



# BEIJING 2019

## **ANNUAL MEETING**

ICC BANKING COMMISSION

8-11 APRIL 2019

LEADING THE WAY  
IN GLOBAL TRADE

## **AGENDA**

# BEIJING 2019

The **ICC Banking Commission** meetings are the only events of their kind gathering 600+ banking executives and government officials from more than 65 countries to rethink the future of trade finance, encourage governments, regulatory bodies and G20 leaders to remove obstacles to trade finance, and stimulate economic growth and job creation.



## ▼ 5 REASONS TO ATTEND



### 1. INSIGHT

Gain valuable insight into the latest developments in trade finance from prominent keynote speakers, industry experts, and business and finance leaders.



### 2. EXCHANGE

Exchange ideas in lively discussions specially designed to address the most topical themes in trade finance.



### 3. INFLUENCE

Influence the debates through active participation, whether in the Plenary sessions (via Q&A sessions) or as participants in the breakout roundtables and panel discussions. The Annual Meeting is the most open forum to influence policy and guidelines that govern the trade finance industry.

## ▼ COUNTRIES TO BE REPRESENTED

6

Americas

8

Africa

12

Asia Pacific

4

MENA

24

Europe



## ▼ EVENT STATISTICS



**2**  
**TWO DAY**  
**PROGRAMME**



**65+**  
**COUNTRIES**  
**REPRESENTED**



**600+**  
**ATTENDEES**



**100+**  
**SPEAKERS**



### 4. LEARN

Develop unique skills to enhance best practices. Keep up-to-date with the policy and regulatory changes affecting the industry through ICC's market-leading work in standard-setting, market intelligence and policy-making.



### 5. NETWORK

Extend your sphere of influence through our network of over 600 members in more than 100 countries. Be a part of the largest and most authoritative voice in the field of trade finance. Forge high-level relationships with key influencers in business and trade finance globally.

## ▼ WHO SHOULD ATTEND?



- > **FINANCIAL INSTITUTIONS**  
(sales and client relationship managers, product managers, back office managers, risk managers)
- > **MULTILATERAL DEVELOPMENT BANKS AND EXPORT CREDIT AGENCIES**
- > **GOVERNMENTAL ORGANISATIONS**
- > **CORPORATES**
- > **INDEPENDENT FINANCIERS**
- > **INSURANCE BROKERS AND UNDERWRITERS**
- > **LAWYERS AND CONSULTANTS**
- > **SERVICE PROVIDERS**

## BEIJING 2019

**ANNUAL MEETING**  
**ICC BANKING COMMISSION**  
**8-11 APRIL 2019**



China World Summit Wing  
1 Jianguomenwai Avenue  
Beijing Shi, China, 100004

T +86 10 6505 2299

[http://www.shangri-la.com/  
beijing/chinaworldsummitwing/](http://www.shangri-la.com/beijing/chinaworldsummitwing/)



This programme will be credited 12 PDCs towards the ICC Academy Accreditation programme and 12 PDUs towards the CDCS and CSDG Recertification Course Recognition by The London Institute of Banking & Finance



Delegates are responsible for their own **accommodation bookings and travel arrangements**. For further information on the accommodation including the list of recommended hotels, please visit the event's official website: [iccwbo.org/beijing2019](http://iccwbo.org/beijing2019)

We are able to dispatch visa invitation letters to support your visa application only after receipt of your registration form and full payment of your registration fees.



If you are interested in our **sponsorship opportunities**, please contact:  
**Sandra Sanchez Nery**  
ICC Sponsorship Project Manager  
[ssy@iccwbo.org](mailto:ssy@iccwbo.org)



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YU JIANLONG

SECRETARY GENERAL  
CHINA CHAMBER  
OF INTERNATIONAL COMMERCE  
(CCOIC)  
ICC CHINA

## ▼ WELCOME

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On behalf of China Chamber of International Commerce (CCOIC) and ICC China, I cordially welcome you to the International Chamber of Commerce (ICC) Banking Commission Annual Meeting on April 8-11, 2019 in Beijing, China.

CCOIC was founded in 1988 and is affiliated to China Council for the Promotion of International Trade (CCPIT). It is comprised of over 160,000 enterprises, groups and other business organizations that are engaged in international commercial activities in China. It has also been serving as ICC China since China's entry into ICC in 1994.

China witnessed rapid economic and social development since the adoption of the opening up policy. Over the past four decades, the country has grown into the world's second largest economy, and the largest trading nation. Contributing over 30% of global growth in recent years, China has become a key driver for the world economy and a positive force in advancing the noble cause of global peace and development.

Ever since the Belt and Road Initiative was proposed by President Xi Jinping in 2013, China has worked closely with relevant countries to promote trade and investment facilitation and improve business environment. It has also engaged in multiple forms of financial cooperation with countries and organizations involved in the Belt and Road Initiative.

