



## **Two days seminar on**

### **Trade finance rules and practices**

**With special focus on current developments in documentary credit and bank guarantee world, forfaiting, factoring and supply chain finance**

#### ***This Seminar is a must for:***

- **bankers working in trade finance, particularly in documentary credits, collections, bank guarantees and export financing departments;**
- **front office bank specialists, relationship managers;**
- **specialists in trade finance, bank risk managers, internal auditors;**
- **exporters, importers and traders;**
- **carriers, freight forwarders, insurance companies;**
- **lawyers, advocates, academics;**

Practical seminar on international best practices in documentary credits, explaining current developments and issues related to interpretation of UCP 600 and revised ISBP 745E– the ICC rules for Documentary Credits.

The speaker is author of the best selling practical publication on **“Examination of Documents under Documentary Credits”**.

The publication explains the very complex rules and practices related to examination of documents presented under documentary credits, i.e. ICC Rules of Uniform Customs and Practice for Documentary Credits (UCP 600) and the international standard banking practices for examination of documents under documentary credits as reflected in another ICC publication No. 745 (ISBP 745), in practical fashion. The most significant ICC Banking Commission Opinions related to the examination of documents are scrutinized and their interpretation explained. The examination of documents and making the decision whether they comply with the credit terms and conditions or not is certainly the most crucial, difficult and demanding task in the documentary credit practice.

Workshop will also focus on new developments in international bank guarantees with particular emphasize on implementation of URDG 758 – ICC Rules for demand guarantees. Significant time will be devoted to operational issues, practical case studies, examples and open discussions on the topics covered.

The second day of the seminar will focus on some other hot topics in the trade finance field: forfaiting and URF (ICC Rules for Forfaiting), factoring, supply chain finance, BPO (bank payment obligation).

## **First day of the seminar, 27 March 2017**

### **Topic: Documentary Credits, UCP 600 and new ISBP 745, New ICC Banking Commission Opinions, Questions & Answers based on CDCS test**

- 08:30 – 09:00      **Registration**
- 09:00 – 10:30      **Documentary Credits – Main aspects of the Documentary Credit Cycle**
- Documentary Credits – main aspects: issuance, advising, confirmation, amendment, presentation, payment, refusals of discrepant presentations
  - Discussion
- 10:30 – 10:50      ***Contact break***
- 10:50 - 12:00      **Recent ICC Opinions, examples**
- Recent ICC Banking Commission Opinions, cases
  - Current issues in L/C practice; compliance under L/Cs: move from “no inconsistency rule” into “no conflict rule”
  - Discussion
- 12:00 - 13:00      ***Lunch***
- 13:00 – 14:30      **Documentary Credits – Examination of documents as per UCP 600 and ISBP 745**
- Advanced Case Study – Examination of presentation of documents
  - Examination of main documents
  - Discussion
- 14:30 - 14:50      ***Contact break***
- 14:50 – 16:30      **Certified Documentary Credit Specialist – ICC – IFS certification**
- **CDCS** – the introduction to the certification
  - Examples
  - Questions and Answers based on CDCS sample test
  - Discussion
- 16:30 – 17:00      **Questions and Answers, Closing remarks**

## Second day of the seminar, 28 March 2017

### Topic: Bank Guarantees, URDG 748 in Practice, Forfaiting, Factoring, Supply Chain Finance

- 09:00 – 10:30      **Bank Demand Guarantees – UDRG 758 in Practice**
- Main URDG 748 provisions from the practical point of view
  - Recent issues regarding usage of URDG 748 in practice, e.g.:
    - Issuance
    - Examination of demands, Extent or Pay demands
    - Transfer
  - Discussion
- 10:30 – 10:50      ***Contact break***
- 10:50 - 12:00      **Bank Guarantees – UDRG 758 in Practice**
- Case studies, examples
  - Current issues, interesting practical cases, discussion
- 12:00 - 13:00      ***Lunch***
- 13:00 – 14:40      **Short and medium trade finance, focus on Supply chain finance**
- Forfaiting – how it works
  - Main aspects of ICC – IFA Rules for Forfaiting
  - Factoring – how it works
  - ICC rules for factoring (under development)
  - Credit insurance: main features
  - Main techniques of Supply Chain Finance – introduction
  - BPO – how it works/might work
  - New developments essDocs – el. B/L and other documents
- 14:40 - 15:00      ***Contact break***
- 15:00 – 16:00      **Trade finance – ICC Rules for Documentary credits, Collections, Demand guarantees: Questions and Answers**
- interesting cases, examples, studies
  - debates
- 16:30 – 17:00      **Closing remarks & Closing Ceremony**

