# WinTrade



Import Letters of Credit User Guide
New Zealand

The information contained in this publication is provided for learning purposes only and is subject to change. Revisions may be issued from time to time that encompass changes or additions to this module.

This is a guide only and it is not comprehensive. It does not impinge on or overrule any formal WinTrade<sup>®</sup> arrangement you may enter into with the Bank. The Bank and its officers shall not have any liability for any losses of any kind incurred in connection with any action, inaction or decision taken in reliance on the information herein or for any inaccuracies, errors or omissions.

In this publication references to the "Bank" are to Westpac Banking Corporation (acting through its New Zealand branch) ABN 33007457141, incorporated in Australia.

All intellectual property in this document, any trademarks or brands represented in this document or on systems, services and products described in this document are the property of the Bank. Nothing in this document will transfer or shall be deemed to transfer title to that intellectual property.

WinTrade is a licensed system from BT Systems, LLC.

Issue date: 19/10/22 Version 2.4 © Westpac Banking Corporation 2022.

## **Quick find**

This guide explains how to manage Import Letters of Credit in WinTrade<sup>®</sup>.

Establish an Import LC	4
Approve an Import LC	12
Edit/Amend an Import LC	14
Approve an Import LC edit or amend	17
Pay an Import LC overview	18
Pay a Sight LC without discrepancies	19
Approve a Sight LC payment	22
Sight LC with discrepancies	23
View Term LC without discrepancies	26
Term LC with discrepancies	27
Approve a Term LC – discrepancies	29
Pay a Term LC	31
Approve a Term LC payment	33
Create an Import LC template	34
Further information	35

## **Need help with Import Letters of Credit?**

Contact Trade Service.

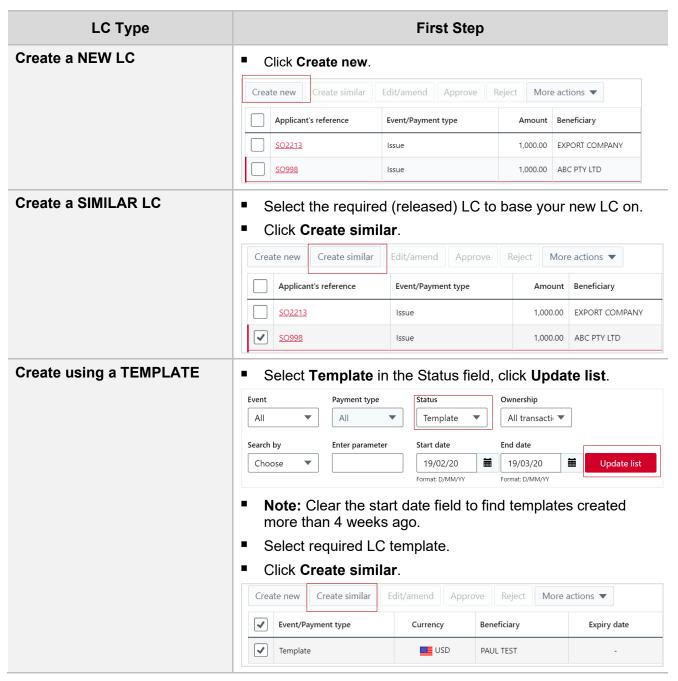
## **Establish an Import Letter of Credit (LC)**

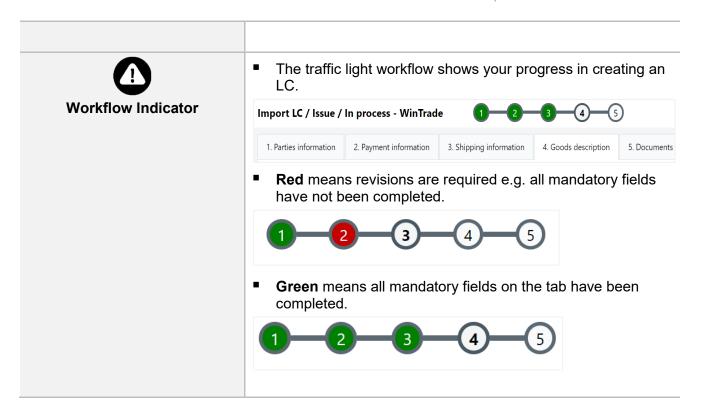
There are three ways to establish an Import LC:

- create a completely new LC
- create an LC similar to one already in the system
- create an LC using a template.

The process for the three methods is similar, with the exception of the first step.

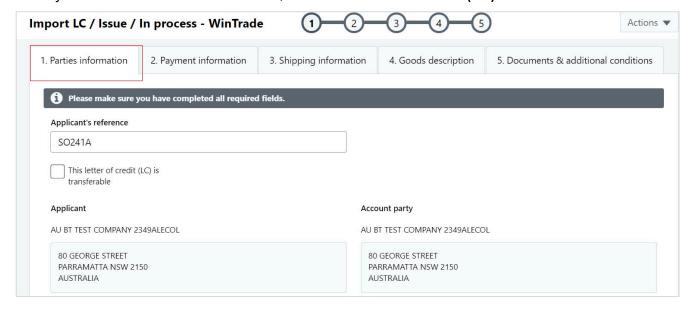
- 1. On the left menu panel, click **Letters of Credit**, then **Import LC**, with the **Transactions** tab selected.
- 2. Create the LC.



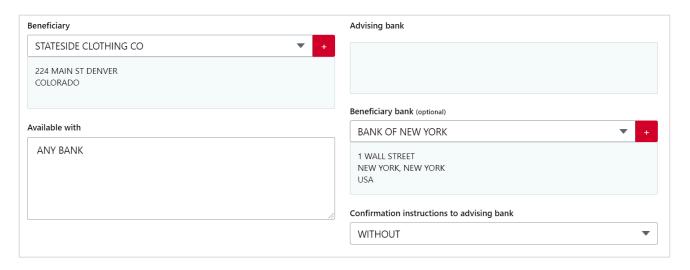


#### 3. Complete 1. Parties information.

- Enter your applicant reference number for the LC.
- Applicant and Account party fields will default to your company.
- If you want the LC to be transferable, select This letter of credit (LC) is transferable.