As a megacity with 3000 years of history, Beijing is China's political, cultural, financial and educational center. It is not only home to the headquarters of most of China's largest state-owned companies, but also a major hub for the national highway, railway, and airline networks. With blended flavor of long history, inclusive culture and modernity, Beijing is an ideal meeting venue for this global forum in trade finance, especially on the occasion of the 100th anniversary of ICC.

Despite the recovery of the global economy and the fast advancement of epoch-making technologies, we are still faced with major and multiple challenges for trade finance, which include the rising of anti-globalization and protectionism, the lack of progress in trade liberalization, the high trade policy uncertainty, and the widening trade finance gap. In-depth discussion about these challenges is needed on a multilateral basis, which will help work out solutions.

We hope that this event will offer you all the opportunity to foster the ICC Banking Commission's role and we wish all distinguished Members of the ICC Banking Commission an inspiring and productive meeting and enjoyable stay with ICC China in Beijing.

We look forward to welcoming you in Beijing.



DANIEL SCHMAND

CHAIRMAN, ICC BANKING  
COMMISSION AND GLOBAL  
HEAD OF TRADE FINANCE,  
DEUTSCHE BANK

## ▼ FOREWORD

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It is a great pleasure for me to introduce the 2019 International Chamber of Commerce (ICC) Banking Commission Annual Meeting—taking place at the World China Summit Wing in Beijing from the 8th to the 11th of April 2019.

This year marks 100 years of ICC, with the event bringing together a record number of senior guests and industry experts to celebrate ICC's numerous successes over the past century. At the same time, we are focused on future relevance, and look forward to exploring and discussing the ways in which the organisation can help make business work for everyone, every day and everywhere over the next 100 years of global business.

With upwards of 600 delegates from around the world expected to attend, this year's conference—hosted in collaboration with ICC China and the China Chamber of International Commerce—will discuss innovation and change within the trade finance sector, from the benefits of digitalisation to the growing interest in sustainable trade finance and the enormous global potential of China's Belt & Road Initiative.

Asia-Pacific remains the world's number one trade finance hub, with banks in the region processing US\$6.3 trillion out of a global total US\$9.7 trillion worth of trade finance transactions in 2017, according to the Banking Commission's latest Global Survey on Trade Finance. In turn, China—as the world's second largest economy and largest trading nation—is an ideal location for the event and a highly pertinent choice given this year's theme “Leading the Way in Global Trade”.

With this in mind, the meeting will have a regional focus, with panels discussing the pivotal role of Asia within the trade finance industry, as well as, for example, the impact of Chinese export laws and its shifting policy landscape.

Other important topics up for discussion include the increasing prominence of digitalisation within the trade finance sector, the ongoing changes in regulatory and compliance requirements and the growing interest—from both banks and customers—in supply chain finance methods.

Alongside these sessions, panels will deliver an overview of findings from the Annual Global Survey and Trade Register. In addition, regulatory sessions and the ICC Rules for Experts meeting will present attendees with the most up-to-date knowledge on the trade finance regulatory landscape and applicability of ICC Rules, an especially crucial task given the amount of innovation and technological transformation underway within the sector.

We are honoured to have such a wide variety of delegates attending this year's meeting—including many industry experts and C-suite executives—and we would like to extend our thanks to our sponsors for their generosity and support in making this event possible.

We invite all attendees to take advantage of these few days to discuss, deliberate and expand their knowledge and understanding of the sector—further exploring innovative ways to revolutionise the trade finance industry.

We look forward to welcoming you in Beijing.

## ▼ PROGRAMME AT A GLANCE

VENUE: China World Summit Wing

**IMPORTANT NOTE:** delegates will be able to switch between streams

MONDAY 8 APRIL		TUESDAY 9 APRIL	
Task Force and Specialised Group Meetings (Restricted to group members)		Task Force and Specialised Group Meetings Welcome Cocktail	
WEDNESDAY 10 APRIL			
Welcome Remarks			
PLENARY SESSION			
Coffee Break			
PLENARY SESSION			
Lunch			
BREAKOUT SESSIONS			
STREAM 1		STREAM 2	
Technical		Strategic/Market Outlook	
Coffee Break			
BREAKOUT SESSIONS			
STREAM 1		STREAM 2	
Strategic/Market Outlook		The Future of Trade Finance	
Gala Dinner			
THURSDAY 11 APRIL			
PLENARY SESSION			
Coffee Break			
PLENARY SESSION			
Lunch			
BREAKOUT SESSIONS			
STREAM 1		STREAM 2	
Rules and Opinions		Strategic/Market Outlook	
Coffee Break			
BREAKOUT SESSIONS			
STREAM 1		STREAM 2	
Rules and Opinions		Strategic/Market Outlook	
Prize Draw			
Closing Remarks			
Closing Cocktail			







