



ICC Kenya invites you to the Seminar on New Revision of the International Trade Terms



What you need to know to make your international trade deal successful?

This one day training on Contract of Sale and ICC Rules Incoterms 2020 is a must for:

- exporters, importers and traders;
- carriers, freight forwarders, insurance companies;
- specialists in trade finance, bank risk managers, internal auditors;
- lawyers, advocates, academics;

The international commercial terms 2020 have been applicable starting January 1st 2020. Although changes are relatively small in comparison with the ones of 2010, however, detailing their specifications is a must in the international business world.

In fact, through this seminar exporters, importers, traders, specialists in logistics, cargo insurance, bankers and many other interested business people will keep safe themselves or their customers (buyer or seller) by knowing the right and most adequate advice/solution to the specific needs and therefore being protected against technical risks and ambiguities which frequently arisen.

The new Incoterms will be explained in detail, practical scenarios will be discussed. And most importantly your questions/worries will be answered and remedies will be outlined.

Major Outlines:

- **Understand the context in which the Incoterms® rules are used**
- **Define what the Incoterms® rules are, their use, and their legal framework**
- **List the Incoterms® 2020 rules and their main features**
- **Differentiate between the obligations under each of the Incoterms® 2020 rules**
- **Identify the Incoterms® 2020 rules to be used in various situations**

Seminar Language – English with no translation!

Learning objectives:

1. Introduce the main aspects of contract of sale, related risks, main problematic issues.
2. Familiarize participants with trade terms as per Incoterms and above all with new revision Incoterms 2020 – their practical impact on international trade and finance.
3. Learn about the relationship of payment terms to trade terms – Incoterms 2020.

Target group:

- corporate managers, traders, exporters, importers;
- carriers, freight forwarders, cargo insurers;
- bankers working in trade finance, particularly in documentary payments, guarantees and export/import finance departments;
- specialists in trade finance, front office bank specialists, relationship managers;
- bank lawyers, auditors, middle management, corporate banking managers;

Language: A good command of English is advised (if possible).

Trainer: Mr. Pavel Andrie

- international trade finance advisor, consultant and trainer, founder & owner & director of Trade Finance Consulting, s.r.o.;
- a 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, ICC Paris; certified ICC trainer on Incoterms 2020; frequent writer of articles in leading trade finance magazines;
- author of leading books on documentary credit operations and other trade finance products;
- 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 July 2026 (one day) – in the form of seminar, from 09:00 till 17:00 hrs.

ADVANCED SEMINAR ON CONTRACT OF SALE & INCOTERMS 2020

1 July, 2026

09:00 - 09:05 – Welcome remarks from the hosting organization

09:10 - 10:30 – Introduction: Main contract obligations of Seller and Buyer

- Outline of main risks in international trade and how to tackle them
- Objectives of the contractual parties (Buyer and Seller) to a trade transaction and their relevance to Incoterms
- Main contract terms and conditions, Model contracts to learn from
- Delivery terms - best practices – Incoterms 2020
- Incoterms 2020 – what do they cover and what not?
- Incoterms 2020 as part of the contract of sale and relations with other relevant contracts
- Remedies for breach of contract, importance of force majeure clauses

10:30 - 10:45 – Tea/Coffee Break

10:45 - 12:00 – Delivery terms in detail – Incoterms 2020 Revision discussed

- Incoterms 2020 revision – changes in Incoterms 2020 explained
- Any mode or modes of transport trade terms in detail
- New FCA option – on board bill of lading – explained
- Practical experience with new Incoterms 2020 – focus on EXW, FCA, CPT, CIP, DAP, DPU and DDP, examples

12:00 - 13:30 – Lunch

13:30 - 15:00 – Delivery terms in detail – Incoterms 2020 Revision discussed

- Marine delivery terms in detail
- Traditional sea transport v. containerized shipments: FCA versus FOB, CPT and CIP v. CFR and CIF
- Cargo Insurance – main aspects to consider
- Institute Cargo Clauses A, B, C, additional risks covered
- Practical experience – focus on FAS, FOB, CFR and CIF, examples

15:00 - 15:20 – Tea/Coffee Break

15:20 - 16:30 – Delivery terms and Payment conditions in detail – important linkage

- Each delivery condition and its linkage to the payment conditions
- Cargo Insurance – main aspects to consider
- Incoterms 2020 and cargo insurance, Institute Cargo Clauses
- Incoterms and customs clearance
- Changes in Tariffs – watch out!
- Questions & Answers Session

16:30 - 17:00 – Questions & Answers Session

17:00 – 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). Recently (Spring 2024) he was appointed to a new role as vice-chair of ICC Banking Commission ISBP Educational Project.

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.