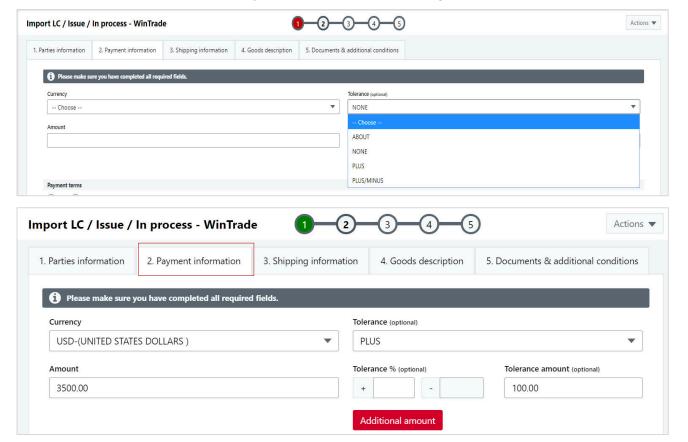


- Select the Beneficiary.
- Select the Beneficiary bank.
- If the **Beneficiary** or **Beneficiary bank** are not listed, click the red "+" sign to add them. Please ensure that full address of Beneficiary, Beneficiary Bank along with the SWIFT code of the Beneficiary Bank is provided.
- Select Confirmation instructions to advising bank.



### 4. Complete 2. Payment information.

- Select Currency.
- Enter Amount.
- If tolerance is required, select type, then enter the percentage of tolerance or the amount.

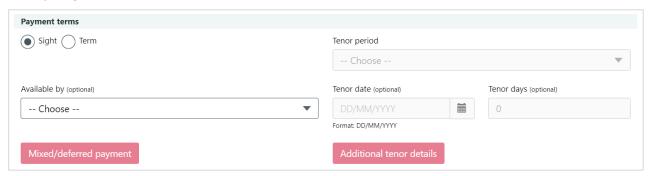




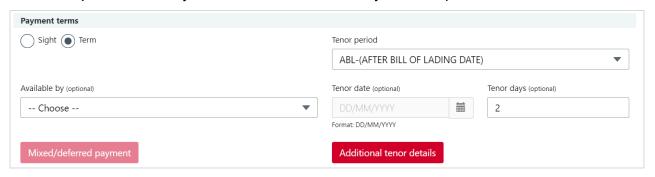
- If you select Plus in the tolerance field and type an amount in the Tolerance amount field, click Additional amount/s covered and enter information, such as the tolerance amount and the reason (e.g. freight charges).
- This information is required for the bank to release the LC.



- Complete Payment terms.
- Select if the LC is Sight or Term.
- For a Sight LC, select Sight and go the Expiry terms section.
- If required, use the Available by menu to select the payment type either Negotiation (for drafts) or Payment. If this field is not completed, by default the letter of credit will be available by negotiation.

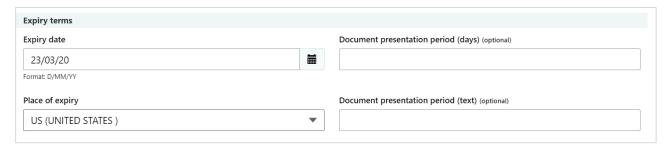


- For a Term LC, select Term and the tenor period, then enter the optional date due or the number of days.
- If required, use the Available by menu to select the payment type either Negotiation, Acceptance, Deferred Payment or Mixed Payment. Please refer to the WinTrade glossary for definitions. If this field is not completed, by default the letter of credit will be available by negotiation.
- When Deferred Payment or Mixed Payment is selected, the Mixed/deferred payment field becomes mandatory. Click Mixed/deferred payment and add information on the multiple tenors.
- The Tenor date field is completed when the Tenor period is FIX-(FIXED MATURITY DATE). The Tenor days indicates the number of days after shipment date.



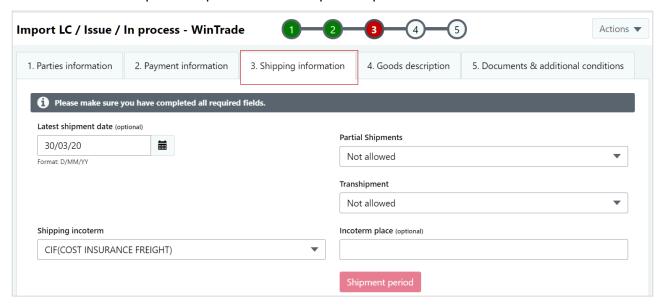
Complete Expiry terms.

- Select Expiry date. The date should equal the Latest shipment date (if this is entered on the next screen) plus the Document presentation period.
- Select Place of expiry.
- If required, enter Document presentation period (days) and Document presentation period (text). For example, "AFTER SHIPMENT DATE", "AFTER B/L DATE", "AFTER INVOICE DATE".

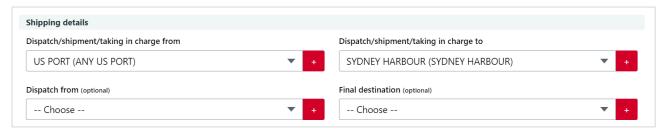


#### 5. Complete 3. Shipping information.

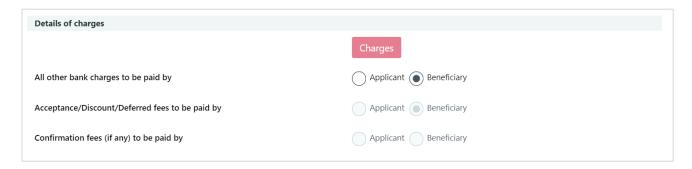
- Select Latest shipment date.
- Select the Shipping incoterm.
- Select Partial Shipments option and Transhipment option.



■ Complete **Shipping details**. Click New ("+") to add a location if it is not on the list.

