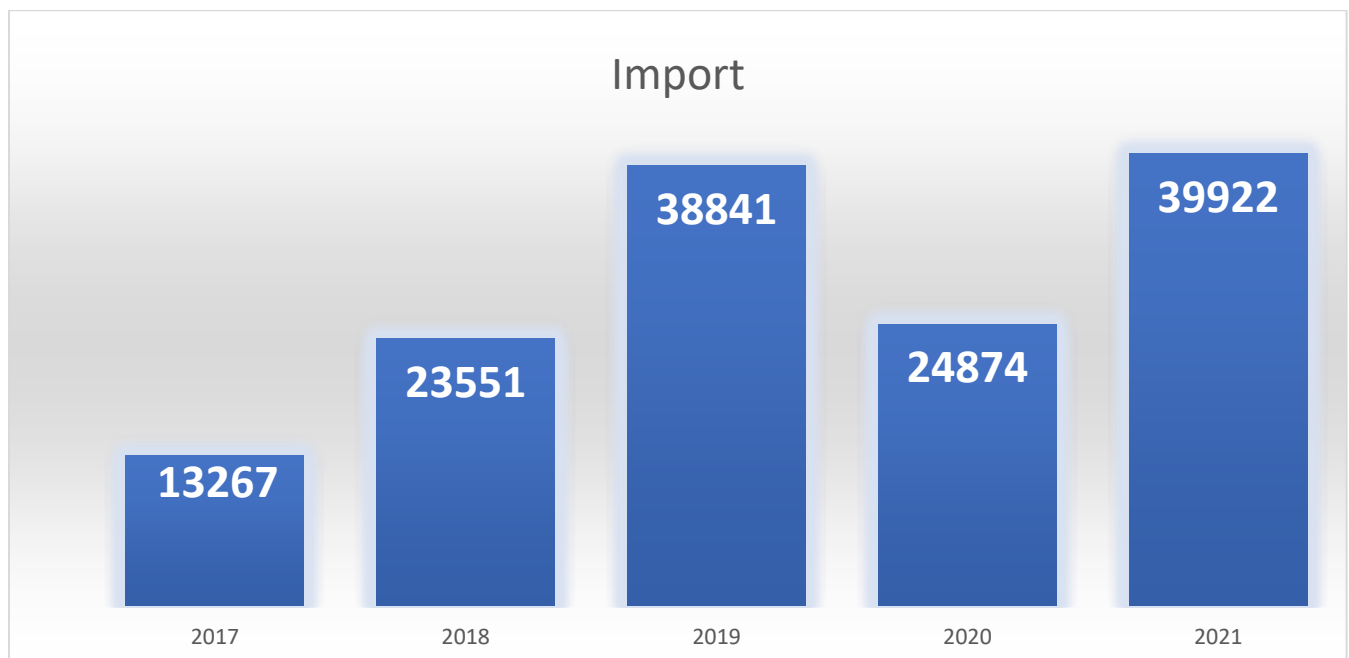


Figure: Trend Analyses in Import of ABL (2017 to 2021)

Import is a vital aspect of the foreign exchange industry. Agrani Bank Limited import trend from 2017 to 2021 is displayed in the graphical presentation of the import. In 2017 import of ABL was BDT 13267 corer .in 2018 Import was increasing against in 2017.Next year ABL import was greatest high against the last year. Total ABL imports in 2021 amounted to 39,921.82 crore BDT compared to 24,873.83 crore BDT in 2020. The high prices of essential commodities, including petroleum products, in the global market have pushed up the country's overall import payments during the 2021.

4.2 Export Performances of ABL

Achievement From Export					
Year	2017	2018	2019	2020	2021
Export	7059	8280	10873	10637	14766