## ▼ AGENDA

### MONDAY 8 APRIL

Venue:  
China World  
Summit Wing

9:00-19:00

#### Task Force & Specialised Group Meetings

(Restricted to group members)

### TUESDAY 9 APRIL

Venue:  
China World  
Summit Wing

9:00-19:00

#### Task Force & Specialised Group Meetings

(Restricted to group members)



18:30-20:00

#### Welcome Cocktail

Venue: Ballroom ABC

### WEDNESDAY 10 APRIL

Day 1

#### PLENARY MEETING

Venue:  
Summit  
Ballroom\*

8:00-8:45

#### REGISTRATION

9:00-9:15

#### Welcome Remarks

- > **Gao Yan**, Chair, China Council for the Promotion of International Trade (CCPIT) and China Chamber of International Commerce (CCOIC)
- > **Chen Siqing**, Chair, ICC China Banking Commission and Chair, Bank of China
- > **Daniel Schmand**, Chair, ICC Banking Commission and Global Head Trade Finance, Deutsche Bank

9:15-9:40

#### HIGHLIGHT | ICC@100 years of Achievement and Looking Beyond

Presented by:

**John W.H. Denton AO**, Secretary General, International Chamber of Commerce (ICC)

9:40-10:00

#### KEYNOTE SPEECH

\*China World Summit Wing

10:00-11:00

**CEO Question Time: Views from business leaders**

Join us to hear first-hand accounts from senior financiers on their day-to-day activities, the challenges they face and their outlook for regional and global trade across a range of sectors and markets.

**Issues to be addressed:**

- > How has the nature of client demands changed and what steps are you taking to keep up? Are the days of the global bank/one size fits all approach a thing of the past?
- > Do you view increased competition and a thriving role for non-bank finance as a positive thing? Do you think these new players are here to stay?
- > How has increased market disruption changed your institution's thinking on the importance of technology and the need to invest in technological infrastructure?
- > Is trade (and the financing of trade) now seen as a tool of foreign policy? What are the challenges when seeking to separate business and politics? Does it make dialogue with governments even more important?
- > How hard is it to find the balance between long term strategy and short-term 'firefighting' in an uncertain political climate? What advice would you have for the leaders of tomorrow?

Moderator:

**John W.H. Denton AO**, Secretary General, International Chamber of Commerce (ICC)

Panellists:

- > **Mr Feng Gao**, Chairman of Deutsche Bank (China) Ltd. & Chief Country Officer of China, Deutsche Bank
- > **Eddie Haddad**, Managing Director, Asia Pacific, SWIFT
- > **Mr Xiaoguang Huang**, Chief Executive Officer of China & Head of Greater China, ANZ
- > **Peter Wong**, Deputy Chairman & Chief Executive Asia Pacific, HSBC
- > **Ms Jerry Zhang**, Executive Vice Chairman & Chief Executive Officer, Standard Chartered Bank (China)



11:00-11:30

**Coffee Break**

11:30-12:15

**The Outlook for Global Trade and Trade Finance**

International trade continues to gain more headlines than ever before, with a fast-moving and increasingly complex global environment posing a range of challenges, from increasing concerns over protectionism and trade tensions to ongoing industry discussion over market disruption, disintermediation and the role of technology.

Leading Global Heads provide a view of the state of global economy and look into the future of trade finance, addressing the following:

- > The latest on trade tensions and the global implications
- > Providing an Asian perspective on global trade trends
- > Perspectives on the shifting regional and global policy landscape
- > Free trade agreements: Multilateral vs bilateral trade
- > Challenges and opportunities provided by market disruption

Presented by **Joseph Ernest Zveglic Jr.**, Deputy Chief Economist, Economic Research and Regional Cooperation Department, Asian Development Bank (ADB)

Moderator: **Eleonor Wragg**, Senior Reporter, Global Trade Review (GTR)

Panellists:

- > **Natalie Blyth**, Global Head of Trade and Receivables Finance, HSBC
- > **Luca Corsini**, Global Co-Head of Global Transaction Banking, UniCredit
- > **Daniel Schmand**, Chair, ICC Banking Commission and Global Head Trade Finance, Deutsche Bank
- > **Other speakers to be announced**



12:15-14:00

**Lunch**

Venue: B1/F & 4/F

14:00-16:00

BREAKOUT  
SESSIONSSelect from  
Stream 1\* and 2\*\*STREAM 1  
Technical  
BALLROOM A+B

14:00-15:00

**Access to Trade Finance: What are the drivers, practical aspects and alternate sources?**

This session will consider some of the key considerations when seeking to gain access to local funding.

