

A photograph of the Miami skyline across a body of water, with palm trees in the foreground. The image is partially covered by a large blue triangle pointing downwards from the top right, and an orange triangle pointing upwards from the bottom left.

# MIAMI 2018

## **ANNUAL MEETING**

ICC BANKING COMMISSION  
3-6 APRIL 2018

NAVIGATING TRADE  
IN A WORLD OF DISRUPTION

## **AGENDA**

# MIAMI 2018

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**



**500+**  
**ATTENDEES**



**80+**  
**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.

## MIAMI 2018

**ANNUAL MEETING**  
**ICC BANKING COMMISSION**  
**3-6 APRIL 2018**



Intercontinental Miami  
100 Chopin Plaza  
Miami, FL 33131

T +305 577 1000  
Toll-Free: +1 877 834 3613

<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: <https://iccwbo.org/event/icc-banking-commission-annual-meeting/>

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  
[sandra.sancheznery@iccwbo.org](mailto:sandra.sancheznery@iccwbo.org)



Follow us on twitter: @ICCBanking  
Use our official conference hashtag: #BCMeeting

## ▼ 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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DAVID SCHWARTZ  
PRESIDENT & CEO, FIBA

## ▼ WELCOME

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It is with great pleasure that we, the Florida International Bankers Association (FIBA), welcome you to the International Chamber of Commerce (ICC) Banking Commission Annual Meeting to be held April 3-6, 2018 at the Intercontinental Hotel in Miami, Florida.

Founded in 1979, FIBA is a non-profit trade association that provides comprehensive support to the global financial services industry through education, conferences and advocacy. Members includes some of the largest financial institutions and influential organizations from Europe, the United States, Latin America and the Caribbean. FIBA is recognized by the financial services industry, regulators, and law enforcement as a Center for Excellence for its knowledge and expertise.

Starting in the late 1970s, capital fleeing Latin America due to the lack of political and economic stability found a home in Miami, thanks to its geographical proximity and cultural similarity. As a result, U.S., European, Latin American and Asian banks launched operations in Miami creating one of the most dynamic, vibrant and friendly environments for international banking. Forbes magazine has dubbed Brickell Avenue, Miami's financial center, "Wall Street South", as it is home to 53 banks that focus on trade finance, correspondent banking and wealth management. Miami is also considered the financial capital of Latin America, a hub for trade with Central and South America and the Caribbean with over \$142.8 billion in merchandise trade moving through its airport and seaport in 2016. Trade is not limited solely to this region, however, as China, Japan, and Germany fall within Miami's top 10 trading partners.

Rapidly changing environment, regulation, and financial technology innovation leave no time for complacency. This year's conference will give unparalleled insight and in-depth analysis on the evolution of trade finance, the changing landscape for international trade, heightened geopolitical risk, and post-crisis developed-world constraints. It will also afford you the opportunity to network with key influencers in business and trade finance globally.

We look forward to seeing you all in Miami!



DANIEL SCHMAND

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

## ▼ FOREWORD

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It is with great pleasure that we announce the 2018 ICC Banking Commission Annual Meeting in Miami. Our flagship event will take place from 3-6 April, at the Intercontinental Hotel in Miami and, for the first time, in partnership with Florida International Bankers Association (FIBA).

Under the theme, “Navigating trade in a world of disruption,” the 2018 meeting will focus on surviving and thriving in an environment where the “new normal” is very much one of uncertainty.

With this year’s meeting in Miami — a global gateway to Latin America, as well as a major banking and financial hub in its own right — we will take a temperature of Latin American trade, assessing signs of recovery in the region and, of course, the opportunities for trade finance.

This diverse region offers abundant opportunities for trade finance. With accelerating regional integration and companies looking to connect to global value chains, Latin America has enormous potential. Yet there are also challenges facing the region, including inefficient trade infrastructure, complex non-tariff measures, and regulatory constraints for trade in services.

Offering unique networking opportunities, the 2018 Annual Meeting is expected to welcome over 500 delegates from 65 countries — gathering some of the leading figures in trade finance to discuss a landscape that is undergoing significant change.