Sources: Annual report 2021

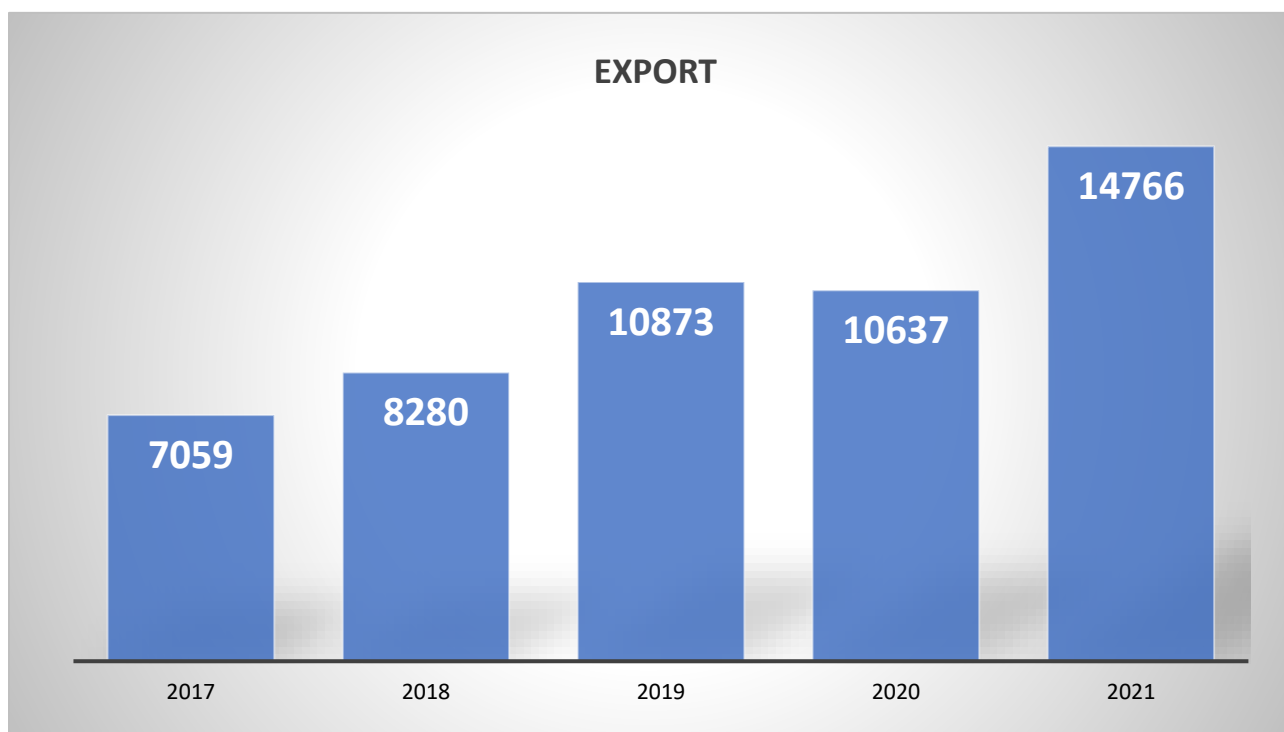


Figure: Trend analyses in Export of ABL (2017 to 2021)

Export positing of Agrani bank limited is increasing trend. The major exported items through ABL were knitwear and woven garments, tea, raw jute, jute goods, footwear, leather goods, frozen foods, leather and handicraft products. Agrani Bank Limited export trend from 2017 to 2021 is displayed in the graphical presentation of the export. In 2017 export of ABL was BDT 7059 core. In 2018 export was increasing against in 2017. Next year ABL export was greatest high against the last year. Due to pandemic situation export growth was negative in 2020. h. Total export of ABL in 2021 was BDT 14,765.96 against BDT 10,636.61 crore in 2020.

4.3 Remittance's performances of ABL

Achievements from remittances					
year	2017	2018	2019	2020	2021
Remittances	10605	12680	14863	21014	17961

