

Two days **Advanced Seminar** on **Trade finance operations**

**with special focus on new development in L/C and Guarantees,
implementation of URDG 758 in practice and current developments
and practices in Trade Finance World**

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.

Lunch and coffee breaks will be provided during the Seminar.

Seminar Language – English with no translation!

Programme of the Workshop, 12 December 2019 – the First Day

Topic: Documentary Credits, UCP 600 and ISBP 745, Conditions of Credits, Examination of documents, Questions & Answers

- 08:30 – 09:00 **Registration**
- 09:00 – 10:30 **ICC Banking Commission News**
- New ICC Banking Commission Projects:
 - New eUCP, eURC – rules for electronic presentations
 - New developments: Blockchain and DLT technologies – what can be their impact on traditional trade finance, above all L/Cs?
 - The latest revision Incoterms 2020 – things to know!
 - Incoterms 2020 and its relation to Documentary Credits
- 10:30 – 10:50 **Contact break**
- 10:50 - 12:00 **Recent ICC Banking Commission Opinions**
- Spring 2019 and Autumn 2019 Opinions – explanation of the issues
 - Questions and Answers
- 12:00 - 13:00 **Lunch**
- 13:00 – 14:30 **Documentary Credits: Examination of Documents in Practice**
- Examination of (by examples) – difficult issues to deal with:
 - Invoices, Packing and Weight Lists
 - Certificates of Origin, other certificates
 - Bills of Lading, Multimodal transport documents
 - Questions and Answers
- 14:30 - 14:50 **Contact break**
- 14:50 – 15:30 **Documentary Credits: Examination of Documents in Practice**
- Examination of (by examples) – difficult issues to deal with:
 - Airwaybill, road transport documents
 - Insurance Documents
 - Questions and Answers
- 15:30 – 16:30 **Documentary Credits – problematic conditions, issues**
- Examples, case studies
 - Questions & Answers
 - Discussion
- 16:30 – 17:00 **Closing remarks**

Programme of the Workshop, 13 December 2019 – the Second Day

Topic: Bank Guarantees, URDG 758 in practice, Questions & Answers

- 09:00 – 10:30 **Guarantee: abstract v. accessory – which type it is?**
- Main aspects of abstract and accessory guarantees
 - What type of guarantee is it? Examples of problematic cases
 - Interesting court decisions regarding character of the guarantee
 - Practical experience, examples
 - Case Studies – texts of the guarantee
 - Discussion
- 10:30 – 10:50 ***Tea/Coffee Break***
- 10:50 - 12:00 **Guarantees in practice - disputes**
- Interesting court and arbitration decisions regarding domestic and international guarantees
 - Disputes regarding demands, enforcement, extension, reduction, termination, etc.
 - Discussion
- 12:00 - 13:00 ***Lunch***
- 13:30 - 15:00 **Bank Guarantees, ICC Rules for Demand Guarantees – URDG 758**
- URDG 758 – rules which are often misunderstood or possibly unclear to some users
 - Clauses regarding coming into force, reduction of amount
 - Clauses regarding termination, extension
 - Main issues, Practice, Experience with the rules
 - Advanced Case Studies – text of the guarantee, various clauses
 - Discussion
- 15:00 - 15:15 ***Tea/Coffee Break***
- 15:15 - 16:30 **Demand Guarantees as per URDG 758 – Case Studies**
- DOCDEX Cases
 - Court decisions on guarantees subject to URDG
 - Questions and Answers
- 16:30 – 17:00 **Closing remarks & Closing Ceremony**



COURSE FACILITATOR

Mr. Andrlé, 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. Andrlé worked closely with Mr. Miroslav Subert, a member of the Incoterms 2010 Drafting Group, during the revision of Incoterms and has cooperated in the official translation of Incoterms 2010 and 2020 into Czech language. He has been also involved in the revision of Incoterms 2020. He has delivered numerous seminars on Incoterms 2000, Incoterms 2010 and recently on Incoterms 2020, 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 the Banking Institute, Institute of Foreign Trade Transport & Forwarding, ICC CR and Chamber of Commerce of Czech Republic. He is a regular facilitator in seminars abroad in English for ICC National Committees, bank associations and chambers of commerce world-wide.

Mr. Andrlé has conducted seminars held in more than 55 countries of the world, among them: 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. 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 a 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 program of IFC (International Finance Corporation – a member of World Bank Group). He has delivered trainings and/or consultancy services to many other DFIs.

In November 2018 he joined DCW (Documentary Credit World, the world leading magazine on documentary credits, standbys and guarantees) Editorial Advisory Board.

Mr. Andrlé also serves at 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 andrle@icc-cr.cz