



Trade Finance Course

Update on Recent Developments in Demand Guarantee World

with a Leading International Trainer and Consultant

Member of ICC Banking Commission

organized by ICC Poland on 1 October 2025

This Briefing will focus on:

- Recent developments in the area of demand guarantees and standby letters of credit:
 - ISDGP – International standard demand guarantee practice - supplement to URDG 758 – practical provisions explained
 - URDG 758 Rules related to issuance, effectiveness, reduction, termination and demands explained with examples
 - Recent interesting court cases involving demand guarantees
 - Are electronic guarantees becoming common practice? Experience from the Czech Republic
 - Main issues related to standbys subject to UCP 600 and ISP98
- Discussion

Speaker: Mr. Pavel Andrie

- international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o., former trade finance banker;
- Secretary to the Banking Commission of ICC Czech Republic and also to Commission on Commercial Law and Practice of ICC Czech Republic;
- frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court;
- certified ICC trainer on Incoterms 2020;
- frequent writer of articles in leading trade finance magazines;
- author of the best-selling practical publications on “**Examination of Documents under Documentary Credits**” and “**Documentary Credits in Practice**”. The publications explain very complex rules and practices related to examination of documents presented under documentary credits and other documentary credit operations in practical fashion.

Place & Date:

1 October 2025 – in the form of in person session, from 9:00 a.m. till 16:30 p.m.

Session Language – English

ADVANCED COURSE ON DEMAND GUARANTEES

1 October 2025
CONTENTS

08:30 – 09:00	Registration
09:00 – 10:30	Demand Guarantees subject ICC Rules for Demand Guarantees URDG 758 as further explained by ISDGP <ul style="list-style-type: none">• Applicability of URDG 758 and ISDGP, concept of ISDGP explained• Issuance, Advising, Amendments, Indirect Guarantees
10:30 – 10:45	<i>Break</i>
10:45 - 12:00	Demand Guarantees subject ICC Rules for Demand Guarantees URDG 758 as further explained by ISDGP <ul style="list-style-type: none">• Clauses regarding coming into force• Clauses regarding reduction of amount• Clauses regarding termination, extension• Presentations• Demands, Extend or Pay demands• Examination of Demands• Examples, cases, problems in practice
12:00 - 13:00	<i>Break for Lunch</i>
13:00 – 14:30	Electronic Guarantees, Disputes on Demand Guarantees <ul style="list-style-type: none">• Electronic guarantees as per URDG 758 and ISDGP• Electronic Guarantees – practice in Czech Republic (related to public tenders)• Interesting court cases, disputes, recent DOCDEX Cases on URDG 758 Guarantees• Questions & Answers
14:30 - 14:50	<i>Break</i>
14:50 – 16:30	Demand Guarantees in Practice <ul style="list-style-type: none">• Demand Guarantees in construction business• More beneficiaries, more applicants – guarantee on behalf of a consortium• Indirect Guarantees – main issues• Questions & Answers
16:30	Closing and Wrap up



COURSE FACILITATOR

Mr. Pavel Andrlé, BSc., LL.M is well established international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o., a consulting company. He is also a **Secretary to the Banking Commission of ICC Czech Republic** which he regularly represents at the ICC Banking Commission meetings abroad. He chaired the working groups of ICC CR which revised translations of UCP 500, UCP 600, eUCP, ISP98, URDG 758 and other Banking Commission documents into Czech language. He has been deeply involved in the revision of UCP as **a member of UCP 600 Consulting group** being formed by over forty experts from all over the world.

He was involved in development of URBPO as a member of the ICC Banking Commission **Consulting group on BPO**. Nowadays, he is a member of ICC **Task Force on Guarantees**, also a member of the new **Global Supply Chain Finance Forum** (which includes former ICC Banking Commission Consulting group for Forfaiting which developed ICC rules for Forfaiting in cooperation with former IFA, today's ITFA). **In years 2010-2011 he also served as a member of the ICC Banking Commission Group of Experts which drafted the official ICC Banking Commission Opinions on ICC Rules.**

Mr. Andrlé worked closely with Mr. Miroslav Subert, a member of the Incoterms 2010 Drafting Group, during the revision of Incoterms and has cooperated in the official translation of Incoterms 2010 and 2020 into Czech language. He has been also involved in the revision of Incoterms 2020. He has delivered numerous seminars on Incoterms 2000, Incoterms 2010 and recently on Incoterms 2020, both in Czech Republic and abroad. **He is a certified ICC trainer on Incoterms 2020.** In October 2014, Mr. Andrlé was appointed as a Secretary to the Commission on Commercial Law and Practice of ICC Czech Republic.

Mr. Pavel Andrlé is an international trade and finance consultant and lecturer. He has worked for a number of leading local and international banks in various positions (for instance as trade finance specialist, head of trade finance, trade finance risk manager, in-house trainer). Frequent Lecturer in Documentary Credits, Bank Guarantees & Trade Finance for the Banking Institute, Institute of Foreign Trade Transport & Forwarding, ICC CR and Chamber of Commerce of Czech Republic. He is a regular facilitator in seminars abroad in English for ICC National Committees, bank associations, training institutes and chambers of commerce world-wide.

Mr. Andrlé has conducted seminars held in more than 65 countries of the world, among them: Bangladesh, Cambodia, Vietnam, India, Sri Lanka, Nepal, China, Philippines, Singapore, Sierra Leone, Zambia, Uganda, Ghana, South Africa, Nigeria, Albania, Poland, Serbia, Bulgaria, Romania, Slovakia, U.K., Ireland, Lithuania, Latvia, Malta, Georgia, Croatia, Turkey, Russia, Mongolia, Uzbekistan, Azerbaijan, UAE, Trinidad and Tobago, Dominica, etc. He is author of the publication *"Documentary Credits – a Practical Guide"* published by Grada Publishing, a.s. (7 editions). He has written a *"Commentary to UCP 500 in the light of ISBP and other ICC Banking Commission documents"* and *"Commentary to UCP 600"* published by ICC CR (all in Czech language). He wrote book on **"Examination of documents under Documentary Credits"** which has been published in two editions (in English language). Most recently (Feb. 2021) he published another English book **"Documentary Credits in Practice"**.

He is appointed ICC CR expert to reply to enquiries related to Documentary Credits and Trade and Structured Finance – development of technical assistance consultancy services of ICC CR to banks, carriers, insurance companies and traders. It includes advisory services and in-house technical assistance in banks and companies.

He is a frequent DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris, also an arbitrator with Vilnius Arbitration Court, Lithuania. He has been active trainer under Global Trade Finance program of IFC (International Finance Corporation – a member of World Bank Group). He has delivered trainings and/or consultancy services to many other DFIs (developing financial institutions).

In November 2018 he joined DCW (Documentary Credit World, the world leading magazine on documentary credits, standbys and guarantees) Editorial Advisory Board. Mr. Andrlé also serves at the lead tutor in the Finance of International Trade with the *electronic* Business School International. He is also Business Development director with TradeAssets, blockchain based digital platform for distribution of trade assets.

More about his activities and his contact details can be found at www.tradefinanceconsulting.com.