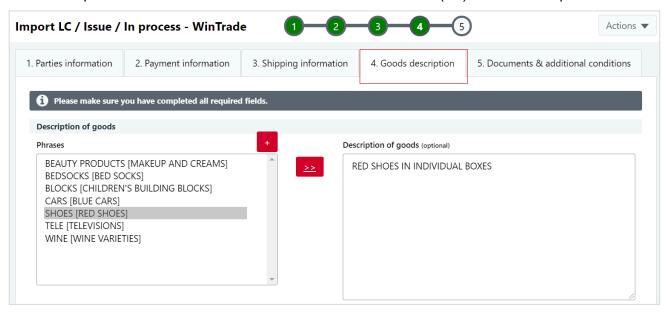


Complete the **Details of charges**. Note, these charges default to Beneficiary.



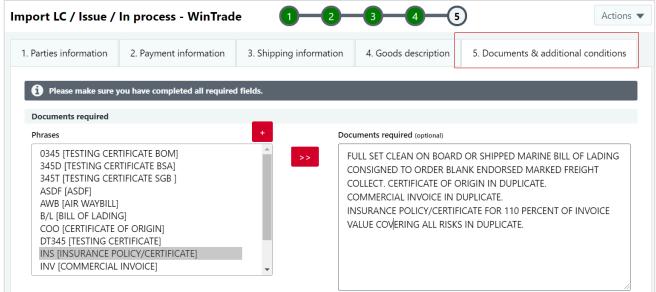
#### 6. Complete 4. Goods Description.

- Enter the **Description of goods**, by using a phrase or typing the description.
- Select a phrase and click the red arrow to move it across. Click ("+") to add a new phrase/text.

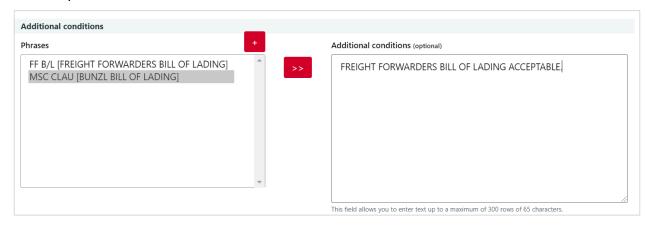


#### 7. Complete 5. Documents & additional conditions.

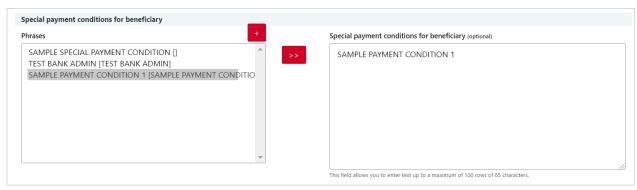
Select Documents required for the LC. Select a phrase, then click the red arrow to move it across. Click ("+") to add a new phrase/text.



Select Additional conditions for the LC. Select the condition, then click the red arrow to move it across. Any additional conditions must be related to documents so they can be confirmed, e.g. bills of lading to evidence shipment by a specific carrier. Click ("+") to add a new phrase/text.



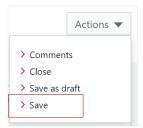
Select any Special payment conditions for beneficiary. Select the condition, then click the red arrow to move it across. Click ("+") to add a new phrase/text



8. Check that you have green traffic lights for all tabs.



9. Open Actions, click Save.



The status of the Import LC will now be In process on the transaction grid.



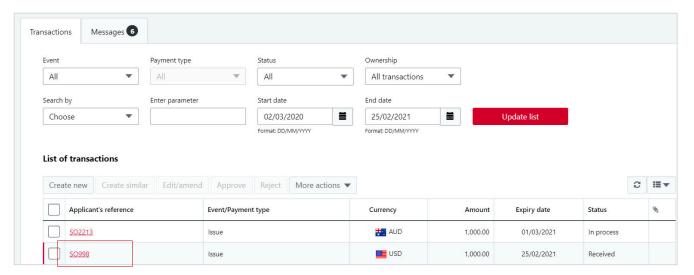
The transaction now needs to be checked and approved before it is sent to the bank.

## **Approve an Import LC**

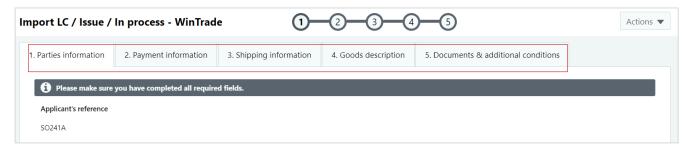
There are two ways to approve an Import LC.



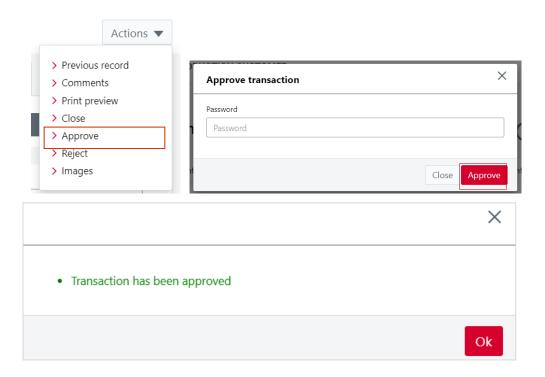
- With review (highly recommended) review and ensure the details of the application are correct before approving and sending to the bank.
- Without review select the check-box in front of application. Then click the activated **Approve** button and enter your password in the **Approve transaction** window, then click **Approve**.
- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Click the **Applicant's reference** link of the LC to be approved. The transaction will have an **In process** status.



3. Review the information on each tab of the LC to ensure its correctness.



- 4. If details are correct, open **Actions**, click **Save and approve** and enter your password in the **Approve transaction** window.
  - If you need to change anything, close the transaction, reselect it and click Edit.
  - If the details need to be revised by a team member, click Reject, to return it for review.
  - Once approved, the transaction status will change to Sent to bank.