**Among the points to be addressed:**

- > The trade finance gap: Measures for supporting SMEs, challenges in securing bank financing, the role of alternative finance
- > Managing documentation and risk awareness
- > Developments in factoring: standardisation, compliance, legal issues, KYC, dispute resolution
- > Bridging Asia's trade finance gap

Moderator:

**Doina Buruiana**, Project Manager, ICC Banking Commission

Panellists:

- > **Dominic Broom**, Member of the Executive Committee, ICC Banking Commission
- > **Mark Evans**, Managing Director, Transaction Banking, ANZ
- > **Samuel Fong**, Chief Operating Officer, Agritrade International (SCF)
- > **Alexander Malaket**, President, Opus Advisory Services
- > **Ms. Guo Wei**, Deputy General Manager, International Business Dept., Agricultural Bank of China

STREAM 2  
Strategic/Market Outlook  
BALLROOM C

14:00-15:00

**From anchor to engine: Asia's underpinning of global trade**

Asian markets continue to underpin international trade, as various 'high-performing' countries seek to move up the value chain from anchors of global supply chains to the engines of the global economy.

**Topics to be discussed include:**

- > The current state of multilateralism, intra-regional trade and FTAs
- > Developmental objectives, UN Sustainable Development Goals, policy priorities
- > Market innovation and developments in the use of technology
- > The role of technology in achieving the SDGs

Moderator:

**Steven Beck**, Head of Trade and Supply Chain Finance, Asian Development Bank (ADB)

Panellists:

- > **Ms. Shu Chang**, Deputy General Manager, Trade Finance Department, The Export-Import Bank of China
- > **Arnon Goldstein**, Regional Head, Relationship Management - APAC, BNY Mellon
- > **Cherie Nursalim**, Vice-Chair, Giti Group, Singapore and Chair, United Nations Sustainable Development Solutions Network, Southeast Asia
- > **Jun Xu**, Deputy General Manager of the Global Trade Services Department, Bank of China



\* Ballroom A+B

\*\* Ballroom C

15:00-15:45

### Changes in the regulatory and compliance landscape: Implications and the road ahead

Regulation and compliance issues continue to provide some of the biggest areas of concern for the financial sector at present, as banks continue to struggle under an increasing burden.

#### Topics will include:

- > To what extent does regulation impede the speed at which trade business can be conducted?
- > Should there need to be closer dialogue between the industry and regulators?
- > What are the new regulations in the Chinese and wider Asian market that trade professionals need to be most aware of?
- > Does the regulatory burden placed on banks make trade more appealing for the non-bank sector? Should there be more standardised regulation here?
- > What are regulation challenges for banks in the digital age?

#### Moderator:

**Adrian Rigby**, Chief Operating Officer, Global Trade and Receivables Finance, HSBC

#### Panellists:

- > **Armstrong Chen**, Director, Shanghai Banking Law & Practice Center
- > **Henri d'Ambrières**, Chair, ICC Regulatory Advocacy Group and CEO, HDA Conseil
- > **Polina Evstifeeva**, Head of Regulatory Strategy, GTB Digital, Deutsche Bank
- > **Andrew Loh**, Head of Special Products Asia Pacific, Atradius
- > **Biswajyoti Upadhyay**, Managing Director, Head of Product Management and Client Access, Transaction Banking, Greater China and North Asia, Standard Chartered

15:00-15:45

### Where do trade tensions leave the international trade finance market?

The on-going spat between the US and China shows no signs of abating, with US tariffs on Chinese goods and subsequent Chinese retaliation posing huge potential problems for the international trade community.

#### Speakers will consider the following:

- > The latest on US-China relations: Where are we and where are we heading?
- > Practical considerations for the trade finance community in the face of trade tensions
- > Technology, commodities, manufacturing: The sectors and markets most at risk
- > How serious a threat does protectionism pose to the future of trade?

#### Moderator:

**John Bugeja**, Managing Director, Trade Advisory Network

#### Panellists:

- > **Tod R. Burwell**, President & Chief Executive Officer, BAFT
- > **Deborah Elms**, Executive Director, Asian Trade Center and Vice-Chair, Asia Business Trade Association (ABTA)
- > **Rebecca Harding**, CEO, Coriolis
- > **Agatha Lee**, Managing Director, Global Trade & Loan Products, Asia Pacific, JP Morgan
- > **Other speakers to be announced**



15:45-16:15

### Coffee Break



\* Ballroom A+B

\*\* Ballroom C



16:15-17:30

## BREAKOUT SESSIONS

Select from Stream 1\* and 2\*\*

**STREAM 1**  
**Strategic/Market Outlook**  
**BALLROOM A+B**

16:15-17:00

**Shifts in supply chain patterns and the implications for trade**

Restrictions on production capacities have dramatically shifted the landscape of Asia's supply chains, whilst political developments have led to increasing concerns over potential disruption.