**Materials relevant to the course will be distributed and a certificate of attendance will be delivered to all those who completed the course.**

**Lunch and coffee breaks will be provided during the Seminar.  
Seminar Language – English**

## About the Trainer:



Mr. Andrle, BSc., LL.M is a **Secretary to the Banking Commission of ICC Czech Republic**, which he regularly represents at the ICC Banking Commission meetings abroad. He chaired the working groups of ICC CR which revised translations of UCP 500, UCP 600, eUCP, ISP98, URDG 758 and other Banking Commission documents as well as Incoterms 2010 into Czech language.

He has been deeply involved in the revision of UCP as a **member of UCP 600 Consulting group** being formed by over forty experts from all over the world.

He was involved in development of URBPO as a member of the ICC Banking Commission **Consulting group on BPO**. Nowadays, he is a member of ICC **Task Force on Guarantees**, also a member of the new ICC Banking **Commission Consulting group for Forfaiting** (which developed the new ICC rules for Forfaiting in cooperation with former IFA, today's ITFA). **In years 2010-2011 he also served as a member of the ICC Banking Commission Group of Experts which drafted the official ICC Banking Commission Opinions on ICC Rules.**

Mr. Andrle worked closely with Mr. Miroslav Subert, a member of the Incoterms 2010 Drafting Group, during the revision of Incoterms and cooperated in the official translation of Incoterms 2010 into Czech language. He has delivered numerous seminars on the Incoterms 2000 and Incoterms 2010, both in Czech Republic and abroad. In October 2014, Mr. Andrle was appointed as a **Secretary to the Commission on Commercial Law and Practice of ICC Czech Republic.**

Mr. Pavel Andrle is an international trade and finance consultant and lecturer. He has worked for a number of leading local and international banks in various positions (for instance as trade finance specialist, head of trade finance, trade finance risk manager, in-house trainer). Frequent Lecturer in Documentary Credits, Bank Guarantees & Trade Finance for Bankovní Institut, Institute of Foreign Trade Transport & Forwarding, ICC CR and Economic Chamber of Commerce of Czech Republic. Regular facilitator in seminars abroad in English for ICC National Committees, bank associations and chambers of commerce world-wide.

Mr. Andrle has lead or participated in number of seminars held in Bangladesh, Cambodia, Vietnam, India, Sri Lanka, Nepal, China, Philippines, Singapore, Sierra Leone, Zambia, Uganda, Ghana, South Africa, Nigeria, Albania, Poland, Serbia, Bulgaria, Romania, Slovakia, U.K., Ireland, Lithuania, Latvia, Malta, Georgia, Croatia, Turkey, Russia, Mongolia, Uzbekistan, Azerbaijan, UAE, Trinidad and Tobago, Dominica, etc. (in more than 45 countries of the world). He is author of the publication „*Documentary Credits – a Practical Guide*“ published by Grada Publishing, a.s. (6 editions). He has written a „*Commentary to UCP500 in the light of ISBP and other ICC Banking Commission documents*“ and „*Commentary to UCP600*“ published by ICC CR (all in Czech language). Recently his book on **“Examination of documents under Documentary Credits”** has been published in the second updated edition (in English language).

He is appointed ICC CR expert to reply to enquiries related to Documentary Credits and Trade and Structured Finance – development of technical assistance consultancy services of ICC CR to banks, carriers, insurance companies and traders. It includes advisory services and in-house technical assistance in banks and companies.

He is frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris, also an arbitrator with Vilnius Arbitration Court, Lithuania. He has been active trainer under Global Trade Finance programme of IFC (International Finance Corporation – a member of World Bank Group). Mr. Andrle also serves at the lead tutor in the Finance of International Trade with the *electronic* Business School International (eBSI). Mr. Pavel Andrle can be contacted at [pa@cmail.cz](mailto:pa@cmail.cz) or [andrle@icc-cr.cz](mailto:andrle@icc-cr.cz)