## **Edit or Amend an Import LC**

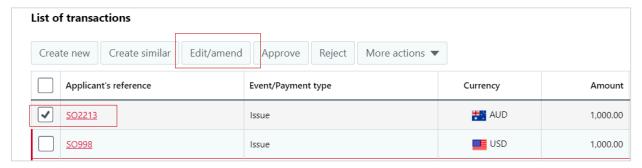


Import LCs can be:

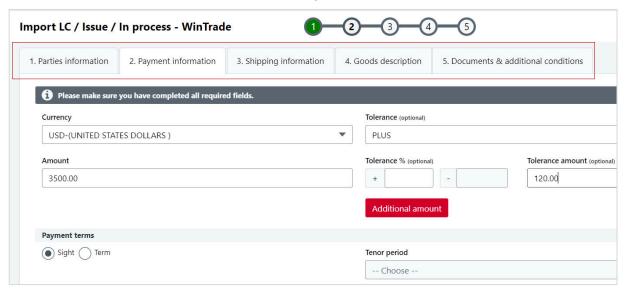
- edited <u>before</u> they are sent to the bank. (Status: Incomplete, In process, or Template)
- amended <u>after</u> the bank has released them. (Status: Released)

#### Edit an In Process Import LC Issue

- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select LC to be edited or amended. In the example below, an In Process or Incomplete transaction is being edited.
- 3. Click Edit/amend.



4. Make any revisions required to **1. Parties information**, **2. Payment information**, **3. Shipping information**, **4. Goods description** and **5. Documents and additional conditions** by changing the options in the drop-down menus or entering new text and numerals.



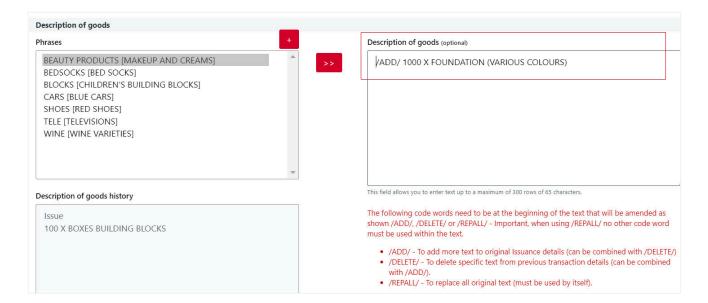
5. Open **Actions**, click **Save** to save your edits to the LC.

#### Amend an Import LC

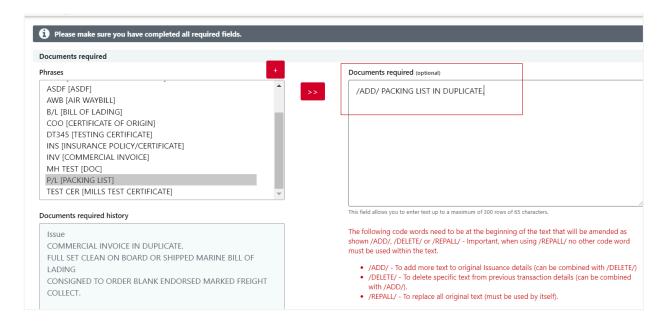
The process steps to amend are similar to **editing** an LC, shown above.

- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select LC issue record to be amended that is in a 'Released' status.
- 3. Click Edit/amend.
- 4. Make amendments to **1. Parties information**, **2. Payment information**, **and 3. Shipping information tabs** by changing the options in the drop-down menus or entering new text and numerals.
- 5. Make amendments to **4. Goods description** by using the code words below.
  - Place the code word at the start of your revision to highlight the change.

Code word	Meaning		
/ADD/	<ul> <li>To add more text to the original description details (can be combined with /DELETE/) E.g. "ADD Earphones, DELETE Parts for 50 computers"</li> </ul>		
/DELETE/	<ul> <li>To delete specific text from previous transaction details (can be combined with /ADD/).</li> </ul>		
/REPALL/	<ul> <li>To replace all original text (must be used by itself; do not use with another code word).</li> </ul>		



6. Make amendments to 5. Documents and additional conditions using the code words above.



7. Open **Actions**, click **Save.** Your revisions now need to be approved and sent to the bank.

## Approve an Import LC edit or amendment

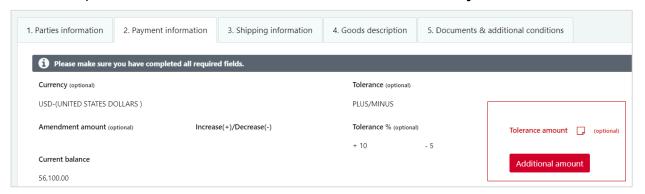
There are two ways to approve.



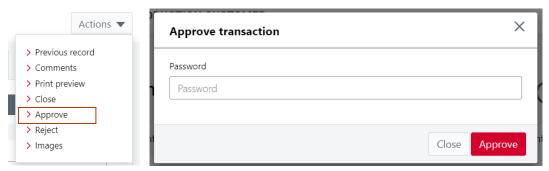
- With review (highly recommended) review and ensure edits and amendments are correct before approving and sending to the bank.
- Without review select the check-box in front of application. Then click the activated Approve button and enter your password in the Approve transaction window, then click Approve.
- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select LC to be approved by clicking the underlined **Applicant's reference**.



- 3. Review the edits/amendments on each tab, shown in red text.
  - For example, the screen below shows amendments made on the Payment information tab.



4. Open **Actions**, click **Approve** and enter your password in the **Approve transaction** window. The transactions status will change to **Sent to bank**.



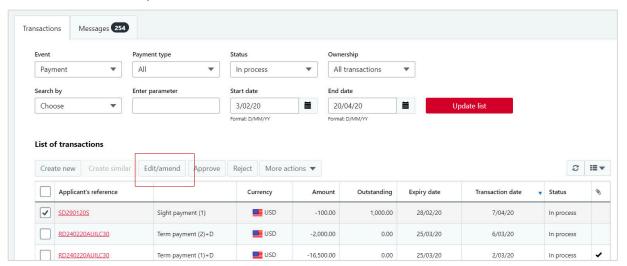
## **Pay an Import LC Overview**

There are two types of Import LCs which have different payment methods.

