# **WORKSHOP ON ICC OPINIONS**

**Updated with Latest Opinions (Covering 2023)** 













The London Institute of Banking & Finance

"Registered with the LIBF as a course for the Certificate for Documentary Credit Specialist (CDCS), Certificate for Specialist for Demand Guarantee (CSDG) & Certificate in Trade Finance Compliance (CTFC) Re-certification programme"

# LEARNING OBJECTIVES

Upon completion of the programme, participants will be able to:

- Identify key issues using the correct interpretation of ICC Rules.
- Transform the ICC Case Studies/Opinions to build a better Trade Finance Compliance.
- Strengthen their knowledge and understanding in applying the correct rules of UCP600 & ISBP821.
- · Acquire the right techniques in approaching the discrepancies and how to rebut them effectively.
- Make a clear decision when faced with discrepancies in the documents.

# LEARNING CONTENTS

# Bill of Lading

Did the bill of lading need to indicate shipment by a regular liner vessel?

Has an agent signed on behalf of the named carrier?

Can an on board notation be satisfied by a date in a box labelled "Shipped on Board Date"?

Bill of lading marked "vessel under arrest"?

Can a copy of a bill of lading be signed in the capacity of forwarder?

Does a bill of lading marked "free our" comply with the trade term "CPT Alexandria, Egypt without unloading cost"?

# Charter Party Bills of Lading

Marked page "01" but no mention of page "02"

Showing amount of freight paid and credit number as party of the beneficiary's endorsement Charter party bill of lading is signed by the master and bears a stamp showing the name of the vessel and "on behalf of owner" and the word "Master". Is there a conflict of signing capacity?

Charter party bill of lading is signed by the master and bears a stamp showing the name of the vessel and what appears to be the name of the owner or shipping company. Is there a conflict of signing capacity?

#### Commercial Invoices

What is sworn?

Does the detailed description of goods indicate a different nature or classification of the goods?

Credit indicates Incoterm as FOB Singapore whereas the beneficiary has stated FCA Singapore Changi Airport

### Conflict of data

Purchase order number shown differently on packing list

Certificate of Origin referring to different version of packing list/weight memo

Certificate of Quality showing various specification reference numbers whereas the credit only refers to one method

# Credit underdrawn/Short drawing/Short shipment

Credit amount is "not exceeding", quantity of goods +/-10%, final shipment certificate presented, drawing is almost US\$2million less than credit amount.

Credit permits partial shipments and only 360 bags out of 500 bags of goods shipped with no further shipment certificate issued.

# Discrepant documents

Reduced settlement and conditional release of documents.

Refusal with 6 discrepancies covering inconsistent and differing data.

Must an issuing bank raise a refusal notice in order to claim its discrepancy fee?

Refusal with 9 discrepancies covering inconsistent and differing data.

Documents sent on approval basis and received by issuing after expiry, must it examine the documents?

# Insurance

Shipment advice to insurance company indicating wrong value of goods.

Can two insurance documents printed "black on white" be considered as original documents?

Does an insurance document signed by a proxy need to name the proxy?

Determining the number of original insurance documents that are to be presented.

Did the insurance policy quote the correct date of shipment?

# Latest ICC Opinions covering:

470/TA865rev2

470/TA871rev

- 470/TA875rev
- 470/TA870rev
- 470/TA876rev
- 470/TA877
- 470/TA872 470/TA878rev
- 470/TA927/927rev
- 470/TA932

- 470/TA929

470/TA928

470/TA930

470/TA934

470/TA933

470/TA873rev

470/TA931



Certified Documentary Credit Specialist, CDCS
Certificate for Specialists in Demand Guarantee, CSDG
Certificate in Trade Finance Compliance, CTFC
Qualified Trade Finance Specialist, QTFS

Certified Trainer for HRDF (Human Resource Development Fund)

Diploma in Banking and Finance offered by IBBM

Diploma for Qualified Trade Finance Specialists (QTFS)

MBA Finance by Multimedia University (MBA Finance)

Advisor for Special Project on Certified in Document Checking Specialist, CiDCS

Appointed member of Disciplinary Board for BAR Council Malaysia

Associate Member of Association of Shariah Advisors in Islamic Finance Malaysia

Founder for Special Project on Certified Trade Finance Specialist, CTFS

Member of ICC Malaysia

Member of ICC Malaysia - Banking Accreditation Committee

Member of ICC Malaysia - Banking Technical Committee

Member of Technical Advisory Briefing

Member of the London Institute of Banking & Finance, MLIBF

Panel Reviewer for Professional Banker Examination by AICB, Asian Institute of Chartered Bankers

Panel Trainer for IBFIM, Islamic Banking & Finance Institute Malaysia

Panel Trainer for Professional Banker Qualification for AICB, Asian Institute of Chartered Bankers

Panel Trainer for training programmes for ABS, Asian Banking School Sdn Bhd

Senior Associate of Institute Bankers of Malaysia, AIBM (Sr)

The London Institute of Banking & Finance

Qualified Trade
Finance Specialist



as being appropriate additional resou for students undertaking its CDCS\* qualifications.

