



BEIJING 2019

ANNUAL MEETING

ICC BANKING COMMISSION

8-11 APRIL 2019

AGENDA

LEADING THE WAY IN GLOBAL TRADE

BEIJING 2019

The **ICC Banking Commission** meetings are the only events of their kind gathering 500+ 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**

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ICC BANKING COMMISSION
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China World Summit Wing
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Beijing Shi, China, 100004

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<https://www.icmiamihotel.com/>



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

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:
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YU JIANLONG
 SECRETARY GENERAL,
 CHINA CHAMBER
 OF INTERNATIONAL
 COMMERCE (CCOIC) &
 ICC CHINA

▼ WELCOME

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

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 of course 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.

In particular, one of the sessions will focus entirely on the effects of the Belt & Road Initiative on global trade and investment. Indeed, China's plans for constructing trade routes connecting Asia with the rest of the world have cemented the nation's position as a champion for international trade.

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, ICC Banking Commission Work Streams will provide updates to members on their ongoing work. What's more, 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.

▼ 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: TBC

WEDNESDAY 10 APRIL

Day 1

PLENARY MEETING

Venue:
China World
Summit
Wing

8:00-8:45

REGISTRATION

9:00-9:15

Welcome Remarks

9:15-9:35

KEYNOTE SPEECH

9:35-10:00

HIGHLIGHT | ICC—100 years of Achievement and Looking Beyond

10:00-11:00

C-suite Question Time: Views from business leaders

Join us to hear first-hand accounts from corporate 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. Our panel of corporates will address the following subjects:

- > Funding structures, bank appetite and compliance challenges: Are banks doing enough?
- > Forming joint ventures to access local markets and make use of local funding provisions
- > Sustainability, supply chain and sourcing challenges for the modern corporate
- > The treasury function: Choosing between a local and regional treasury base
- > Politics, protectionism and trade tensions: How to ensure you keep your business moving



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



12:15-14:00

Lunch

14:00-16:00

BREAKOUT SESSIONSSelect from
Stream 1* and 2****STREAM 1
Technical**

14:00-14:15

Reflections on the ICC Global Survey 2019

A presentation by Doina Buruiana, Project Manager, ICC Banking Commission on the report will be followed by a panel reflecting on the key findings.

14:15-15:00

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

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.

Panelists will explore:

- > Basel IV – what the new rules could mean for banks?
- > The latest industry measures to combat illicit trade and anti-money laundering
- > Trends and challenges in combatting fraud and cybersecurity
- > The latest public initiatives including the SWIFT KYC Registry and ADB Regulatory Scorecard
- > Should there be greater regional cooperation between banks to meet these new challenges?

**STREAM 2
Strategic/Market Outlook**

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

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?



15:45-16:15

Coffee Break

* Room X

** Room Y

16:15-17:30

BREAKOUT
SESSIONSSelect from
Stream 1* and 2**STREAM 1
Strategic/Market Outlook

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

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

17:40-18:15

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

Explaining the new guarantee regulations in China

STREAM 2
The Future of Trade Finance

16:15 - 17:00

Technology, innovation digitization and the future of trade: Where are we heading?

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.

Areas to be covered:

- > Artificial intelligence, smart contracts, big data: The latest trade developments
- > How are digital transformation and new business models 'revolutionising' the banking sector?
- > The role of new technologies in anti-money laundering, anti-terrorist financing and anti-tax evasion
- > Streamlining trade finance with blockchain: What lessons have been learnt? What are the future projections?

17:00-17:30

SWIFT: Building a Platform for Digital Trade

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

18:15

Close of Day One19:30-21:30
GALA DINNER | Venue:* Room X
** Room Y

THURSDAY 11 APRIL

Day 2

PLENARY
MEETINGVenue:
China World
Summit Wing

9:00-9:05

Welcome

9:05-9:30

What's New at ICC?

9:30-10:00

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

10:00-10:30

HIGHLIGHT | ICC Trade Register 2018 — main takeaways

10:30-11:00

Coffee Break

11:00-11:40

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

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 as 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?



12:30-14:00

Lunch***

14:00-15:30

BREAKOUT
SESSIONSSelect from
Stream 1* and 2**STREAM 1
Rules and Opinions

14:00-14:30

**Reports from ICC Banking Commission
work streams on progress to date**

- a. Update from the Regulatory Advocacy Group
- b. Update from the Working Group for International Standard Banking Practices for Demand Guarantees
- c. Update from the Export Finance Group
- d. Update from the Wolfsberg Principles Guidance Drafting Group
- e. Update from the Legal Committee

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

- > **Dave Meynell**, Senior Technical Advisor, 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?

Presented by

- > Dave Meynell, Senior Technical Advisor, ICC Banking Commission
- > Don Smith, Principal, Global Trade Advisory
- > Hugo Verschoren, Manager and Owner, goVer Trade Technologies
- > Hari Janakiraman, Global Head of Core Trade Products, ANZ

STREAM 2
Strategic/Market Outlook

14:00-14:45

**Getting Ahead of the Game: Financial
Crime – from Theory to Practice**

- > Current trends in financial crime, regional highlights
- > 'Follow the Money': Theory to practice
- > UCP600 and fraud
- > Buyers and sellers at risk – examples, prevention and response
- > The risk to banks
- > Trade base money laundering
- > Leading cases across China, Hong Kong and Singapore
- > Learning from and applying the lessons of experience
- > Looking ahead to new forms of fraud or new risks, as trade finance evolves

14:45-15:30

Panel on Cybersecurity

15:30-16:00

Coffee Break

* Room X
** Room Y



16:00-17:30

BREAKOUT SESSIONSSelect from
Stream 1* and 2****STREAM 1*****Rules and Opinions**

16:00-17:30

ICC Rules for the Experts: Draft Official Opinions of the Banking Commission**STREAM 2******Global Developments and New Initiatives**

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:

- New paradigms in the commodity sector, financial incentives for ESG criteria across agriculture, engagement with local communities
- Coal as a dirty word: Movement towards LNG and more sustainable forms of energy
- How the pricing of deals is influenced by sustainability aspects: Is the investor community now paying more notice?
- Considering the potential frictions being introduced into the value chain and how regulatory discussions are being shaped
- How big a role does China have to play in the likely success of such initiatives and in making sustainable trade finance 'mainstream'?

17:30-17:40

Summary of ICC Banking Commission Technical Meeting 2019—Paris

17:40-18:00

Prize Draw

18:00

Closing Remarks

18:15-20.00

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

* Ballroom B + C
** Room Y



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.



The world business organization

33-43 AVENUE DU PRÉSIDENT WILSON
75116 PARIS, FRANCE



WWW.ICCWBO.ORG

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: 1 March 2018.

HOW TO REGISTER

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

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