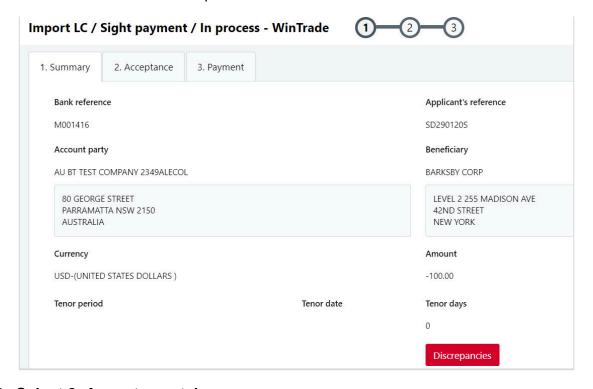
Туре	Payment Details				
Sight LC	Discrepancies				
	If there are <b>no discrepancies</b> , then the transaction must be paid immediately.				
	If there are discrepancies, then the transaction can be either accepted or refused.				
	Accepted or Refused				
	If it is refused, the Status will change to <b>Refused</b> and documents are dishonoured. Please indicate reasons for rejecting the documents, providing instructions to return the documents.				
	■ If it is accepted, then proceed to Payment.				
	Payment				
	When transaction type is <b>Payment</b> , the Status is <b>In process</b> on the transaction grid.				
	The payment is entered into WinTrade, and then checked and approved.				
Term LC	Discrepancies				
	If there are <b>no discrepancies</b> , the transaction type will automatically change to <b>Term payment</b> and Status is <b>Accepted</b> on the transaction grid.				
	If there are discrepancies, the transaction type will change to Term payment +D and Status is In process on the transaction grid.				
	Accepted or Refused				
	<ul> <li>Where there are discrepancies, you need to advise us if the Import LC will be accepted or refused.</li> </ul>				
	If it is refused, the Status will change to <b>Refused</b> and no payment is needed. Please indicate reasons for refusing the documents, providing instructions to return the documents.				
	If it is accepted, the Type will change to Term payment + D. When the discrepancy is accepted and approved by customer, status will change to Approved, Sent to bank and Received. When the term payment is accepted and released by the bank, the status will change to Accepted on the transaction grid.				
	Payment				
	Three days before payment, the accepted transaction will be in process and the payment is entered into WinTrade, and then checked and approved.				
Request currency conversion	The process for entering foreign exchange instructions is the same for both LC types.				
Request trade finance	■ The process for requesting finance is the same for both LC types.				

## Pay a Sight LC without discrepancies

- 1. Select the Import LC grid with the Transactions tab displayed.
- 2. Select the LC to be paid.
- 3. Click **Edit/amend** to open the transaction.

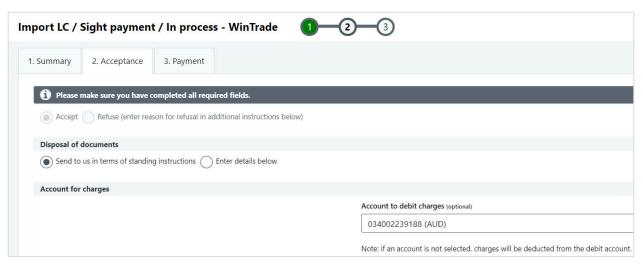


4. On **1. Summary** tab, review details of transactions if needed. Discrepancies will be blank as this LC is clean i.e. no discrepancies.



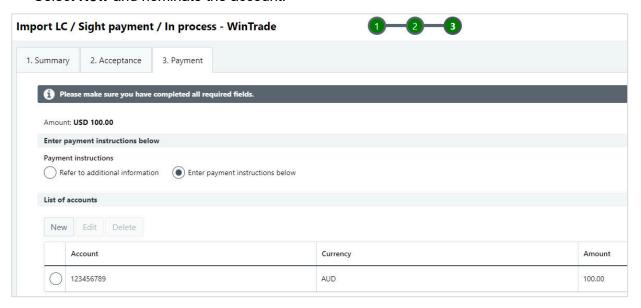
#### 5. Select 2. Acceptance tab.

- 'Accept' will be selected by default as there are no discrepancies.
- Select the Disposal of documents method.
- Select the Account to debit charges from. If none selected, the charges will be deducted from the same account as the proceeds.

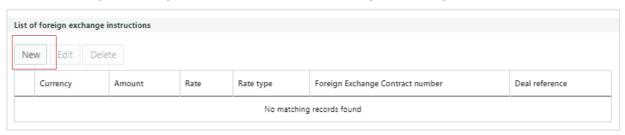


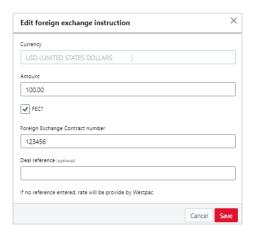
#### 6. Select 3. Payment tab.

- Enter the payment instructions.
- Select New and nominate the account.

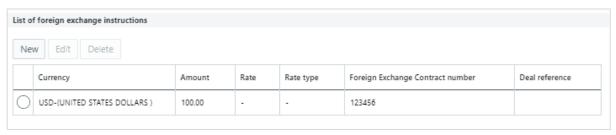


- If currency conversion is needed, select New.
- Enter foreign exchange instructions in the Edit foreign exchange instruction window.





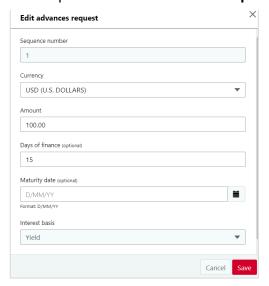
Click Save. Your foreign exchange instructions will be displayed.



If finance is required, click New in the Advances request section.



Complete the Edit advances request, then click Save.



- Review all details on the **3. Payments tab**. If no revisions are required, save the payment.
- 7. Open Actions, click Save. The transaction is ready for final review and approval.

## Approve a Sight LC payment

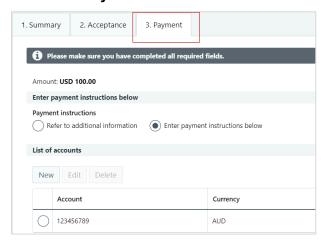
There are two ways to the approve a Sight LC payment.