He is a Certified Documentary Credit Specialist (CDCS), Certified Specialists in Demand Guarantee (CSDG), Certified Trade Finance Compliance (CTFC), Qualified Trade Finance Specialist (QTFS) and a Senior Associate of IBBM. He also holds a Master Degree in Business Administration specializing in Finance from the Multimedia University. In addition, Mr. Imran has been appointed as Member of the Investigating Tribunal Panel for Advocates & Solicitors Disciplinary Board (Bar Council Malaysia) since 2005.

Haji Imran has more than 28 years of experience in the banking and finance industry.

He is a current practitioner and has vast experience in conducting various in-house and public programmes on Letter of Credit, Maximise use of Trade Finance Facilities, Operational Issues on Bills of Lading, Demand Guarantees, How to an Effective Trade Managers, Risks in International Trade Finance, Structured and Warehouse Trade Financing, Certified Documentary Credit Specialist in International Trade Finance and many more. He had conducted numerous trade finance programmes for financial institutions, banks, MNCs and SMEs. He uses mind mapping, practical examples and accelerated learning methods in his training.

He has worked with various international banks since 1990 which includes Bank of New York, HSBC and SCB. He was appointed as Head of Training and Development for Scope International (M) Sdn Bhd in order to set-up the TTD (Technical Training & Development). As the Senior Manager he has managed Trade Businesses Operations covering Asia Pacific region, Oman, Qatar, UK and US. Based on his exposure and experience, he has developed the Certified Trade Finance Specialist for practioneers to acquire competencies, knowledge and securing a job in Trade Services related industry.

Additionally, Haji Imran is a panel trainer for Asian Banking School Sdn Bhd (previously known as Institute Bankers Malaysia since 2000) and panel reviewer and trainer for Professional Banker qualifications. He also acts as a Special Advisor for Fadilah & Hood, a local law firm, in the areas of International Trade Finance and Banking Operations.

Trade Quest Management Sdn Bhd (TradeQuest) awarded as **ALSP** 

- Accredited Learning Support Provider by LIBF, London Institute Banking and Finance, UK.

# Trade Quest Management Sdn Bhd (1163798V)

# **Programme Registration Form**

#### **TERMS & CONDITIONS**

For attendance less than 75%, TradeQuest will bill the bank/company directly for the full amount.
For non-attendance programme under HRD Corp grant approval, we will charge an administrative fees and hotel charges amounting to RM500-00.
The said amount will be billed to the bank directly.

#### FEES

The programme is subject to 6% SST.

#### CONFIRMATION

We will issue you an email to confirm receipt of your registration form followed by an invoice. An email notification with the programme details will be sent nearing the scheduled programme date.

# IDENTIFYING INFORMATION

Information collected in this form is used for registration purposes by Trade Quest Management Sdn Bhd for training.

#### NO REFUND will be

made for non-attendance on the day. We welcome a substitute participant if you cannot attend.

#### TRADE QUEST MANAGEMENT SDN BHD RIGHTS AND RESPONSIBILITIES

Trade Quest
Management
Sdn Bhd reserves the
right to change,
reschedule or cancel a
programme if necessary.
In such a case, we will
make every effort to
notify you and arrange
for refund where
applicable.



Please return your completed form by email to wana@tradequest.com.my or fax it to +607-4332888

# PROGRAMME DETAILS

Programme name:	Norkshop on ICC Opinions – Updated with Latest Opinions
Date:	Venue:

Please register the following participant(s). (If space is insufficient, attach a separate list)

	Name	Designation	H/P No.	Email
1.				
2.				
3.				
4.				
5.				

### **PAYMENT**

		Ву	cheque
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Please send your cheque made payable to "**Trade Quest Management Sdn Bhd**" along with a copy of the completed Registration Form to the following address:

No. 19A, 1st Floor, Jalan Kundang 1, Taman Bukit Pasir, 83000 Batu Pahat, Johor Darul Takzim.

# By bank transfer

Please ensure that you send a copy of the pay-in slip / remittance advice along with a copy of the completed Registration Form by fax to 07-4332888 or email to wana@tradequest.com.my

Bank Account details:

A/C Name : Trade Quest Management Sdn Bhd Bank : AmBank Islamic Berhad

A/C No. : **888-101-380820-8** Address : 178, Jalan Rugayah, 83000 Batu Pahat, Johor.

SWIFT : ARBKMYKL

### HRD CORP CLAIMABLE COURSE SCHEME BY PSMB.

TRAINING PROGRAMME NO: 10001153178

Note: Please be guided by HRD Corporation instructions on training grant applications.

Non-compliance will result to non-payment by HRD Corp and the employer will be personally liable.

Course fees : RM + 6% SST

Note:

**CANCELLATION POLICY:** Cancellation must be in writing to Trade Quest Management Sdn Bhd. Registration may be transferred to another person at no extra charge.

The refund policy is: Within 2 days of event - no refund. Between 3-6 days - 50% refund. 7 days prior to event - full refund.

# Submitted by the authorized person:

Name :	Designation :				
Company :					
Address:					
Tel No. :	E-mail :				

Authorize Signature(s) and Company Rubber Stamp