



Webinar Series

# Critical Cases in Documentary Credit Transactions & Impact of Digitalization on Trade Transactions

webinar 1

Register Now



Friday, 6 August 2021



1400 HRS IST

webinar 2

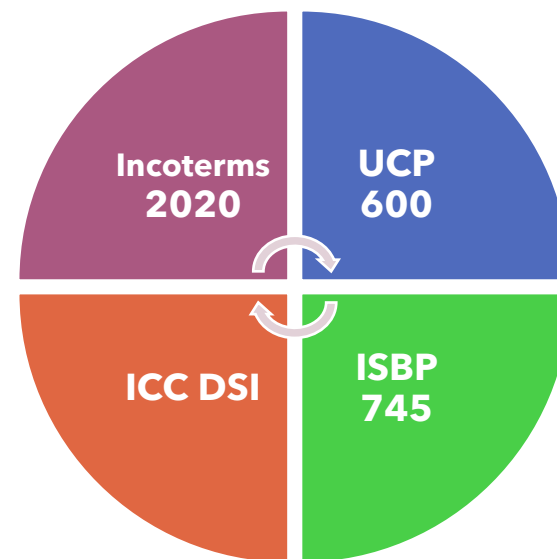
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Saturday, 7 August 2021



1400 HRS IST



Commercial Disputes

Risky Conditions

Documentary Credit

Digitalization

# **Objective & Outcomes**

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# Webinar Series Objectives

## Critical Issues in Documentary Credit Transactions – how to get the best effect of this instrument

When we analyze some of the Documentary Credit use cases, questions that come up are:

- Whether the documentary credits are drafted/structured in such a manner so that some of the terms and conditions cannot be complied with by the beneficiary?
- What are the roles of issuing banks in drafting such documentary credits?
- How are the beneficiaries accepting documentary credits with risky conditions? *Is it ignorance or overconfidence?*
- How familiar are the beneficiaries, with Documentary Credits as a trade product?
- Basic idea of ISBP 745 (International Standard Banking Practice on examination of documents under documentary credits)
- How are the negotiating banks / nominated banks handling such transactions and in some cases financing such transactions?

The objective of the sessions are to examine key concerns facing the stakeholders and help them alleviate the challenges with an intent to ensure a positive outcome.

## Digitalization of Trade Transactions

With the initiatives towards digitalizing trade gathering steam, questions that come up are:

- How will digitalization impact trade transactions?
- What are the roles of banks as intermediaries in an era of digitized trade?
- How are the stakeholders placed to accept digitized documents?
- How familiar are the stakeholders with the digitization initiatives?
- How will digitalization impact international trade?
- What are the initiatives and updates on ICC Digital Standard Initiative (DSI)?

The objective of this session is to examine key areas of concerns that agitate the minds of the stakeholders and to assess the impact of the ICC DSI initiatives on trade digitalization.

# Webinar Series Outcomes

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**Upon completion of the webinar, the participant will exhibit competence at basic levels with regard to the following:**

- Developing necessary skills which will assist the participants in avoiding conditions or structure which might result in unintended consequences.
- Developing the ability to adopt a cautious approach in handling such transactions
- Ability to understand the various nuances of trade digitalization
- Appreciate the benefits of the digitalization initiatives
- Participate in ensuring success of the digitalization initiatives
- Understand the impact and positive outcomes of trade digitalization

# **Program Schedule**

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# Webinar Series Program

## webinar 1

Friday, 6 August 2021

14:00 – 14:05 Hrs

Welcome and Opening Address

14:05 – 15:20 Hrs

Session 1 by Mr. K Parameswaran

- Basic understanding of Incoterms 2020 – its impact in structuring the required documents in a documentary credit.
- Import transactions with ambiguous terms and conditions.
- Inconsistency between the terms and conditions
- Deactivating application of some of the UCP 600 Articles and its impact
- With case studies

15:20 – 15:30 Hrs

Q&A

15:30 – 15:40 Hrs

Session Break

15:40 – 16:55 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- ICC's Digital Standards Initiative
- Digitization of trade documents
- Impact on Negotiable Instrument (Bill of Exchange) and commercial disputes

16:55 – 17:05 Hrs

Q&A

17:05 – 17:10 Hrs

Concluding remarks

## webinar 2

Saturday, 7 August 2021

14:00 – 14:05 Hrs

Welcome and Opening Address

14:05 – 15:20 Hrs

Session 1 by Mr. K Parameswaran

- Export transactions under documentary credit with involvement of multiple financial institutions – through MT 710 – Live cases
- Significance of KYCC in documentary credit transactions – especially in export transactions.
- Overview of eUCP version 2.0
- Discussion on critical cases with specific reference to ISBP 745 & ICC Banking Commission opinions.

15:20 – 15:30 Hrs

Q&A

15:30 – 15:40 Hrs

Session Break

15:40 – 16:55 Hrs

Session 2 by Mr. Ganesh Vishwanathan

- Benefits of digitalization of trade documents
- Neo Banking and Trade Digitization
- ICC's role in reducing Financial Crime Risks through Trade Digitization

16:55 – 17:05 Hrs

Q&A

17:05 – 17:10 Hrs

Concluding remarks

# Fee Structure

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# Fee Structure

## For Members

For One Webinar  
INR 2,700 + 18% GST

For both the webinars  
INR 5,000 + 18% GST

## For Non-members

For One Webinar  
INR 3,000 + 18% GST

For both the webinars  
INR 5,600 + 18% GST

# Payment Details

## Beneficiary

ICC India

ICC India GSTIN

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## Bank

Punjab National Bank  
Tansen Marg, New Delhi

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## webinar 2

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Saturday, 7 August 2021



1400 HRS IST

## Bank Account Details

Bank Account Number: 0359050003851

Bank Account Type: Current Account

Bank IFSC Code: PUNB0035920

Bank MICR Code: 110024771



# Speakers



**K Parameswaran**

**B.Sc, CAIB, 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; CAIB; 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.

Ganesh 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., Ganesh 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.

Ganesh 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.

Ganesh is also a co-opted member of the ICC India Banking and Finance Working Group.



The world business organization

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