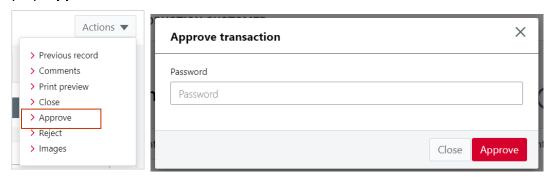
- With review (highly recommended) review and ensure edits and amendments are correct before approving and sending to the bank.
- Without review select the check-box in front of application. Then click the activated **Approve** button and enter your password in the **Approve transaction** window, then click **Approve**.
- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select Sight LC payment to be approved.
- 3. Review 1. Summary and 2. Acceptance tabs.



4. Review 3. Payment tab.



5. To approve and submit to the bank, open **Actions**, click **Save** and enter your password in the pop-up **Approve transaction** screen.

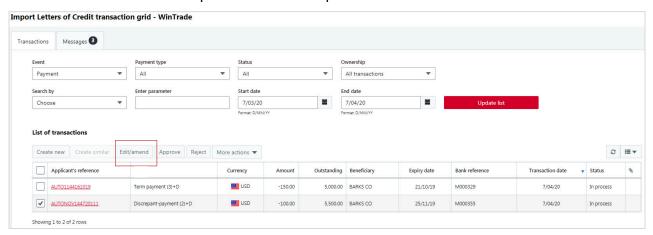


## **Sight LC with discrepancies**

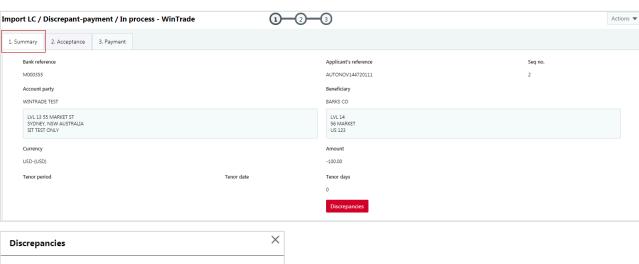
#### Advise whether a Sight LC with discrepancies will be Accepted or Dishonoured

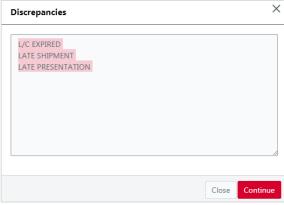
This procedure is used when there are discrepancies with a Sight Import LC which you need to review and either accept or dishonour.

- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select Sight LC you are providing advice on
  - The transaction will have a **Discrepant-payment (\*) +D** type and an **In process** status.
  - D indicates there are discrepancies with the Import LC.

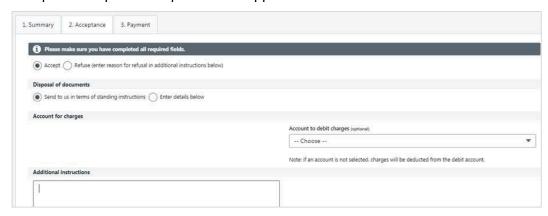


- 3. Click Edit/amend to open the LC.
- 4. View the 1. Summary tab, click Discrepancies to view pop-up box, then click Close.





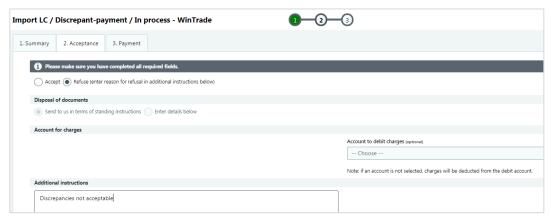
- 6. Select 2. Acceptance tab. To advise whether a Sight LC with discrepancies will be Accepted:
  - Choose Accept.
  - Choose Disposal of Documents and provide Account Details.
  - Then proceed to Payment Tab. Refer to the section Pay Sight LC without Discrepancies Step 6 to Step 7. Then proceed to Approval of transaction.



OR To advise whether a Sight LC with discrepancies will be Dishonoured

- Choose Refuse.
- For refuse, enter reasons in the **Additional Instructions** field.
- Please note that all details in Payment Tab will be disabled. Then proceed to Approval of transaction.

#### **Acceptance Tab**



#### **Payment Tab**

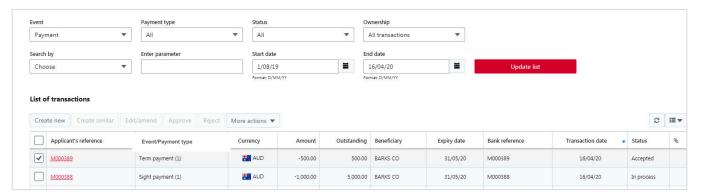


- 7. Open **Actions**, click **Save**.
  - The transaction is now ready for approval.

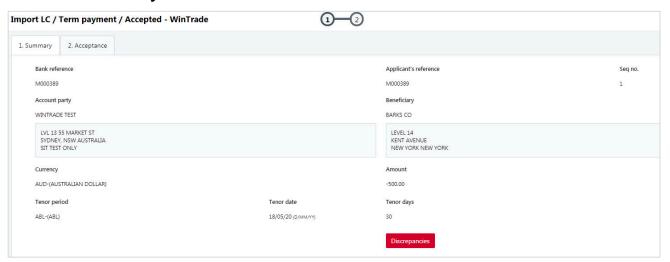
- If the LC was refused, the instructions still need to be approved so they are sent to the bank.
- For Approval, refer to the section 'Approval for Sight LC payment'.

## **View Term LC without discrepancies**

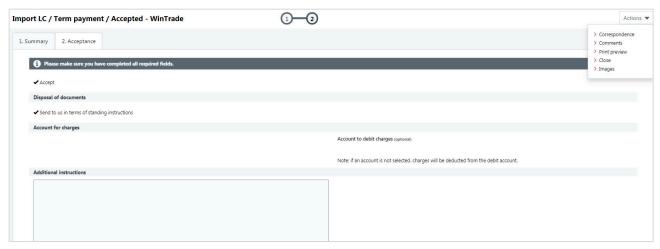
- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select the **Term LC**. Term LC without discrepancies will be released and displayed on the grid as Accepted. You do not need to 'Accept' as the documents comply with the Terms & Conditions of the LC.



