

 Webinar Series

18 PDUs | 3 PDUs per webinar

ICC Rules on Documentary Credit Transactions & Digitalization of Trade

6 Unique Webinars starting from

13 September – 24 September 2021

 Register Now

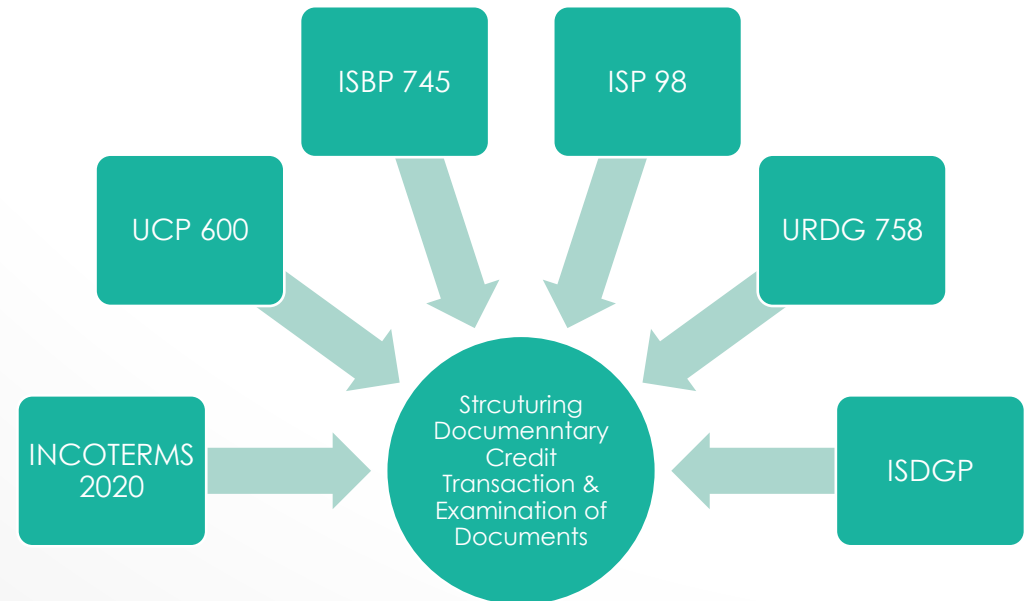
Domestic Guarantees and Indian Contract Act 1872

ICC Banking Commission opinions

Sanction Clause and Force Majeure

Trade Based Money Laundering

ICC initiatives on Digitization of Trade



HIGHLIGHTS

- ICC affiliated trainers with extensive experience of conducting trainings and reskilling sessions
- Designated trainers involved in ICC rule making and live projects which gives them in-depth understanding of the subject and are also up to date with the latest developments – globally as well as locally
- Practical case-based learning
- Learning centric approach – Q&A session part of the program and trainers also available for off-line discussion on few important issues if required
- LIBF certified – participants get a total of **18 PDUs** towards recertification

DISCUSSION TOPICS

- Structuring documentary credit transactions
 - Relevance of INCOTERMS 2020 in structuring letter of credit.
 - Impact of ambiguous/additional conditions in the letter of credit (LC) and its risk factors
 - Impact of sanction clause and force majeure
- Standards for examination of documents
 - UCP 600, ISBP 745, ISP 98
 - Court interventions in LC transactions
 - Complying presentation and disposal of discrepant documents
- Operational issues in Standby Credits
- Documentary credits under SWIFT 700 & 710 formats
- ICC Banking Commission opinions
- Guarantees
 - URDG 758 & ISDGP
 - Different stages of a demand guarantee transaction
 - Domestic Guarantees and Indian Contract Act 1872
- ICC initiatives on Digitisation
 - Initiatives and updates on ICC DSI
 - Impact of digitization on trade transactions
 - Stakeholders' familiarity with the digitalization initiatives
- Trade based Money Laundering (TBML)
 - Cases on use of documentary credit as conduit for TBML
 - Identifying TBML structures involving documentary credits
 - How to safeguard ourselves

Webinar Schedule



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3 PDUs

WEBINAR 1

BRIEF REFERENCE OF ICC RULES FOR TRADE INSTRUMENTS

 **Monday, 13 September 2021**

 **15:00 HRS (IST)**

Webinar Trainer – Mr. K. Parameswaran

15:00 – 15:05 Hrs

Welcome and opening address

15:05 – 16:20 Hrs

Session 1

- Documentary credit transaction from the initiation stage and closure.
- Significance of underlying (purchase order/confirmed order) in structuring letter of credit transaction.
- Relevance of INCOTERMS 2020 in structuring letter of credit.

