



PRESENTS

SEMINAR ON INCOTERMS 2020

BY MR. PAVEL ANDRLE

A graphic for 'Incoterms® 2020' set against a dark blue background with a faint image of a shipping port. The text 'Incoterms®' is in a large, white, sans-serif font, with '2020' below it in a slightly smaller font. Above the text are three white icons: an airplane, a cargo ship, and a truck. The background shows a white truck in the foreground, a large cargo ship in the middle ground, and an airplane in the sky.

Mr. Pavel Andrlé, member of ICC Banking Commission and Commission on Commercial Law and Practice, international trainer and consultant

National Banking Institute is pleased to present a seminar on Incoterms 2020. The major highlights of the seminar includes the New revision Incoterms® 2020. The seminar shall provide clarity and predictability to business dealing with global trade annually. As the global trade continues to develop, Incoterms also develops and updates to bring new solutions for the sustainable growth amongst the market players. The review shall bring benefits on maximizing the future value and supply chains.

Program Details:

Date: 11th December 2020

Time: 1:00pm to 5:15pm

Fee: Nrs. 5,000 + VAT Per person

Mode: Virtual Training via Zoom or Microsoft Team

Deadline for Nominations: 3rd December 2020

Program Details

<p>For Whom</p>	<ul style="list-style-type: none">• Trade Finance staff,• Corporate and SME Relationship Managers,• Branch Managers,• Audit and Compliance officers,• Importers and Exporters• Procurement and Finance officers and managers
<p>Program Content</p>	<ul style="list-style-type: none">• New revision Incoterms® 2020<ul style="list-style-type: none">• Incoterms® 2020 – what do they cover and what not?• Shipping v. arrival terms• Main changes in Incoterms® 2020 explained• New term: DPU, DPU v. DAT• New FCA option – on board bill of lading - explained• Any mode or modes of transport trade terms in detail, common problems explained• Marine delivery terms in detail, common problems explained• Traditional sea transport v. containerized shipments: FCA versus FOB; CPT and CIP v. CFR and CIF• Cargo Insurance – main aspects to consider, Institute Cargo Clauses A, B, C, additional risks covered• Incoterms® 2020 and documentary credits – common pitfalls and how to avoid them• Various practical scenarios discussed, problems in practice, examples
<p>Teaching Pedagogy</p>	<p>The session will be largely participatory and experiential in nature thorough the following ways:</p> <ul style="list-style-type: none">• Power point presentation• Discussions/Interactions• Experience Sharing• Reading material

About the Facilitator



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 and 2020 into Czech language. He has delivered numerous seminars on the Incoterms 2000, Incoterms 2010 and Incoterms 2020, 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 Banking Institute, 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 more than 60 countries of the world, among them, e.g.: Bangladesh, Cambodia, Vietnam, India, Sri Lanka, Nepal, China, Philippines, Singapore, Sierra Leone, Zambia, Uganda, Ghana, Mozambique, 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 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, Guarantees 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 is 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. He holds LL.M in “International Trade Law” from the leading Northumbria University in Newcastle, UK. Mr. Pavel Andrle can be contacted at pa@cmail.cz or andrle@icc-cr.cz