

SEMINAR ON ICC RULES FOR TRADE FACILITATION - DIGITIZATION OF TRADE AND CRYPTOS

15 October 2019 || MAYFAIR LAGOON, Jaydev Vihar, Bhubaneswar – 751013, Odisha

PROGRAMME

09:00 – 09:30 REGISTRATION

09:30 – 10:00 INAUGURAL SESSION

- ✓ **Welcome address** by ICC India
- ✓ **Context setting** by State Bank of India
- ✓ **Theme presentation** by Mr. K. Parameswaran, Corporate Advisor and Trainer, International Trade and Finance
- ✓ **Theme presentation** by Mr. Ganesh Vishwanathan, Consultant, Re-Skilling Specialist & Financial Crime Trainer, International Trade and Finance

10:00 – 11:45 SESSION 1 – Speaker – Mr. K. Parameswaran

Structuring Letters of Credit for import transactions & prescribing appropriate documents to safeguard the interest of the importer & Issuing Bank

With Case Studies

- ✓ Underlying commercial contract and documentary credit terms and conditions
- ✓ Impact of non- documentary conditions
- ✓ Certain mandatory conditions imposed by banks
- ✓ How to avoid ambiguity at the time of prescribing documents
- ✓ Court interventions in letters of credit transactions
- ✓ Examination of documents under documentary credit and disposal of discrepant documents

11:45 – 12:00 TEA / COFFEE BREAK

12:00 – 13:45 SESSION 2 – Speaker – Mr. K. Parameswaran

Handling letters of credit transactions from underdeveloped countries – Discussion on MT 710 format

With Case Studies

- ✓ At the time of receipt of letters of credit – from the beneficiary's perspective
- ✓ Presentation of documents – commonly observed discrepancies
- ✓ Application of ISBP 745 on examination of documents
- ✓ ICC Banking Commission opinions – April 2019 - Beijing deliberations
- ✓ Incoterms 2020- Latest Updates

13:45 – 14:30 LUNCH BREAK

14:30 – 16:15 SESSION 3 – Speaker – Mr. Ganesh Vishwanathan

Bank Guarantees and URDG 758 – Detailed discussion on some of the Articles of URDG 758 – India Perspective

- ✓ Domestic guarantees and Section 28 of Indian Contract Act 1872 (amendment)
- ✓ Court interventions in Bank Guarantee transactions – An examination of decisions rendered by Courts in India
- ✓ Trade based Money laundering – Demand Guarantees & SBLCs- Ring fencing a bank against TBML from banker's perspective – Scenario Analysis

16:15 – 16:25 TEA / COFFEE BREAK

16:25 – 17:55 SESSION 4 – Speaker – Mr. Ganesh Vishwanathan

Digitization in Trade Finance

- ✓ Role of Cryptos as an alternate for FIAT currencies in Trade Based Money Laundering
- ✓ Digitisation in Trade Finance and impact of Block Chain on Trade Products – upcoming developments, SWIFT Updates, E-STAMPING of Bank Guarantees

17:55 – 18:00 VOTE OF THANKS

SEMINAR SPEAKERS

Mr. K. Parameswaran

Corporate Advisor and Trainer, International Trade and Finance

Mr. K. Parameswaran is a leading Corporate Advisor and trainer in the field of International Trade and Foreign Exchange. He has over four decades of experience as a banker and corporate advisor in structuring high value import letters of credit.

Mr. Parameswaran has conducted more than 500 programmes on Trade Finance and Letters of Credit both for Public as well as for leading companies like Adani group, GSFC, GNPC, Jindal group, L & T group companies, Mahindra group, RPG group, Sun Pharma, TATA group companies, Thermax, ThyssenKrupp, Vedanta group, , WIPRO etc.

He is a regular faculty for the International Chamber of Commerce - India Chapter as well as leading banks, FEDAI and World Trade Centre, CII, FIEO, Institute of Chartered Accountants of India, etc. currently he is working as Associate Professor with S P Jain Institute of Management and Research, handling International Finance.

Mr. Ganesh Vishwanathan

Consultant, Re-Skilling Specialist & Financial Crime Trainer, International Trade and Finance

Mr. Ganesh Vishwanathan is a seasoned banking consultant with 39+ years of experience in the financial service industry, initially as a commercial lender, compliance and trade specialist and subsequently as a consultant, re-skilling specialist and financial crime trainer.

Mr. Vishwanathan honed his commercial lending skills while completed a 22-year career with India's leading Commercial Bank within India as well with their overseas banking office in New York, USA where he administered the loans, investments and trade finance portfolios for a period of approx. 5 years.

Mr. Vishwanathan carries with him a deep understanding of Commercial Lending as practiced under Common Law as well as under CFR and UCC. He also carries with him several years of experience of Capital and Current Account transactions relating to Foreign Exchange Management Act of India as well as the regulatory environment in USA, UK and Europe.

With qualifications/experience in Banking, International Trade, Shipping, Marine Insurance, International Payment, Clearing and Settlement Systems, Trade Based Money Laundering etc., Mr. Vishwanathan 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.

Clients include internationally known names such as Deutsche Bank, HDFC Bank, GenPac, Concentrix, State Bank of India, ICICI Bank, Accenture, Societe Generale, Union Bank of Switzerland, Catholic Syrian Bank, BNP Paribas, Citi Bank, DBS, Bank of America, Tata Motors, HSBC, Danske IT Services etc. to name a few.

Mr. Vishwanathan is also associated with SPJIMR, Mumbai 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.

CONTACT

For further details on seminar series, please contact:

Utpal Kant | Assistant Director

International Chamber of Commerce India | Federation House, Tansen Marg, New Delhi 110 001

T: +91 11 2348 7375 (D) | **M:** +91 98108 26430 | **E:** utpal.kant@iccindiaonline.org