

**International Chamber of Commerce Sri Lanka
hosts an international trade finance seminar on**

**"Past Challenges and Future Opportunities
in Trade Finance"**

by **Gary Collyer**

22nd November 2017 | 9.00 am - 5.30 pm | Hotel Kingsbury, Colombo

Introduction:

The traditional trade finance settlement methods are currently facing a difficult time. Falling volumes, mainly through the movement of buyers and sellers to open account based solutions, has led to reduced revenues that are impacting banks development and delivery channels on a global scale.

Talk of digitalization of trade finance has led to some confusion in the market as to the products that will be available, how such transactions will be completed and who will offer these services e.g., will it continue to be banks or will logistics companies including carriers, or fine tech companies enter this space?

The development of ICC rules such as eUCP and URBPO, which were both identified as being necessary in 2002 and 2013 respectively, have not had any great impact in changing the trade finance mindset of moving from paper to electronic documents or data. Will the current initiatives that are being talked about have any material and immediate impact? We will look at what is necessary to move from paper to electronic documents or data and identify some of the inhibitors that exist today.

The remainder of the workshop is primarily case study driven. The content of the case studies will focus upon the problems that have led to challenges for banks in the past, today and no doubt into the near future. We will look at the different aspects of the main traditional trade finance products and offer solutions as well as best practice ideas. To complete the workshop, an overview will be provided of the ICC's Uniform Rules for Forfeiting (URF800).

In addition to identifying the current issues that are being experienced globally, we will look at best practices that should be adopted by banks and corporate alike.

The future for trade finance is quite clouded at the moment—will it be paper, paper/electronic or electronic initiatives that will prevail? We will look at the issues and identify what could happen in the short term?

There will be ample time for you to raise any issues that you have and get the answers from the Chairman of the ICC Drafting Groups for UCP 600 and ISBP 745.

Most seminars have one or more speakers that deliver presentations on topics of their choice, with little time for interaction and hands-on knowledge gaining. This seminar is different in that it is extremely practical in its contents. All learning objectives are achieved through a number of case studies on a wide-range of topics. For example, three of the four sessions have very little formal presentation as their basis.

This is an opportunity that should not be missed.

Mark your calendar and enrol today in order to not be disappointed!

Target Audience:

Professionals in the field of Trade Finance; Bankers, importers, exporters, brokers, accountants, lawyers, logistics and export and import control managers, shipping agents, professionals from trade related government and private institutions and all other interested groups interlinked in trade finance operations locally and internationally.

Certificate of participation will be awarded to all participants to the programme.

Registrations:

Please fill in the application form attached to this brochure and email to

jbpemila@iccsrilanka.com or info@iccsrilanka.com

(Registration deadline is 17th November 2017)

Registrations: Members Rs. 15, 000/= /Non-members Rs. 17,500/=
(5% discount for 5 or more participants / 10% discount for 10 or more participants)

Please draw the cheque in favour of 'International Chamber of Commerce Sri Lanka' cross Account payee only and send it by registered post to No 53, Level 5 Vauxhall Lane, Colombo 00200.

Invoice for the payment could be provided on request.

Please contact ICC Sri Lanka secretariat on +94-115925875 for more information.

AGENDA

- 9:00-09:15** **Welcome address and introductory remarks**
- 09:15-10:45** **Case studies relating to UCP 600:**
- 10:45-11:05** **Tea / Coffee Break**
- 11:05-12:30** **Case studies based on the content of ISBP 745 in respect of:**
- Transport Documents**
 - Insurance Documents**
 - General aspects of document examination**
 - Other supporting documents**
- 12:30-13:30** **Lunch Break**
- 13:30-15:00** **Case studies relating to the application of URDG 758 and ISBP 98:**
- Understanding the differences between ISBP 98 and UCP 600**
 - Applying URDG and ISBP 98**
- 15:00-15:20** **Tea / Coffee Break**
- 15:20-17:00** **Recent court cases involving transactions subject to ICC rules:**
- Overview of Uniform Rules for Forfeiting (URF800)**
 - Where are the opportunities in trade finance in the short and medium term**
 - Is digitalization going to have an impact in the short term?**
- 17:00-17:30** **Question and Answer Session**

Profile of Gary Collyer and Collyer Consulting Global Ltd

From November 1996 until 30 June 2013, Gary Collyer was a Technical Adviser, and then Senior Technical Adviser, to the Banking Commission of the International Chamber of Commerce (ICC), where he was instrumental in drafting hundreds of opinions related to ICC rules. In his ICC role, Gary has been chair of the ICC Working Group for the development of the ISBP98, the strategy for a revision of UCP500 and a member of the ICC Working Groups for the development/revision of URR525, URC522, e-UCP and ISBP. He was also chair of the Working Group for the revision of UCP500 and updating of the ISBP and eUCP. More recently, he was the chair of the Drafting Group for the revision of ISBP Publication 681 (now Publication 745) and chair for the development of ICC rules in respect of the Bank Payment Obligation (BPO) (ICC Publication 750).

Gary is the editor of seven ICC opinion/DOCDEX publications and an editorial board member of Documentary Credit Insight and Documentary Credit World. He is a regular speaker at ICC and other external seminar events on a global basis. On April 1, 2006 Collyer Consulting LLP (Collyer Consulting Global Ltd with effect from 1 September 2013) was created with the sole aim of providing banks, importers, exporters and logistics companies with high quality, reasonably priced, consultancy services ranging from the traditional consultancy role through to development of training material, review of transaction and legal documentation, and the provision of consistent, accurate and up-to-date information relating to existing offerings, and new initiatives and developments in international trade.

From 2002-2006, Gary was Corporate Director and Global Head of Traditional Trade Services, Trade Finance and Product Delivery for the Transaction Banking Group at ABN AMRO Bank N.V. Based in London, he was responsible for the development of the trade service and trade finance products including the tailored design and implementation of solutions on a global basis. He also had global responsibility for the continued development and delivery, from a product management perspective, of the underlying policies, documentation and procedures for traditional trade services solutions (i.e., Letters of Credit, Collections, Guarantees, etc.) and trade finance. Prior to joining ABN AMRO, Gary was Vice President and Senior Technical Adviser at Citibank, London from August 1998 until May 2002. Gary started his banking career in 1973 with Midland Bank plc in London (which subsequently was acquired by HSBC), progressing to Manager of the Letter of Credit Department and Senior Technical Adviser.

[www.collyerconsulting.com\(advisory,consultancy,etc\)/](http://www.collyerconsulting.com(advisory,consultancy,etc)/)
[www.tradefinance.training\(for on-line training\)](http://www.tradefinance.training(for on-line training))

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Registration Form

1. Name of Participant(s): _____
 1. _____
 2. _____
 3. _____
4. Name of the Company/Organization: _____
5. Address: _____

- Contact No _____
- Mobile No: _____ Fax: _____
- Email: _____
6. Is your company a member of ICCSL: Yes / NO
7. If a member, please mention the membership No: _____

I / we hereby request you to kindly make a reservation for me / us for the above interactive session. I / We enclose the cheque no _____ for Rs _____ being payment of registration fee for my / our participation in the programme.

Signature: _____ Designation _____ Date _____

Inquiries: Ms.J.B.Premila

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