



**Confederation of Asia-Pacific  
Chambers of Commerce and Industry**

## **ADVANCED SEMINAR ON PAYMENT AND SECURITY INSTRUMENTS IN FOREIGN TRADE, TRADE FINANCE**

### **- One day practical workshop!**

#### **Learning objectives:**

1. Getting familiar with main international payment conditions, their features, inherent risk, costs.
2. Learn how to use properly various payment and security instruments such as documentary credits, guarantees, standbys.
3. Become aware of the main techniques of financing provided under documentary credits such as pre-shipment and post-shipment finance.
4. Learning about various receivable finance techniques and how to use them effectively.
5. Being informed about recent developments and trends in the area of international trade finance.

#### **Target group:**

- bankers working in trade finance, particularly in documentary payments, export/import finance departments;
- specialists in trade finance, front office bank specialists, relationship managers;
- bank lawyers, auditors, middle level management, corporate banking managers;
- corporate managers and specialists, above all those working in sales, finance, treasury, legal departments, exporters, importers, traders, etc.

**Language:** A good command of English is advised (if possible).

#### **Trainer: Mr. Pavel Andrie**

- international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o.;
- a Secretary to the Banking Commission of ICC Czech Republic and also to Commission on Commercial Law and Practice of ICC Czech Republic;
- frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris;
- certified ICC trainer on Incoterms 2020;
- frequent writer of articles in leading trade finance magazines;
- author of leading books on documentary credit operations and other trade finance products.

#### **Place & Date:**

.... 2023 – in the form of seminar, from 9:00 a.m. till 17:00 p.m.

# ADVANCED COURSE ON TRADE FINANCE

## CONTENTS

08:30 – 09:00	<b>Registration</b>
09:00 - 10:15	<b>Main Payment Methods in International Trade</b> <ul style="list-style-type: none"><li>○ Four main payment methods</li><li>○ Payment in advance: features, operation, risk, cost, mitigants</li><li>○ Documentary Collection: features, operation, risk, cost,</li><li>○ Collection terms D/P and D/A explained</li><li>○ Use of bill of exchange, proper issuance, endorsement, acceptance, payment, protest, avalisation</li><li>○ Documentary Credit: features, operation, risk, cost,</li><li>○ Questions &amp; Answers</li></ul>
10:15 – 10:30	<i>Break</i>
10:30 – 12:00	<b>Documentary Credits in Detail</b> <ul style="list-style-type: none"><li>○ Sight v. Usance Documentary Credits</li><li>○ Import Documentary Credit – application – proper conditions</li><li>○ Export Documentary Credit – proper terms and conditions</li><li>○ Documentary Credit as financing tool: negotiation, discounting, UPAS, forfaiting, pre-shipment finance</li></ul>
12:00 - 13:00	<i>Lunch break</i>
13:00 – 14:30	<b>Open Account Trading, Receivable Finance</b> <ul style="list-style-type: none"><li>○ Open Account Trading: features, operation, risk, cost, mitigants</li><li>○ Trade insurance: main features</li><li>○ Receivable finance: factoring, invoice discounting</li><li>○ Supply chain finance – main techniques</li><li>○ Beauty of receivable finance: cash flow impact – case study</li></ul>
14:30 – 14:45	<i>Break</i>
14:45 - 15:45	<b>Demand Guarantees and Standby Letters of Credit</b> <ul style="list-style-type: none"><li>○ Demand Guarantee: main features</li><li>○ Wording of Demand Guarantee</li><li>○ Main types of Demand Guarantees</li><li>○ Standby Letter of Credit: main features</li><li>○ Wording of Standby Letter of Credit</li><li>○ Cost, main risks</li></ul>
15:45 - 16:00	<i>Break</i>
16:00 – 17:00	<b>Trade Finance – New Developments</b> <ul style="list-style-type: none"><li>○ Digitalization of trade finance: case of electronic bill of lading</li><li>○ Trade finance digital platforms: examples of successful live platforms</li><li>○ Questions &amp; Answers</li></ul>
17:00	<b>Closing and Wrap up</b>



## COURSE FACILITATOR

Mr. Pavel Andrlé, 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. 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. **He is a certified ICC trainer on Incoterms 2020.** 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, training institutes and chambers of commerce world-wide.

Mr. Andrlé 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 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 (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. Andrlé 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](http://www.tradefinanceconsulting.com).