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# Workshop on Documentary Credits and Bank Guarantees, Introduction to Supply Chain Finance and Digitalization of Trade Finance

***New tools and solutions for International Trade Finance  
Practical one day workshop focusing on the most recent developments!***

With the downturn in the global economy and the resultant increase trade credit risk the importance of the application of international standards in documentary credit and guarantee operations is at all time high.

Participants will gain a solid knowledge of how to use documentary credits in day to day operational practice. This knowledge is of critical importance as the payment conditions and payment instruments play vital role for both exporter and importer, as well as providers of payment systems: bankers. Participants will be able to speak knowledgeably with trade bankers, contracting counterparts, shipping companies and other parties involved in the trade cycle, and use the documentary credits in a practical and informed manner. The workshop will be case study driven to achieve the maximum practical benefit in everyday Documentary Credit operations. The second part of the seminar is devoted to Guarantees and also Supply Chain finance. These rapidly growing financing services play more and more important role in most parts of the world. The participants will learn about their concepts and practical use in their everyday business operations.

This workshop will be of benefit to exporters and importers as well as professionals working in banks trade finance and risk management departments. It is also of interest to transport companies and other third party services providers who support exporters and importers in international trade. Banking and commercial lawyers will also gain an insight into developments in trade finance operations and understand how to apply the relevant rules in practice.

The correct understanding and interpretation of the practical rules for international trade finance is for all their users crucial. Not only banks, but also exporters, importers, traders, carriers, freight forwarders, insurance companies, legal counsels and advocates should gain deep and focused knowledge of them in order to be successful in their everyday business.

This practical and operational workshop is specifically designed to achieve just that. The seminar will be delivered by **Mr. Pavel Andrie who is active and well established international trade finance specialist and senior tutor with the *electronic Business School International*.**

English Language without (with) interpretation.

Target  
ParticipantsWorking  
Language

Dates and Venues

## Programme of the Workshop

....., 2020

### Documentary Credits, Bank Guarantees, Supply Chain Finance, Digitalization

**8:30-9:00 – Registration**

**9:00 - 09:10 – Opening session**

Welcome observation by the hosting organization

**09:10 – 10:30 – Documentary Credit Cycle, Obligations of the Banks**

**Import Documentary Credits in Practice, UCP 600, ISBP 745**

- Proper issuance of Credits – main mistakes in practice
- Proper Documentary Credit conditions in relation to transport and insurance documents, practical issues, examples, mistakes to avoid
- What went wrong – examples of errors in practice
- **Case Studies, Questions & Answers**

**10:30 – 10:50 – Contact break**

**10:50 - 12:00 – Export Documentary Credits in Practice, UCP 600, ISBP 745**

- Focus on Advising, Confirmation, Amendments
- Export Documentary Credits conditions, common problems and mistakes from Exporter's point of view
- Examination of Documents under Documentary Credits
- **Case Study, Questions & Answers**

**12:00 - 13:30 – Lunch**

**13:30 – 15:00 – Bank Guarantees in International Practice**

- Main features of international demand guarantee
- How to draft a advance payment guarantee, performance guarantee and payment guarantee?
- Proper wording of effectiveness clauses, reduction clauses, termination clauses
- Common mistake in practice
- **Questions & Answers**

**15:00 - 15:15 – Tea/Coffee Break**

**15:15 - 16:00 – Supply Chain Finance, new developments in trade finance:**

**Digitalization**

- Main methods of Supply Chain Finance
- Digitalization of trade finance – current developments
- electronic presentations: e-documents, e-bill of lading
- Blockchain – Trade finance on Blockchain - new trends and developments

**16:00 - 17:00 – Close – Questions & Answers Session and Wrap up**

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



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 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 URBPO**. Nowadays, he is a member of ICC **Task Force on Guarantees**, also a member of the new ICC Banking **Commission Consulting group for Forfeiting** (which developed the new ICC rules for Forfeiting 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 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. 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 great 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. 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 an active trainer under Global Trade Finance program 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. Mr. Pavel Andrle can be contacted at [pa@cmail.cz](mailto:pa@cmail.cz) or [andrle@icc-cr.cz](mailto:andrle@icc-cr.cz)