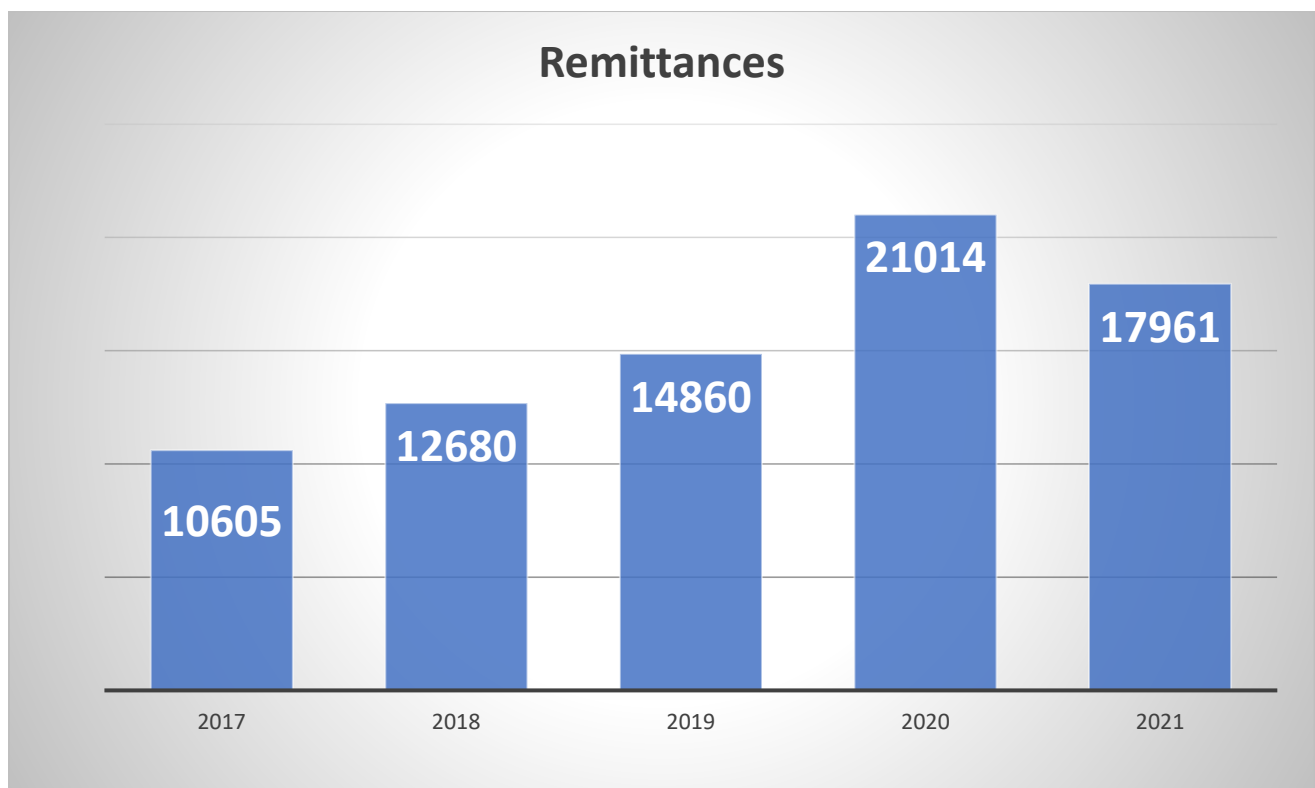


Figure: Trend analyses in Remittances of ABL (2017 to 2021)

Agrani Bank Limited remittances trend from 2017 to 2021 is displayed in the graphical presentation of the remittances. In 2017 remittances earning BDT 10605 core. In the next three-year remittances growth was very well. These remittances earning grow our economy. But due to the pandemic situation in 2021 remittances performances are very low. During the first eight months of FY 2020-21 (July-February), labor export stood at 1.22 lakhs amid COVID-19 pandemic

4.4 Foreign Trade Performances of ABL

A commendable part of the forex business 43 domestic via authorization ABL dealer branch. Banks play an important role Contribute to the national economy by operating 34 nostro accounts alliance with major foreign banks in other countries through transactions related to export earnings, import payments, domestic and international remittances are Clear your account and earn valuable foreign currency. Now, this bench has become a symbol of trust customers and clients. Aside from that, the Offshore Banking Unit (OBU) was established. (OBU) City Chattogram of ABL based in EPZ corporate branch Works fine as an independent unit and main work of this unit is overseas lending. Both short-term and long-term currencies providing international banking services. Total fund this OBU in 2021 has increased significantly compared to his 2020. In 2021, the entire financing will be provided by OBU in the form of a Buyer Agreement. Credit against his UPAS-L/C for various AD branches Increased from \$159.7 million to \$173.4 million Major items imported via UPAS L/C in 2020 are: Machinery and industrial raw materials (sources Annual report 2021).

Chapter: Five

Major Findings and Recommendations

5.1 Major Findings

1. Agrani bank limited is in better position in respect of import business because the import business increases gradually every year. As a result, the income from import business also increases every year except 2020.
2. Agrani Bank's total export performance is volatile. Earnings growth in 2020 was 2.17%, and better execution was 38.82% in 2021, the earnings growth in 2022 was 22.80%, which was down from previous years
3. Compare export & Import business of Agrani bank limited find that import business curve is upward than export business.
4. The growth rate of remittance earning is better positioned. During this pandemic growth rate of remittances is higher than the previous year, but after pandemic this earning flow is down.
5. In opening LC, Bank sometimes rejects the small business enterprise, that's decrease profits and hamper wellbeing economy of our country.

5.2 Recommendation

From the three-month practical experience of the Rangpur Branch of the Agrani Bank, it is not simple to make suggestions to enhance the performance level of the organization. On the basis of my observations, the following suggestions are made:

1. The Foreign Exchange Department should provide unique services to clients in order to maintain this import earning flow in future.

2. Since the ABL export industry is unstable, the bank needs to provide opportunities for Strategic business owner and those that make goods that are in demand in international commerce.
3. To balance the export and import business so that recovers our dollar crisis.
4. The largest source of money for our nation is remittances, thus the bank must motivate the populace, and provide services with a simple approach.
5. In opening LC, Top executives and officers need to encourage to Strat-up and small business holder so that to know the exact procedure of international trade and properly executes their business.

Conclusion

Banks are the prominent player in the financial system in our nation. There are several state-owned and private banks in Bangladesh. They go about their business and significantly boost the economy of the country. Agrani Bank Limited is one of them that makes a substantial contribution to the economy. In order to take advantage of all chances in the banking industry, Agrani Bank Ltd. employs a sizable number of knowledgeable and experienced employees. In the nation's banking industry, the corporation is leading the introduction of several innovative goods and services. In addition, we are unmatched in the banking industry when compared to other banks due to our extensive branch network throughout the nation. Banks move money and have a beneficial effect on the economy through engaging in general banking, lending, and foreign exchange trading. For every bank, the currency department is crucial. The prosperity of a bank greatly relies on this industry. Foreign exchange activity is crucial to the development and expansion of a nation's economy. The currency department of this business was quite effective, at least during my stint there. Therefore, this section is crucial to the bank's overall effectiveness and image. We have an excellent reputation and are trusted by Bangladeshi importers and exporters since we are the top-rated bank in Bangladesh (per CAMELS rating). As a result, the bank advances national interests via this division.

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