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

18 PDUs | 3 PDUs per webinar
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

• 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
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  • Cases on use of documentary credit as conduit for TBML
  • Identifying TBML structures involving documentary credits
  • How to safeguard ourselves

• ICC Banking Commission opinions
Webinar Schedule
## BRIEF REFERENCE OF ICC RULES FOR TRADE INSTRUMENTS

**Monday, 13 September 2021**

**15:00 HRS (IST)**

**Webinar Trainer** – Mr. K. Parameswaran

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<thead>
<tr>
<th>Time</th>
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<th>Content</th>
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<tr>
<td>15:00 – 15:05 Hrs</td>
<td>Welcome and opening address</td>
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<tr>
<td>15:05 – 16:20 Hrs</td>
<td>Session 1</td>
<td>• Documentary credit transaction from the initiation stage and closure.</td>
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<td>• Significance of underlying (purchase order/confirmed order) in structuring letter of credit transaction.</td>
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<td>• Relevance of INCOTERMS 2020 in structuring letter of credit.</td>
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<td>16:20 – 16:30 Hrs</td>
<td>Q&amp;A</td>
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<td>Session Break</td>
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<tr>
<td>16:40 – 17:55 Hrs</td>
<td>Session 2</td>
<td>• Processing of a letter of credit application and issuance of letter of credit</td>
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<td>• Significance of underlying commercial contract in a documentary credit transaction – Art 4</td>
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<td>• Discussions on one SWIFT 700 format – Each field with relevant UCP Articles</td>
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<tr>
<td>17:55 – 18:05 Hrs</td>
<td>Q&amp;A</td>
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<td>18:05 – 18:10</td>
<td>Closing remarks</td>
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# 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**
**WEBINAR 3**

**ICC INITIATIVES ON DIGITALIZATION**

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<td>15:05 – 16:20 Hrs</td>
<td>Session 1</td>
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<tr>
<td>15:05 – 16:20 Hrs</td>
<td>• How will digitalization impact trade transactions</td>
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<tr>
<td>15:05 – 16:20 Hrs</td>
<td>• What are the roles of banks as intermediaries in an era of digitized trade?</td>
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<td>15:05 – 16:20 Hrs</td>
<td>• How are the stake holders placed to accept digitized documents?</td>
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<td>15:05 – 16:20 Hrs</td>
<td>• How familiar are the stake holders with the digitalization initiatives?</td>
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<td>16:20 – 16:30 Hrs</td>
<td>Q&amp;A</td>
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<tr>
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Friday, 17 September 2021
15:00 HRS (IST)

Webinar Trainer – Mr. Ganesh Vishwanathan

3 PDUs
Welcome and opening address

Session 1

15:00 – 15:05 Hrs
Welcome and opening address

15:05 – 16:20 Hrs

• 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

• 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
### 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

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<td>15:05 – 16:20 Hrs</td>
<td>Session 1&lt;br&gt;• Different stages of a demand guarantee transaction&lt;br&gt;• International Standard Demand Guarantee Practice (ISDGP)&lt;br&gt;• URDG 758 and local laws – legal cases</td>
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<td>16:20 – 16:30 Hrs</td>
<td>Q&amp;A</td>
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<td>Session Break</td>
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<tr>
<td>16:40 – 17:55 Hrs</td>
<td>Session 2&lt;br&gt;• Domestic Guarantees and Indian Contract Act 1872 (Amended) with specific reference to ‘claim period’.&lt;br&gt;• Standby Credits – operational issues&lt;br&gt;• With relevant case studies</td>
</tr>
<tr>
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**Friday, 24 September 2021**

15:00 HRS (IST)

**Webinar Trainer** – Mr. K. Parameswaran

3 PDUs
Participation Fee
FEE STRUCTURE (PER WEBINAR PER DELEGATE)

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<th>For up to five webinars</th>
<th>For all webinars</th>
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<td>INR 3,600 + 18% GST</td>
<td>INR 3,400 + 18% GST</td>
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Payment Details

**Beneficiary**
ICC India

**Bank**
Punjab National Bank
Tansen Marg, New Delhi

**Account Details**
Bank Account Number: 0359050003851
Bank Account Type: Current Account
Bank IFSC Code: PUNB0035920
Bank MICR Code: 110024771

ICC India GSTIN
07AAATI1373C1Z3
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 programs for companies and also advising companies on Regulatory Compliance issues, structuring trade transactions.

He organizes training programs for banks on a 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 Institutions 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.