**This session will consider the following:**

- > Changes in the manufacturing landscape, movement away from China to markets like Vietnam, Thailand, Bangladesh
- > Is sustainable supply chain finance on the increase? Considering the role of blockchain technologies in 'track and trace'
- > Changing demographics and greater interest in setting up new supply chain finance programmes
- > How more Asian markets are now seeking to move up the value chain, investing in R&D, building local brands

Moderator:

**Christian Hausherr**, Global Transaction Banking Product Management Trade Finance Supply Chain Finance EMEA, Deutsche Bank

Panellists:

- > **Jenny Chan**, Senior Treasury Manager, Royal Golden Eagle (RGE)
- > **Kai Fehr**, Head of Trade Asia Pacific Financing, Wells Fargo
- > **Vinod Madhavan**, Group Head, Trade, Standard Bank Group
- > **Rogier Schulpen**, Global Head of Trade & Working Capital Solutions, Santander

17:00-17:40

**Trade and the RMB Market: China's shifting policy landscape and the wider implications**

China's unveiling of a number of ambitious policy initiatives has been seen by many as a formidable statement of intent, with huge potential implications for the global economy.

**Points to be addressed:**

- > The impact of Belt & Road on global trade and investment
- > Development of RMB internationalisation: Has progress stalled?
- > The Greater Bay Area: A new globally competitive city cluster

Moderator:

**Yunfei Liu**, Deputy General Manager of Global Trade Finance, Bank of China

Panellists:

- > **Hu Bofei**, Deputy General Manager, International Business Department, China Construction Bank
- > **Carmen Chan**, Head of Trade Finance in Greater China, Deutsche Bank
- > **Benjamin Lam**, Managing Director, Head of Trade JP Morgan China and Head of Trade Sales, JP Morgan Greater China
- > **Ms. Guo Qichen**, General Manager of Trade Service Center, China Guangfa Bank

**STREAM 2**  
**The Future of Trade Finance**  
**BALLROOM C**

16:15 - 17:00

**Blockchain, innovation and digital transformation: Are we there yet?**

The importance of innovation continues to grow in the trade finance market, with both new and existing players increasingly keen to leverage the power of technology, data and analytics to adapt to changing market developments, and with many 'new world signals' seen as having the potential to outperform traditional sources.

**Issues to be addressed:**

- > With so many proofs of concept, pilots and other activities around the space, is there need for one overarching body to take control?
- > Are we seeing more collaboration cross-bank on initiatives? Is this likely to lead to greater agreement on standards? What of regulator concerns over the risk of 'cartels'?
- > How big is the challenge when it comes to scaling up digital solutions? Does more need to go into addressing onboarding issues?
- > Not just all the same thing: Understanding the nuances and subtleties around DLT, AI and big data, maturity levels and their different roles in the trade process
- > How important is a change in mindset when it comes to moving to a data-led trade model, particularly in the way data is used to look at risks?

Moderator:

**Michael Vrontamitis**, Head of Trade, Europe & Americas, Transaction Banking, Standard Chartered

Panellists:

- > **Alisa DiCaprio**, Head of Research and Global Trade Strategy, R3
- > **Huny Garg**, Head of Trade & Supply Chain, SWIFT
- > **Ms. Sun Jianbo**, General Manager, International Business Department, China Construction Bank
- > **Xia Lin**, Deputy General, International Trade Processing Center, Industrial and Commercial Bank of China
- > **Lyron Wahrman**, Head of Digitization, Surecomp

17:00-17:30

**An update from SWIFT**

Join us for an update on the strategic direction of SWIFT in light of potentially disruptive developments in technology, changing payments landscape, and the growing bank/Fintech partnerships.

**Issues to be addressed:**

- > Latest strategic priorities at SWIFT
- > Trade within the SWIFT organisation
- > Impact of GPI and KYC Registry on banks and corporates
- > Update on Standards Release 2019

Presented by:

**Huny Garg**, Head of Trade & Supply Chain, SWIFT interviewed by **Eleanor Wragg**, Senior Reporter, Global Trade Review (GTR)

\* Ballroom A+B

\*\* Ballroom C



17:40-18:15

### Uniform Rules from Demand Guarantees (URDG) and their increasing influence in local laws

Explaining the new guarantee regulations in China and other jurisdictions.

Moderator:

**Andrea Hauptmann**, Chair, ICC Task Force on Guarantees and Senior Global Consultant on Trade Finance, Raiffeisen Bank International

Panellists:

- > **Mr. Zhu Hongsheng**, Chief Guarantee Expert, General Manager of Trade Finance Products Center, Transaction Banking, China Minsheng Bank
- > **Elena Medvedeva**, Deputy Head of Documentary Business and Trade Finance, Raiffeisenbank
- > **Vincent O'Brien**, Vice-Chair, ICC United Arab Emirates Banking Commission
- > **Mr. Gao Xiang**, Former Dean, Law School, China University of Political Science and Law

17:30-18:15

### Digital Transformation: New funding sources and their role in the existing ecosystem

Non-bank finance offerings are increasingly coming to the fore as a plethora of funds, technology providers and other new players consider the huge potential of the trade finance market.

