

ICC POLAND/Polish Bank Association

two days seminar on

Trade finance rules and practices

With special focus on current developments in documentary credit and bank guarantee world 7- 8 December 2017

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.

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 lecturer is the 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 the 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.

First day of the seminar, 7 December 2017

Topic: Documentary Credits, UCP 600 and new ISBP 745, New ICC Banking Commission Opinions, Advanced use of Documentary Credits

- 08:30 – 09:00 **Registration**
- 09:00 – 10:30 **Documentary Credits – The examination of documents under documentary credits**
- Examination of documents – main rules: UCP 600 & ISBP 745
 - No conflict v. no inconsistency
 - Examples and studies – practical cases
 - Discussion
- 10:30 – 10:50 *Contact break*
- 10:50 - 12:00 **Recent ICC Opinions, examples**
- Recent ICC Banking Commission Opinions, cases
 - 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 transport and insurance documents
 - Discussion
- 14:30 - 14:50 *Contact break*
- 14:50 – 16:30 **Documentary Credits – More advanced transactions**
- Use of documentary credit in more complex cases
 - Operative clauses, drawings in instalments, successive tranches
 - Documentary credits covering various stages of a contract: pre-shipment (advance payments), shipment, completion, testing, warranty periods, etc.
 - Case Study
 - Discussion
- 16:30 **Closing remarks**

Second day of the seminar, 4 October 2017

Topic: Bank Guarantees and URDG 758 in Practice,

- 09:00 – 10:30 **Bank Guarantees – UDRG 758 in Practice**
- Main URDG 758 provisions from practical point of view
 - Issuance
 - Amendments of guarantees, Advising
 - Indirect Guarantees: Counter-guarantees, Guarantees
 - Discussion
- 10:30 – 10:50 *Contact break*
- 10:50 - 12:00 **Bank Guarantees – UDRG 758 in Practice**
- Main URDG 758 provisions from practical point of view
 - Recent issues regarding usage of URDG 748 in practice, e.g.:
 - Examination of demands, Extent or Pay demands
 - Transfer v. assignment
- 12:00 - 13:00 *Lunch*
- 13:00 – 14:30 **Bank Guarantees – UDRG 758 in Practice**
- Case studies, examples
 - Current issues, interesting cases, discussion
- 14:30 - 14:50 *Contact break*
- 14:50 – 16:30 **Demand Bank Guarantees, Standbys, Suretyships**
- Problematic issues
 - Studies
 - Questions and Answers
- 16:30: **Closing remarks**

Material 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

The prices: 2152,50 /1750zł +Vat/ (1845/1500zł +Vat/ for ICC PL members)

About the Trainer:



Mr. Andrlé 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 has been also closely involved in revision of URDG 758. He chaired the working group of ICC Czech Republic which translated the URDG 758 rules into

Czech language. Nowadays, he is a member of ICC **Task Force on Guarantees**, also a member of the new ICC Banking **Commission Consulting group for Forfaiting** (developing the new ICC rules for Forfaiting), and a member of the ICC Banking **Commission Consulting group for Rules on BPO**. **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. Andrlé 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. Andrlé was appointed as a **Secretary to the Commission on Commercial Law and Practice of ICC Czech Republic.**

Mr. Pavel Andrlé 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 Vysoká, 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 world-wide.

Mr. Andrlé has lead or participated in number of seminars held in Bangladesh, Cambodia, Vietnam, India, Sri Lanka, Nepal, China, Philippines, Singapore, Sierra Leone, Zambia, Uganda, South Africa, Nigeria, Albania, Poland, Serbia, Bulgaria, Romania, Slovakia, U.K., Ireland, Lithuania, Latvia, Malta, Georgia, Croatia, Turkey, Russia, Mongolia, Uzbekistan, Azerbaijan, Trinidad and Tobago, Dominica, etc. 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 by in second revised edition (in English language).

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, carrier, insurance companies and traders. It includes advisory services and in-house technical assistance in banks and companies.

DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris, arbitrator with Vilnius Arbitration Court, Lithuania. He is active trainer under Global Trade Finance programme of IFC (International Finance Corporation – a member of World Bank Group). Mr. Andrlé is the lead tutor in the Finance of International Trade with the *electronic* Business School International. Mr. Pavel Andrlé can be contacted at pa@cmail.cz or andrlé@icc-cr.cz