



PRESENTS

**ADVANCED LEVEL COURSE ON
TRADE FINANCE OPERATIONS**

**WITH FOCUS ON DOCUMENTARY CREDITS, GUARANTEES
AND STANDBY LETTERS OF CREDIT; RELEVANT INTERNA-
TIONAL RULES SUCH AS UCP600,URDG758 AND ISP98**

TRADE FINANCE



Background

The “Advanced level Course on Trade Finance Operations” course is a comprehensive program offering in-depth knowledge and practical training in the realm of International trade finance, with a primary focus on documentary credit operations. Participants will gain a deep understanding of key International rules such as UCP600,URDG758 and ISP 98, while benefitting from real world insights and case studies provided by a leading international trainer and consultant who is a member of the Off Banking Commission. This course equips professionals with the expertise and skills required to excel in trade finance operations, making them valuable assets in the complex world of international trade. The workshop is designed with a special preference to Documentary Credits, Bank Guarantees and Standbys. By addressing the latest developments ,challenges and operational issues ,this workshop ensures that participants are well equipped to excel in the dynamic field of International Trade.

Program Details:

Date & Time: 30th Nov and 1st December, 2023 (8:30am to 5:00pm) Starting with Breakfast

Venue: Hotel Mulberry, Kathmandu

Deadline for nomination: 23rd November 2023

Program Duration: 2 days

Program Contents

Target Audience:

- Bankers working in trade finance, particularly in documentary credits, collections, bank guarantees and export/import financing departments
- Front office bank specialists
- Relationship managers serving exporters, importers and traders
- Specialists in trade finance;
- bank risk managers, internal auditors, lawyers, compliance specialists.

Program Methodology:

- Practical workshop on international best practices in Trade Finance,.
- Special focus on Documentary Credits, Bank Guarantees and Standbys,
- Discussing current developments and issues related to interpretation of the rules.
- Dealing with operational issues,
- Practical case studies, examples and open discussions on the topics covered.

Objectives of Program:

- In-depth Knowledge of subject matter
- International rules familiarization
- Operational Competence
- Risk Management in trade finance operations
- Legal and Compliance understanding
- Practical Application
- Professional Development
- Networking and Collaboration

Trainer: Mr. Pavel Andrle

- International trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o., former trade finance banker;
- Secretary and practitioner of the Banking Commission of ICC Czech Republic and Commission on Commercial Law
- Frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC;
- Certified ICC trainer on Incoterms 2020
- Frequent writer of articles in leading trade finance magazines
- Author of the best-selling practical publications on “**Examination of Documents under Documentary Credits**” and “**Documentary Credits in Practice**”. The publications explain very complex rules and practices related to examination of documents presented under documentary credits and other documentary credit operations in practical fashion.

Program of the Workshop (1st Day)

Topics: Documentary Credits in Practice, New Developments

Details

Welcome remarks from the hosting organization

Import Documentary Credits in Practice: Issuance

- Documentary Credit conditions, practical issues, examples, mistakes to avoid
- Incoterms 2020 and Documentary Credits – cases, examples –
- Understanding Documentary Credit conditions: proper v. incorrect conditions
- MT700 – Issuance of Documentary Credits – what you need to know: common
- Mistakes ,pitfalls to avoid
- Advanced case study, debates

Export Documentary Credits in Practice, UCP 600,ISBP 821

- Export L/Cs: conditions, problems and mistakes from Exporter’s point of view
- Issues with confirmation and amendments in practice
- Export L/C terms and conditions - debates
- Advanced case studies, debates

Examination of Documents under Documentary Credits, UCP 600, ISBP 821

- Focus on Examination of Documents under Documentary Credits
- Advanced Case Studies: examination of bills of lading

Examination of Documents under Documentary Credits, UCP 600, ISBP 821

- Recent ICC Opinion on Documentary Credits
- Update of ISBP-explanation of changes in ISBP 821

Remaining Questions & Answers Session

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2nd Day

Topic: Documentary Credits, Demand Bank Guarantees, Standby Letters of Credit, Questions & Answers

Details

Examination of Documents under Documentary Credits, UCP 600,ISBP 821

- Interesting court cases, practical issues and questions related to Documentary Credit practice
- Questions and Answers

New Developments in Trade Finance

- Progress in Digitalization of trade finance
- Development in Law: MLETR,ETDA-electronic transferable documents and what it means for eB/Ls,eB/Es
- Use of AI in examination of documents
- Use of Block chain, interesting Fintech solutions

ICC Rules for Demand Guarantees-URDG 758 & ISDGP

- Issuance of Demand Guarantees, Wording of Guarantees
- MT760 explained
- Advising, Amendments
- Clauses regarding coming into force, reduction, termination, extension
- Advanced Case Study
- Demands
- Common mistakes in practice
- Advanced Case Study

Introduction to International Standby Letters of Credit

- Nature of Standby Letters of Credit
- Examples of Standby Letter of Credit
- Standby Letter of Credit Cycle
- Issuance of Standby, Direct v. Indirect Standby
- Advising and Confirmation of Standby
- Amendments to Standbys
- Termination of Standbys
- Demands under Standbys-main issues

Remaining Questions & Answers Session

Wrap up Session with Local Expert Mr. Arun Kumar Sigdel

Closing Ceremony

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Trainer's Profile



Mr. Pavel Andrle, BSc., LL.M is well established international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o., a consulting company. He is also 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 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 Global Supply Chain Finance Forum (which includes former ICC Banking Commission Consulting group for Forfaiting which developed 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 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. He is a **certified ICC trainer on Incoterms 2020**. 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 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, training institutes and chambers of commerce world-wide.

Mr. Andrle has conducted seminars held in more than 65 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. (7 editions). He has written a „Commentary to UCP 500 in the light of ISBP and other ICC Banking Commission documents“ and "Commentary to UCP 600" published by ICC CR (all in Czech language). He wrote book on "**Examination of documents under Documentary Credits**" which has been published in two editions (in English language). Most recently (Feb. 2021) he published another English book "**Documentary Credits in Practice**"

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 inhouse 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 (developing financial institutions).

In November 2018 he joined DCW (Documentary Credit World, the world leading magazine on documentary credits, standbys and guarantees) Editorial Advisory Board. Mr. Andrle also serves at the lead tutor in the Finance of International Trade with the electronic Business School International. He is also Business Development director with TradeAssets, blockchain based digital platform for distribution of trade assets.

More about his activities and his contact details can be found at www.tradefinanceconsulting.com.

Trainer's Profile



Mr. Arun K. Sigdel

Former Trade Finance Manager

Agricultural Development Bank Ltd.

Mr. Sigdel was former trade finance Manager at Agricultural Development Bank Ltd, since 2015. He has also worked at Asian Development Bank, Manila as a Specialist in Trade Finance. He has also worked as a Manager, Deputy Manager, Assistant Manager and Senior Assistant at Nepal Bank Ltd. at various departments such as Trade Finance, Credit Department and Operation since 1983 to 2005. He also has experience in Banking with National and International Agencies like Price Water House Coopers, World Bank, ICCMT, ADB. He has conducted trainings for different organizations including NRB, NBL, RBB, ADBL, Bank of Bhutan etc on Letter of Credit, Guarantee, Forex, Credit Accounting, Remittances, Investments and other subjects while his expertise are on Letter of Credit, Bank Guarantee, Credit Documentation and Trade Finance.