**This session will consider the following:**

- > Addressing financing gaps through funds, invoice financing platforms and other digital offerings
- > The emergence of funds and what they mean for trade finance as an asset class
- > How advances in technology can improve the appeal of trade finance to investors
- > Achieving greater standardisation and the importance of regulatory oversight

Moderator:

**Alexander Goulandris**, Chief Executive Officer, essDOCS

Panellists:

- > **Tan Kah Chye**, Chair, CCRManager
- > **Jacco De Jong**, Head of Global Strategic Business Development, Bolero
- > **Brian Edmondson**, Global Head, Trade and Working Capital, Finastra
- > **Christoph Gugelmann**, Co-Founder & CEO, Tradetq
- > **Agnès Hugot**, Chief Executive Officer, FastTrackTrade

18:15

### Close of Day One



19:30-21:30

**GALA DINNER sponsored by Bank of China** | Venue: Wanda Vista Beijing, Tower C Wanda Plaza - 93 Jianguo Road, Chaoyang District, 100022 Beijing



\* Ballroom A+B  
\*\* Ballroom C

## THURSDAY 11 APRIL

Day 2

## PLENARY MEETING

Venue:  
China World  
Summit Wing

9:00-9:15

## Welcome KEYNOTE

9:15-10:15

**Belt & Road: Risk participation and the appetite for longer-term financing**

The Belt & Road Initiative, China's much-vaunted plans for constructing trade routes connecting Asia with the rest of the world, continues apace, with the total infrastructure investment likely to run into trillions of dollars.

This session will address the following:

- > Opportunities for international banks and companies to build, consult and finance projects
- > Financing capacity, host country capacity for implementation, private market participation and country risk
- > Encouraging collaboration between ECAs, multilaterals, DFIs: What is the current appetite?
- > Arbitration and mediation: The role of public bodies such as ICC in engaging and liaising with stakeholders to resolve disputes

Moderator:

**Olivier Paul**, Head of Policy, ICC Banking Commission

Panellists:

- > **Justin D'Agostino**, Chair, ICC Belt and Road Commission and Global Head of Disputes, Herbert Smith Freehills
- > **Beibei Li**, Head of Banking & Origination for Belt and Road, Citi
- > **Daniel Qian**, Director, Head of Structured Trade and Export Finance China, Deutsche Bank
- > **Other speakers to be announced**



10:15-10:45

## Coffee Break

10:45-11:15

**ICC Banking Commission: Leading the way in global trade**

Join us for an overview of the current priorities of the ICC Banking Commission and a summary of the Commission's Strategic/Market Outlook direction.

Among the issues to be covered:

- > Highlights of the new Banking Commission strategy
- > Updates on governance, the Executive Committee and Advisory Board
- > Priority work areas, including market intelligence, regulatory advocacy and rule-making
- > Hearing from younger members about the benefits of ICC engagement

Discussion Leader:

**Olivier Paul**, Head of Policy, ICC Banking Commission

Panellists:

- > **Ruediger Geis**, Chair, ICC Successors in Trade and Head, Product Management Trade, Commerzbank
- > **Alexander Malaket**, Deputy Head, ICC Banking Commission Executive Committee and President, Opus Advisory Services
- > **Daniel Schmand**, Chair, ICC Banking Commission and Global Head Trade Finance at Deutsche Bank

11:15-11:40

**HIGHLIGHT | ICC Trade Register 2018 — main takeaways**

Discussion leader:

**Krishnan Ramadurai**, Chair, ICC Trade Register and Global Head of Capital Management for Trade and Receivable Finance, HSBC

Panellists:

- > **Richard Crecel**, Executive Director, Global Credit Data (GCD)
- > **Sukand Ramachandran**, Partner & Managing Director, Boston Consulting Group (BCG)
- > **Ms. Gao Xiaowen**, Risk Manager, Bank of China

11:40-12:30

**Blockchain consortia: A breakthrough development?**

As blockchain efforts continue apace, a technology that often requires collaboration to be effective has seen more companies (both allies and competitors) working together in consortia, the most recent example being the bank-backed blockchain consortia we.trade and Batavia joining forces.

This session will bring representatives of various consortia together to consider the following:

- > Ensuring the necessary planning, investment and commitment to create a successful consortium
- > How different consortia can co-exist and make sure they enable sufficient operability
- > Are government-backed blockchain-based digital connectivity initiatives such GTCN a 'game-changer'?
- > Do we expect many of these initiatives to be at an advanced stage by early 2019? Is there the expected bank uptake?

