



# International Standard Demand Guarantee Practice (ISDGP)

## Programme Description

The International Standard Demand Guarantee Practice for URDG 758 (ISDGP) is a companion document to the ICC Uniform Rules for Demand Guarantees 758 (URDG).

ICC Banking Commission has approved the new ISDGP on 31 March 2021. This new ICC publication is a statement of best practice that supplements the URDG by identifying and recording best practice in relation to the URDG Rules and beyond.

The workshop will facilitate the participants to understand how the rules and practices codified in the URDG are to be applied in light of the ISDGP for trade finance.

Overall it helps participants to have a clear understanding and applications.

Organized by Certified Training Provider



**TradeQuest**  
MANAGEMENT SDN BHD

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) Re-certification programme”*

Please email your completed registration form to [wana@tradequest.com.my](mailto:wana@tradequest.com.my) or fax it to +607-4332888.

**Organizer : TRADE QUEST MANAGEMENT SDN BHD - Lines to Call: +6016-753 3763 or +6012-784 8988**

## Learning Objectives

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

- Appreciate the usage and purpose of ISDGP.
  - Illustrate and able to explain how and why ISDGP supplement the URDG758.
  - Describe and clarify the usage of relevant references of ISDGP on URDG758.
  - Be familiar and effective in using the ISDGP
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## Learning Contents

- The purpose and Application of ISDGP.
  - Various Definitions
  - Drafting the Guarantee
  - Issuing the Guarantee
  - Advising the Guarantee
  - Amendments
  - Presentation
  - Demands
  - Extend or Pay Demand
  - Examination
  - Payment
  - Non-Complying Demand, Waiver and Notice
  - Reduction and Expiry of a Guarantee
  - Force Majeure
  - Transfers
  - Assignment of Proceeds
  - Miscellaneous
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## Target Audience

Trade Marketing Team, Sales Team, Credit & Marketing Officers, Relationship Managers, Product Development, Staff Issuing Guarantee, Trade Managers & Staff, AML Staff, Branch Managers, Senior Manager Trade, FI & Correspondent Banking Staff, **existing CDCS and CSDG holders**

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## Training Methodology

Simulating lecture, analytical learning through Case Studies, Group Discussion, Experience Sharing and Q&A

**100% HRD Corp Claimable Course Scheme by PSMB.**

**Training Programme No.: 10001288681**

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



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## Expert Course Director



### Haji Muhammad Imran Raja

[AIBM (Sr), MBA Finance (MMU), CDCS, CSDG, MLIBF]

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*Certified Documentary Credit Specialist, CDCS*  
*Certificate for Specialists in Demand Guarantee, CSDG*  
*Senior Associate of Institute Bankers of Malaysia, AIBM (Sr)*  
*MBA Finance by Multimedia University (MBA Finance)*  
*Certified Trainer for HRDF (Human Resource Development Fund)*  
*Appointed member of Disciplinary Board for BAR Council Malaysia*  
*Member of ICC Malaysia*  
*Member of ICC Malaysia - Banking Technical Committee*  
*Member of ICC Malaysia - Banking Accreditation Committee*  
*Member of Technical Advisory Briefing*  
*Associate Member of Association of Shariah Advisors in Islamic Finance Malaysia*  
*Member of the London Institute of Banking & Finance, MLIBF*  
*Advisor for Special Project on Certified Document Checking Specialist, **CDCS***  
*Founder for Special Project on Certified Trade Finance Specialist, **CTFS***  
*Panel Trainer for training programmes for ABS, Asian Banking School Sdn Bhd*  
*Panel Reviewer for Professional Banker Examination by AICB, Asian Institute of Chartered Bankers*  
*Panel Trainer for Professional Banker Qualification for AICB, Asian Institute of Chartered Bankers*

Haji Imran has more than 28 years of experience in the banking and finance industry. His expertise covers, trade sales, trade operations, business financing as well as training and development. 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, Demand Guarantees, How to improve cash flows, Personal Data Protection Act, SME Financing Needs, Risks in International Trade Finance, Structured and Warehouse Trade Financing and other related topics. He had conducted numerous trade finance programmes for financial institutions as well as their customers. He uses mind mapping, practical examples and accelerated learning methods in his training.

He has worked with various international banks since 1990 which includes 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). In the past 10 years, as the Senior Manager he managed Trade Businesses Operations covering Asia Pacific region, UK and US.

Based on his exposure and experience, he has developed the **Certified Trade Finance Specialist** which has helped many practitioners to acquire knowledge and competencies in Trade Services.

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.

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

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## 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](mailto:wana@tradequest.com.my) or fax it to **+607-4332888**

### PROGRAMME DETAILS

Programme name: **International Standard Demand Guarantee Practice (ISDGP)**

Date: .....

Venue: .....

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

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

### PAYMENT

**By cheque**

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](mailto:wana@tradequest.com.my)

#### Bank Account details:

A/C Name : Trade Quest Management Sdn Bhd  
A/C No. : 888-101-380820-8

Bank : AmBank Islamic Berhad  
Address : 178, Jalan Rugayah, 83000 Batu Pahat, Johor.  
SWIFT : ARBKMYKL

**HRD CORP CLAIMABLE COURSE SCHEME BY PSMB.**

**TRAINING PROGRAMME NO: 10001288681**

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

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