3. Review the 1. Summary tab



4. Review the 2. **Acceptance** tab. You can view the transaction and check the images of the documents attached. Documents will be posted as per your disposal instructions.



5. After review, open **Actions** and click **Close**.

## **Term LC with discrepancies**

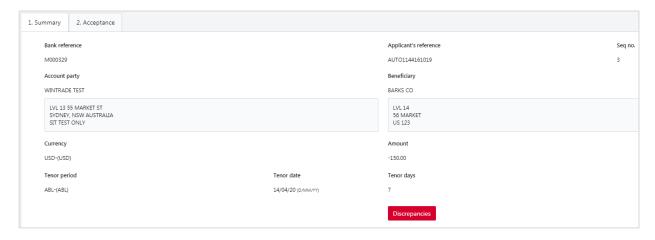
#### Advise whether a Term LC with discrepancies will be Accepted or Dishonoured

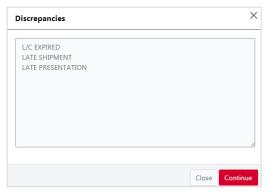
This procedure is used when there are discrepancies with a Term Import LC which you need to review and either accept or dishonour.

- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select term LC you are providing advice on.
  - The transaction will have a Term payment +D type and an In process status.
  - D indicates there are discrepancies with the Import LC.



- 3. Click Edit/amend to open the LC.
- 4. View the 1. Summary tab, click Discrepancies to view pop-up box, then click Close.

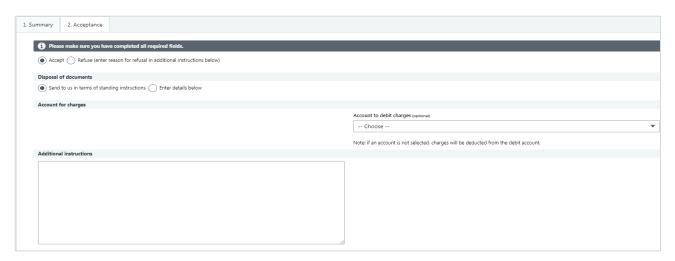




5. Click 2. Acceptance tab, select click Accept or Refuse the Discrepancies noted for this drawing.

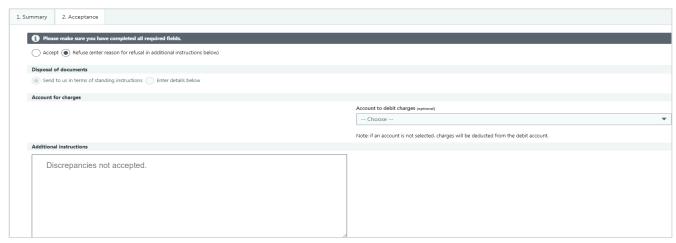
To advise whether a Term LC with discrepancies will be Accepted

- Choose Accept.
- Choose Disposal of Documents and provide Account Details. Then proceed to Approval of the transaction.



OR to advise whether a Term LC with discrepancies will be Dishonoured

- Choose Refuse.
- For refuse, enter reasons in the **Additional Instructions** field. Please note that all details in Payment Tab will be disabled. Then proceed to Approval of transaction.



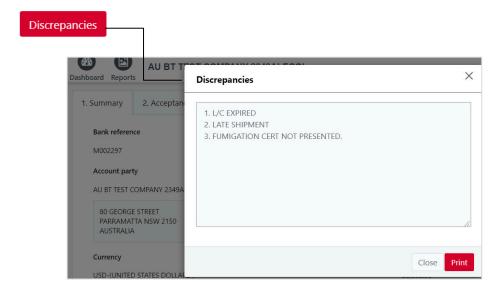
- 7. Open Actions, click Save.
  - The transaction is now ready for approval.

## Approve a Term LC - Discrepancies to be Accepted or Dishonoured

There are two ways to approve the Term LC instructions.

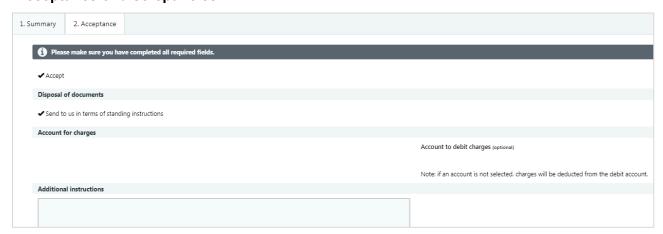


- With review (highly recommended) review and ensure edits and amendments are correct before approving and sending to the bank.
- Without review select the check-box in front of application. Then click the activated **Approve** button and enter your password in the **Approve transaction** window, then click **Approve**.
- Note If the LC was refused, the instructions still need to be approved so they are sent to the bank.
- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Select Term LC with discrepancies to be approved.
- 3. On the **1. Summary tab**, click **Discrepancies** to view and check them.

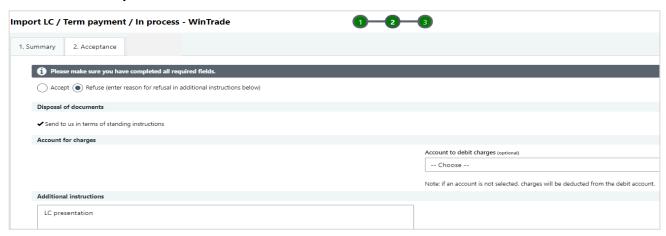


4. Select 2. Acceptance tab and check the details.

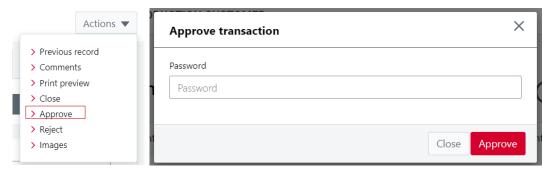
#### Acceptance of discrepancies



#### Refusal of discrepancies



5. To approve and submit to the bank, open **Actions**, click **Save** and enter your password in the pop-up **Approve transaction** window.