16:20 – 16:30 Hrs

Q&A

16:30 – 16:40 Hrs

Session Break

16:40 – 17:55 Hrs

Session 2

- Processing of a letter of credit application and issuance of letter of credit
- Significance of underlying commercial contract in a documentary credit transaction – Art 4
- Discussions on one SWIFT 700 format – Each field with relevant UCP Articles

17:55 – 18:05 Hrs

Q&A

18:05 – 18:10

Closing remarks



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3 PDUs

WEBINAR 2

IMPACT OF AMBIGUOUS CONDITIONS IN DOCUMENTARY CREDIT

 **Wednesday, 15 September 2021**

 **15:00 HRS (IST)**

Webinar Trainer – Mr. K. Parameswaran

15:00 – 15:05 Hrs

Welcome and opening address

15:05 – 16:20 Hrs

Session 1

- Prescribing appropriate documents under Field No.46 A
- Impact of additional conditions – Field No. 47 A
- Impact of ambiguous conditions in the letter of credit and its risk factors
- Impact of non-documentary conditions – Art 14.h.

16:20 – 16:30 Hrs

Q&A

16:30 – 16:40 Hrs

Session Break

16:40 – 17:55 Hrs

Session 2

- Impact of sanction clause
- Standard for examination of documents – complying presentation and disposal of discrepant document – Art 14, 15 & 16
- Impact of 'force majeure' – Art 36- ICC guidance paper on force majeure

17:55 – 18:05 Hrs

Q&A

18:05 – 18:10

Closing remarks



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3 PDUs

WEBINAR 3

ICC INITIATIVES ON DIGITALIZATION

 Friday, 17 September 2021

 15:00 HRS (IST)

Webinar Trainer – Mr. Ganesh Vishwanathan

15:00 – 15:05 Hrs

Welcome and opening address

15:05 – 16:20 Hrs

Session 1

- How will digitalization impact trade transactions
- What are the roles of banks as intermediaries in an era of digitized trade?
- How are the stake holders placed to accept digitized documents?
- How familiar are the stake holders with the digitalization initiatives?

16:20 – 16:30 Hrs

Q&A

16:30 – 16:40 Hrs

Session Break

16:40 – 17:55 Hrs

Session 2

- How will digitalization impact international trade
- ICC Banking Commission opinions on selective cases
- Court interventions in LC transactions

17:55 – 18:05 Hrs

Q&A

18:05 – 18:10

Closing remarks



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3 PDUs

WEBINAR 4

EXAMINATION OF DOCUMENTS IN DOCUMENTARY CREDIT

 **Monday, 20 September 2021**

 **15:00 HRS (IST)**

Webinar Trainer – Mr. K. Parameswaran

15:00 – 15:05 Hrs

Welcome and opening address

15:05 – 16:20 Hrs

Session 1

- Documentary Credits in MT 710 and the precautions - Examination of documents with relevance to ISBP 745
- Practical exercise – Analysis of one export transaction under SWIFT 700 & 710 format with case study
- Precautions in handling LCs in MT 710 format

16:20 – 16:30 Hrs

Q&A

16:30 – 16:40 Hrs

Session Break

16:40 – 17:55 Hrs

Session 2

- Detailed discussions on ISBP 745 – International Standard Banking Practice on Examination of Documents under Documentary credit - with case study

17:55 – 18:05 Hrs

Q&A

18:05 – 18:10

Closing remarks



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3 PDUs

WEBINAR 5

TBML – IDENTIFICATION & SAFEGUARD

 **Wednesday, 22 September 2021**

 **15:00 HRS (IST)**

Webinar Trainer – Mr. Ganesh Vishwanathan

15:00 – 15:05 Hrs

Welcome and opening address

15:05 – 16:20 Hrs

Session 1

- Using Documentary Credits as conduits for TBML – Use Cases

16:20 – 16:30 Hrs

Q&A

16:30 – 16:40 Hrs

Session Break

16:40 – 17:55 Hrs

Session 2

- How to identify TBML structures involving Documentary Credits
- How to avoid getting involved in attempts to perpetrate TBML using Documentary Credits