Moderator:

**David Bischof**, Senior Policy Manager, ICC Banking Commission and Co-Lead, ICC Blockchain Working Group

Panellists:

- > **Alisa DiCaprio**, Head of Research and Global Trade Strategy, R3
- > **Nitin Gaur**, Director, IBM Blockchain Labs
- > **Vinay Mendonca**, Managing Director and Global Head of Product & Propositions, Trade and Receivables Finance, HSBC
- > **Thierry Roehm**, Chairman of the Board we.trade, representing Société Générale
- > **Other speakers to be announced**



12:30-14:00

**Lunch** | Venue: B1/F & 4/F



14:00-16:00

BREAKOUT  
SESSIONSSelect from  
Stream 1\* and 2\*\*

## STREAM 1

## Rules and Opinions

## BALLROOM A+B

14:00-14:30

**Basel IV - Are you prepared?**

What the new rules could mean for banks?

Presented by:

**Krishnan Ramadurai**, Global Head of Capital Management for Trade and Receivable Finance, HSBC

14:30-14:45

**E-compatibility of ICC Rules**

- > Review of the eUCP update
- > Development of the new eURC rules
- > URBPO revision status review

Presented by:

**David Bischof**, Senior Policy Manager, ICC Banking Commission

14:45-15:30

**Documentary Credit Practices: Controversy & Guidance**

- > Should the application of ISBP 745 be widened?
- > Can the existing 'Opinions' process be improved?
- > Is there a business case to develop a 'lite' version of UCP 600?

Moderator:

**Hugo Verschoren**, Project Advisor, ICC Banking Commission and Owner & Manager, goVer Trade Technologies

Panellists:

- > **Hari Janakiraman**, Global Head of Trade and Supply Chain Products, ANZ
- > **Don Smith**, Principal, Global Trade Advisory
- > **Mr. Zha Zhongmin**, General Manager Beijing Branch, Head of Financial Institutions, China, Westpac

## STREAM 2

## Strategic/Market Outlook

## BALLROOM C

14:00-14:45

**The changing face of trade finance fraud**

- > The manipulation of transport documents – recent trends
- > Buyers and Sellers at risk – examples, prevention and response
- > Websites and trade finance frauds
- > UCP600 and fraud
- > The risk to banks
- > Trade based money laundering
- > Looking ahead to new forms of fraud or new risks, as trade finance evolves

Presented by:

**Pottengal Mukundan**, Director, ICC Commercial Crime Services and **Michael Howlett**, Deputy Director, ICC Commercial Services.

14:45-15:30

**Rethinking Cybersecurity in a Digital World**

Though the benefits of digitisation in revolutionising corporate operation, supply chains and transaction processes are self-apparent, such advances also leave firms increasingly vulnerable to cybercrime.

**This session will consider the following:**

- > How difficult is it to estimate the economic cost of cyberattacks? What models are being used and measures put in place to analyse the impact of attacks? Where are the pressure points?
- > What countermeasures are being put in place to combat the threat of cyberattacks? Are companies in a position to 'go back to basics' in the event of an attack?
- > How important is collection and quality of data with risks constantly changing? Is greater collaboration required cross-industry to improve this?
- > Are companies and banks doing business in China likely to see an increase in enforcement actions with the enactment of the country's new cybersecurity regulations?
- > Is understanding of cyber risk deepening? Is this likely to prove helpful in adopting a standardised approach to measuring impact?

Moderator:

**Katharine Morton**, Head, Trade, Treasury & Risk, Trade and Export Finance (TXF)

Panellists:

- > **Bhaskar Chatteraj**, Senior Specialist Cyber Risk & Control Governance APAC, Aon
- > **Tiffany Harbour**, SVP, Cyber Public Policy Lead, Bank of America
- > **Sukand Ramachandran**, Partner & Managing Director, Boston Consulting Group (BCG)
- > **Other speakers to be announced**



15:30-16:00

## Coffee Break

\* Ballroom A+B

\*\* Ballroom C



16:00-17:30

BREAKOUT  
SESSIONSSelect from  
Stream 1\* and 2\*\*STREAM 1\*  
Rules and Opinions  
BALLROOM A+B

16:00-16:20

Update from the International Standard  
Banking Practices for Demand  
Guarantees

Presented by:

**Glenn Ransier**, Technical Advisor, ICC Banking  
Commission and **Christina Seierup**, Vice President,  
Danske Bank

16:20-17:30

ICC Rules for the Experts: Draft Official  
Opinions of the Banking Commission

- > **Glenn Ransier**, Technical Advisor, ICC Banking  
Commission and Product Manager, Global Standby  
Letters of Credit and Demand Guarantee, Wells Fargo
- > **Kim Sindberg**, Technical Advisor, ICC Banking  
Commission and Executive Advisor, Nordea

STREAM 2\*\*  
Global Developments and  
New Initiatives  
BALLROOM C

16:00-17:00

Sustainable trade finance:  
How banks can lead the way

The trade finance market is seeing greater focus than ever on the importance of sustainability, a 'green revolution' that seeks to make sustainable sourcing and sustainable business practice a central theme for bankers, traders and corporates alike.

