

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

29 January 2020 || Fortune Park BBD Lucknow, 29/7, Rana Pratap Marg, Lucknow – 226001

PROGRAMME

09:00 – 09:30 REGISTRATION

09:30 – 10:00 INAUGURAL SESSION

- ✓ **Welcome address** by ICC India
- ✓ **Context setting** by SBI
- ✓ **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. Ganesh Vishwanathan

Digitization in Trade Finance

- ✓ Digitization of Trade Documents – The Beginning
- ✓ Supply Chain Mechanism – A peek into the fascinating world of Digitization of Trade Processes
- ✓ The Disruptors – Role of Fintech and Process Leaders in Digitizing Trade – Look up into their products
- ✓ How Blockchain and Cryptos are expected to revolutionize movement of Trade Documents and Value Settlement
- ✓ Initiatives by **SWIFT** and **ICC** – Aligning Industry Expectations
- ✓ Future role of Banks as Intermediaries in International Trade

With Case Studies

11:45 – 12:00 TEA / COFFEE BREAK

12:00 – 13:45 SESSION 2: Speaker – Mr. Ganesh Vishwanathan

Bank Guarantees and URDG 758 – Deep Dive on Critical Articles – India Perspective

- ✓ Bank Guarantees and Impact of amendment to Section 28 of The Indian Contract Act 1872
- ✓ Court interventions in Bank Guarantee transactions – An examination of decisions rendered by Courts in India
- ✓ E-Stamping of Bank Guarantees – The Digital Initiative and implications

With Case Studies

13:45 – 14:30 LUNCH BREAK

14:30 – 16:15 SESSION 3: Speaker – Mr. K. Parameswaran

Operational Issues in Structuring Documentary Credit for Import Transaction

- ✓ Impact of conditions which modifies application of UCP Rules
- ✓ Prescribing appropriate documents to safeguard the interest of the applicant and issuing bank
- ✓ Impact of non-documentary conditions
- ✓ Examination of documents and handling discrepant documents

Practical Exercise

16:15 – 16:25 TEA / COFFEE BREAK

16:25 – 17:55 SESSION 4: Speaker – Mr. K. Parameswaran

Examination of Documents Under Documentary Credit

- ✓ Discussions on Art 14 of UCP 600 with live examples
- ✓ ISBP 745 on Examination of documents under Documentary Credit
- ✓ Identifying valid discrepancies – From exporters view – how to avoid discrepant documents
- ✓ **INCOTERMS 2020** – A review

With Case Studies

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:

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