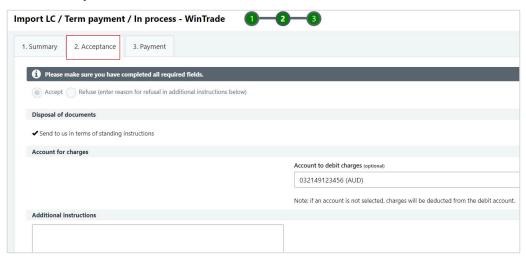


## Pay a Term LC

- 1. Select the Import LC grid with the Transactions tab displayed.
- 2. Select the **Term LC**.
  - The transaction will have a Term Payment type and an In process status, three days before the maturity date.
- 3. Click **Edit/Amend** to open the transaction.

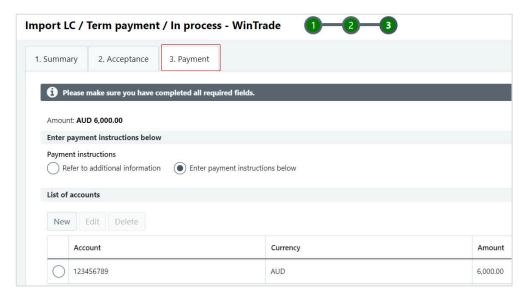


- 4. Review the **1. Summary** tab information and check accuracy.
- 5. Select 2. Acceptance tab.
  - Select the Account to debit charges from. If none selected, the charges will be deducted from the same account as the proceeds.
  - Enter other additional instructions in the Additional Instructions field, e.g. if payment is made by a method other than from an account.

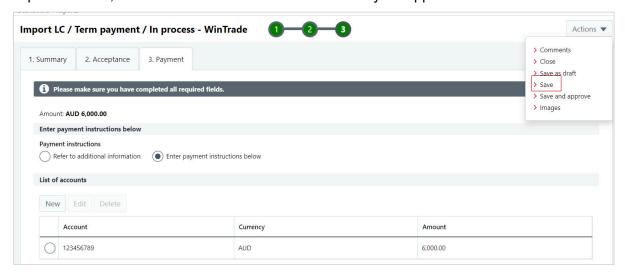


#### 6. Select 3. Payment tab.

• Enter the payment instructions, then select **New** to nominate the payment account.



- If currency conversion is needed, select New and enter foreign exchange instructions in the Edit foreign exchange instruction window.
- Refer to Pay a Sight LC without discrepancies for how to enter foreign exchange instructions.
- If finance is required, click New in the Advances request section.
- Refer to Pay a Sight LC without discrepancies for how to request finance.
- Review all details on the 3. Payments tab. If no revisions are required, move on to save the term payment.
- 7. Open **Actions**, click **Save.** The transaction is now ready for approval.

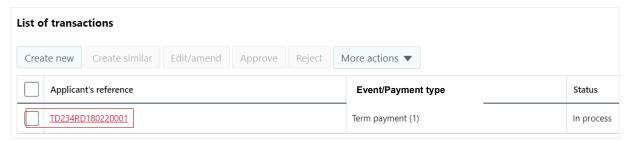


## **Approve a Term LC payment**

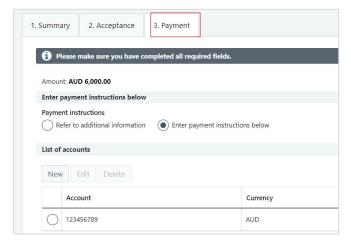
There are two ways to approve a Term LC payment.



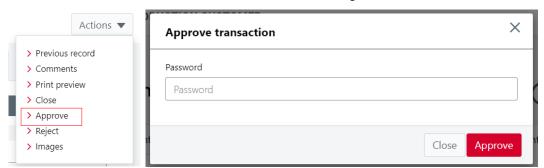
- With review (highly recommended) review and ensure the details of the payment/transaction are correct before approving and sending to the bank.
- Without review select the check-box in front of application. Then click the activated **Approve** button and enter your password in the **Approve transaction** window, then click **Approve**.
- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Click the **Applicant's reference** link of the term payment to be approved. The transaction will have an **In process** status.



3. Review the **3. Payment** tab and check all details.



4. Open **Actions**, click **Save and approve** and enter your password in the pop-up Approve transaction screen. The transactions status will change to Sent to bank.



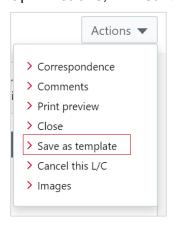
## **Create an Import LC template**

Import LC templates	Details		
Purpose	<ul> <li>A template makes it easier to establish an Import LC for a regular supplier.</li> </ul>		
Key points	<ul> <li>A template needs to be based on a previous transaction that has been released in the system.</li> <li>The template will contain all party information, payment and expiry terms (not including a date), dispatch details, additional details and details of charges that were on the original LC. These details can be overwritten.</li> <li>The following fields will be blank and must be completed each time the template is used:         <ul> <li>Applicant's reference</li> <li>Amount</li> <li>Transaction date.</li> </ul> </li> </ul>		
Editing or deleting a template	A template can only be edited or deleted by the user that created the template, or Corporate Administrator.		

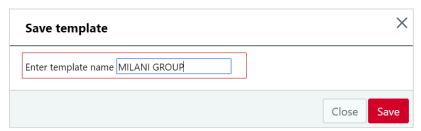
- 1. Select the **Import LC** grid with the **Transactions** tab displayed.
- 2. Click the **Applicant's reference** link for the transaction you want to use for the template. The transaction will have a **Released** status.



3. Open Actions, click Save as template.



4. Enter a template name.



#### 5. Click Save.

The Applicant's reference will change to the selected template name and the Status will change to Template.

Applicant's reference	Event/Payment type	Currency	Amount	Status
MILANI GROUP	Template	<b>USD</b>	0.00	Template

## **Further information**

Please refer to **Welcome to WinTrade** user guide on how to use the quick access views and generate Import LC reports.