



Удружење банака Србије п.у.  
Association of Serbian Banks b.a.

## Trade Finance Webinar

*Two-Day Course on Documentary Credits*

*with a Leading International Trainer/Consultant, Member of ICC Banking Commission  
organised by the Association of Serbian Banks*

### ***This webinar will focus on:***

- Documentary Credit practice
- Main problems and mistakes in import documentary credits
- Examples of wrong or problematic instructions in Applications to issue L/C
- Relationship between Incoterms, documents and documentary credits
- Main problems and mistakes export documentary credits
- Examples of wrong or problematic conditions in export documentary credits
- Examination of bills of lading – main problems in practice
- Interesting disputes regarding examination of documents presented under documentary credits – is it a valid discrepancy?
- Questions and Answers Session

### ***Speaker: Mr Pavel Andrlle***

- international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o., former trade finance banker;
- 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;
- 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.

***Place & Date:*** 11 September 2024 – in the form of webinar, from 9:00 a.m. till 16:30 p.m.

***Registration fee:*** 25000 RSD (VAT included)

***Registration link:*** <https://www.ubs-asb.com/dogadjaji/253-trade-finance-seminar>

***Session Language – English***

# ADVANCED COURSE ON DOCUMENTARY CREDITS & INCOTERMS 2020

## CONTENTS

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|---------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 08:30 – 09:00 | <b>Registration</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 09:00 – 10:00 | <b>Main changes in Incoterms 2020, impact on documents and documentary credits</b> <ul style="list-style-type: none"><li>○ Main changes in Incoterms 2020: DAT v. DAP, CIP v. CIF, New option for FCA</li><li>○ Main issues and errors regarding documents requested under L/Cs in relation to Incoterms</li><li>○ Incoterms 2020 and documentary credits</li></ul>                                                                                                                                                                                                                      |
| 10:00 – 10:15 | Break                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 10:15 – 11:00 | <b>Documentary Credit Cycle, Obligations of Banks, Import Documentary Credits in Practice, UCP 600, ISBP 821</b> <ul style="list-style-type: none"><li>○ Documentary Credit Cycle: issuance, advising, confirmation, amendments, drawings, settlement</li><li>○ Proper issuance of credits – main mistakes in practice from Importer's perspective</li><li>○ Understanding Application to issue Documentary Credit – Case Study</li><li>○ Proper Documentary Credit conditions in relation to transport and insurance documents, practical issues, examples, mistakes to avoid</li></ul> |
| 11:00 – 11:15 | Break                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 11:15 – 12:00 | <b>Export Documentary Credits in Practice, UCP 600, ISBP 821</b> <ul style="list-style-type: none"><li>○ Export Documentary Credits conditions, common problems and mistakes from Exporter's point of view</li></ul>                                                                                                                                                                                                                                                                                                                                                                     |
| 12:00 – 13:00 | Break for Lunch                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 13:00 – 14:30 | <b>Documentary Credits in Practice, UCP 600, ISBP 821</b> <ul style="list-style-type: none"><li>○ Examination Bills of Lading – main issues</li><li>○ Examination of Bills of Lading – case study</li></ul>                                                                                                                                                                                                                                                                                                                                                                              |
| 14:30 – 14:45 | Break                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 14:45 – 16:30 | <b>New ICC Opinions on Documentary Credits, ISBP 821 – new provisions explained</b> <ul style="list-style-type: none"><li>○ Recent ICC Opinions, Position Papers, Technical Advisors Briefings, ICC Guidance on sanction clauses, dual use goods, price checking</li><li>○ New ISBP 821 – inclusion of new ICC Opinions, eUCP update, electronic presentations, MLETR – new model law on electronic transferable records</li></ul>                                                                                                                                                       |
| 16:30         | <b>Closing and Wrap up</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |



## COURSE FACILITATOR

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 the 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 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 also been 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 for 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 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.

He 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 has been 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 training 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, a 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).