17:55 – 18:05 Hrs

Q&A

18:05 – 18:10

Closing remarks



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3 PDUs

WEBINAR 6

INTRODUCTION TO URDG 758 & ISP 98

 **Friday, 24 September 2021**

 **15:00 HRS (IST)**

Webinar Trainer – Mr. K. Parameswaran

15:00 – 15:05 Hrs

Welcome and opening address

15:05 – 16:20 Hrs

Session 1

- Different stages of a demand guarantee transaction
- International Standard Demand Guarantee Practice (ISDGP)
- URDG 758 and local laws – legal cases

16:20 – 16:30 Hrs

Q&A

16:30 – 16:40 Hrs

Session Break

16:40 – 17:55 Hrs

Session 2

- Domestic Guarantees and Indian Contract Act 1872 (Amended) with specific reference to 'claim period'.
- Standby Credits – operational issues
- With relevant case studies

17:55 – 18:05 Hrs

Q&A

18:05 – 18:10

Closing remarks

Participation Fee

FEE STRUCTURE (PER WEBINAR PER DELEGATE)

	For up to two webinars	For up to five webinars	For all webinars
For Members	INR 3,600 + 18% GST	INR 3,400 + 18% GST	INR 3,200 + 18% GST
For Non-members	INR 4,000 + 18% GST	INR 3,800 + 18% GST	INR 3,600 + 18% GST

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Speakers

SPEAKERS



K Parameswaran

B.Sc, CAIIB, Master of Foreign Trade

He started his career as a banker and spent 30 years in banking. He is now practicing in the field of International Trade and Finance for more than 20 years. He conducts in house training program for companies and also advising companies on Regulatory Compliance issues, structuring trade transactions.

He organizes training programs for banks on regular basis (private, public sector and foreign banks).

He has been associated with ICC India for more than 20 years in organizing workshops sponsored by banks at various centers. Presently, he is one of the representatives of ICC India on the International Chamber of Commerce Banking Commission. He is also the officially ICC certified trainer on Incoterms 2020 in the Asia Pacific Region.

He has represented Indian Companies in International Arbitration proceedings as a domain expert on ICC Rules.

Associated with BAFT (Washington) and Indo German Chamber of Commerce, Confederation of Indian Industry, FIEO, Indian Customs and World Trade Centre.

At present, he is with S.P. Jain Institute of Management and Research, Mumbai as an Associate Professor Handling International Finance since 2001.



Ganesh Vishwanathan

**B.Sc; CAIIB; DEIM; CIPSP;
PGDSM-NMIS; CERTI.TBML;
CertiPAY**

He is a seasoned banking consultant with 40+ years of experience in the financial service industry, both within India as well as internationally, initially as a commercial lender, compliance and trade specialist and subsequently as a consultant, re-skilling specialist and anti financial crime trainer and investigator.

He carries with him a deep understanding of various nuances of International Trade, International Banking, Laws relative to Commercial Transactions, Frauds, Money Laundering in Trade, Financial Crimes etc.

With qualifications/experience in Banking, International Trade, Shipping, Marine Insurance, International Payment, Clearing and Settlement Systems, Commercial Lending, Compliance, Treasury and Risk Management, Trade Based Money Laundering, AML/CFT etc., he is uniquely placed to share his experiences and knowledge towards ramping up the participants skills in Banking, International Cash Operations, Commercial Lending, International Trade, Compliance & Risk Management and Financial Crimes specific to Asia Pacific.

He is also associated as a Subject Matter Expert and Senior Visiting Faculty with one of India's Leading Training and Development Institution among others. He undertakes pro bono assignments in the Learning & Development and Business Advisory services for clients based out of India, S.E. Asia. Additionally, he also associates himself with one of India's leading Management Institute as guest faculty for their PG Management Programs in the field of Commercial Lending, Compliance, Risk Management and International Trade.

He is also a member of the ICC India Banking and Finance Working Group.



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