

**DOCUMENTARY CREDIT AND BANK GUARANTEES: MAGHREB AND MIDDLE EAST SPECIFICITIES**

To know the specificities of these techniques in the Maghreb and the Middle East countries in order to reduce the risks of the exporter

**PUBLIC**

Bank executives, administrative and financial collaborators of the export departments dealing with Maghreb and Middle East countries

**OBJECTIFS**

To better know documentary credits and bank guarantees

To know the characteristics of these instruments in the Middle East and in Maghreb countries

To reduce the risks of the exporter within the framework of the use of these procedures

**PRE-REQUISITE**

To be familiarized with the use of the documentary credit and the bank guarantees

**TEACHING METHOD**

Pragmatic intervention nourished of concrete cases. Technical contributions, talks/discussions, case studies. The goal is to make the participants react on concrete cases enabling them to be operational as of their return in the company.

**DURATION** : 1 day

**PROGRAM**

**I Reminders on the documentary credit**

Basic mechanism

The contents of the documentary credits and the documents to be presented

The openings SWIFT MT 700

Applicable rules: UCP 600 and ISBP 745

The different forms of payment

The confirmation (traditional and silent confirmation)

Advantages and inconveniences of the documentary credit

The irregularities and their impacts on the course of the documentary credit

Examples of L/Cs (case studies)

## **II The standby L/C**

Definition

Mechanism

The call of the standby L/C

Examples of standby L/Cs

## **III The geographical approach of the documentary credit**

Particularities of the documentary credits in the Maghreb countries

Particularities of the documentary credits in the Middle East

## **IV Bank guarantees**

The different types of guarantees

The legal typology of the guarantees

The reduction of the risks for the exporter

## **V The geographical approach of the guarantees**

Particularities of the guarantees in the Maghreb and the Middle East countries

**SPEAKER** : Ange Cubeddu – Consultant

**Contact:** [ange.cubeddu@adelformation.com](mailto:ange.cubeddu@adelformation.com)