This session will address the following:

- > Taxonomy in sustainability: Where do we stand and what are the consequences?
- > Coal as a dirty word: Movement towards LNG and more sustainable forms of energy
- > New paradigms in the commodity sector, financial incentives for ESG criteria across agriculture, engagement with local communities
- > Does sustainability need other ways of funding? Green loans, green bonds or others? Is there a pricing influence by sustainability aspects?
- > How big a role does China have to play in the likely success of such initiatives and in making sustainable trade finance 'mainstream'?

Moderator:

**Ruediger Geis**, Head, Product Management Trade,  
Commerzbank

Panellists:

- > **Nigel Beck**, Executive & Global Head, Environmental and Social Risk and Finance, Standard Bank Group
- > **Roberto Leva**, Executive Director, Trade Finance, JPMorgan Chase & Co.
- > **Marco Nindl**, Principal Banker, European Bank for Reconstruction and Development (EBRD)
- > **Liu Zhiqin**, Senior Fellow, Chongyang Institute for Financial Studies, Renmin University of China

17:30-17:40

## Summary of ICC Banking Commission Technical Meeting 2019—Paris

17:40-18:00

## Prize Draw

- > iPad Mini - China Systems
- > GoPro Hero - Coastline Solutions
- > Samsung Galaxy Tab - BCR Publishing
- > Apple Watch - Trade Assets
- > ICC Tools for Trade - ICC

18:00

## Closing Remarks



18:15-20:00

Closing Cocktail sponsored by GTR and China Systems | Venue: TBA

\* Ballroom A+B  
\*\* Ballroom C



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For more information contact:

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# ICC BANKING COMMISSION

## THE WORLD'S ESSENTIAL RULE-MAKING BODY FOR THE BANKING INDUSTRY

WITH 85 YEARS OF EXPERIENCE AND MORE THAN 600 MEMBERS IN +100 COUNTRIES, THE ICC BANKING COMMISSION — THE LARGEST COMMISSION OF ICC, THE WORLD BUSINESS ORGANISATION — HAS RIGHTLY GAINED A REPUTATION AS THE MOST AUTHORITATIVE VOICE IN THE FIELD OF TRADE FINANCE.

### RULES

We produce universally accepted rules and guidelines for international banking practice.

The UCP 600 are the most successful privately drafted rules for trade ever developed.

### POLICY-MAKING

We support policy makers to translate their vision into concrete programmes and regulations to enhance business practices throughout the world

### PUBLICATIONS AND MARKET INTELLIGENCE

The industry's most reputable and reliable source of guidance to bankers and industry practitioners.

### DISPUTE RESOLUTION

Together with ICC's International Centre for Expertise we administer the ICC Rules for Documentary Instruments Dispute Resolution Expertise (DOCDEX).

### EDUCATION AND CERTIFICATION

ICC has recently launched the ICC Academy a professional-education initiative aimed at setting a new standard for professional education and enhancing the expertise of practitioners across a wide range of business sectors. The ICC Academy's offering will draw on the expertise of the ICC Banking Commission with a faculty in banking, including in the region of 70 online courses and three global certificates in trade finance.

### SPECIALISED TRAININGS AND EVENTS

In addition to its bi-annual summits gathering 400+ international delegates, we organize regular seminars and conferences around the world.

### STRATEGIC PARTNERSHIPS

Well-established collaboration with leading policy makers and trade association, including **WTO** (World Trade Organization), **ADB** (Asian Development Bank), **Berne Union**, **EBRD** (European Bank for Reconstruction and Development), **IDB** (Inter-American Development Bank), **IFC** (International Finance Corporation), **IMF** (International Monetary Fund), **SWIFT**, the **World Bank** and others.



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### REGISTRATION FEES

The registration fee includes participation to the welcome cocktail, entry to the opening ceremony, gala dinner, plenary meeting programme, exhibition, lunches, coffee breaks, and welcome kit. Travel and hotel expenses are not included.

ICC Members: €350  
Non-Members: €650

Registration deadline: 8 March 2019.

### HOW TO REGISTER

Easier and faster: register online (secured payment by credit card or PayPal) at [iccwbo.org/event/icc-banking-commission-annual-meeting/](http://iccwbo.org/event/icc-banking-commission-annual-meeting/)

Registration will be confirmed upon the completion of the online registration form and registration fees.