Our plenary meeting will focus on developments in the global economy and across Latin America — gathering leading economists, analysts and experts in trade finance. What is more, in a disruptive world we will also take the time to shed light on the Banking Commission’s new strategy and aims around advocacy and rulemaking, in particular.

As with previous meetings, our popular breakout sessions will explore a variety of relevant topics in trade finance — from financial inclusion, financial technology, as well as commodities and agribusiness to blockchain, cybersecurity, and more. ICC Banking Commission task forces and working groups will also meet to discuss technical topics related to bank guarantees, supply chain finance, and regulation. Here, members will be informed of updates to rules and opinions — such as the e-compatibility of ICC Rules.

We are honoured to have industry experts contributing their time and insight for the benefit of all delegates. We are particularly grateful to FIBA and all other meeting sponsors, whose generosity and support have made this conference possible.

We invite you to engage with those around you, build new relationships, and critically consider this fascinating and challenging moment in the global banking industry.

We look forward to welcoming you in Miami.

## ▼ PROGRAMME AT A GLANCE

VENUE: Intercontinental Miami, Miami, FL 33131

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

### TUESDAY 3 APRIL

Task Force and Specialised Group Meetings  
(Restricted to group members)

### WEDNESDAY 4 APRIL

Task Force and Specialised Group Meetings  
Welcome Cocktail

### THURSDAY 5 APRIL

Welcome Remarks

#### PLENARY SESSION

Coffee Break

#### PLENARY SESSION

Lunch

#### BREAKOUT SESSIONS

#### STREAM 1

Trade Trends and the Changing Perception of Risk

#### STREAM 2

Disruptive Technology and the Future of Trade

Coffee Break

#### BREAKOUT SESSIONS

#### STREAM 1

Trade Trends and the Changing Perception of Risk

#### STREAM 2

Disruptive Technology and the Future of Trade

Gala Dinner

### FRIDAY 6 APRIL

#### PLENARY SESSION

Coffee Break

#### PLENARY SESSION

Lunch

#### BREAKOUT SESSIONS

#### STREAM 1

Rules and Opinions

#### STREAM 2

Global Developments and New Initiatives

Coffee Break

#### BREAKOUT SESSIONS

#### STREAM 1

Rules and Opinions

#### STREAM 2

Global Developments and New Initiatives

Prize Draw  
Closing Remarks  
Closing Cocktail





## ▼ AGENDA

### TUESDAY 3 APRIL

Venue:  
Intercontinental  
Miami

9:00-18:30

#### Task Force & Specialised Group Meetings

(Restricted to group members)

### WEDNESDAY 4 APRIL

Venue:  
Intercontinental  
Miami

9:00-18:30

#### Task Force & Specialised Group Meetings

(Restricted to group members)



18:30-20:00

#### Welcome Cocktail Sponsored by Inter-American Investment Corporation (IIC Invest)

Venue: Pool Area

### THURSDAY 5 APRIL

Day 1

#### PLENARY MEETING

Venue:  
Intercontinental  
Miami\*

8:00-8:45

#### REGISTRATION

9:00-9:25

#### Welcome Remarks

- > **Maria Fernanda Garza**, Executive Committee Member and Regional Coordinator for the Americas, International Chamber of Commerce (ICC); CEO, Orestia
- > **Daniel Schmand**, Chairman, ICC Banking Commission; Global Head, Trade Finance, Deutsche Bank
- > **David Schwartz**, President and CEO, Florida International Bankers Association (FIBA)

09:25-09:45

#### The Outlook for Global Trade Finance

A leading economist will provide an overview of the state of the global economy before drilling down to a continental and regional view of trade and financing developments across Latin America.

#### Issues to be addressed

- > Global market overview
- > Evolving trade flows and corridors
- > Overview of current and emerging trade patterns and flows
- > Latin America: A continental view

#### Presented by

- > **Ernesto Revilla**, Head, LATAM Economics, Citi

\* Salon Versailles



09:45-10:30

**Managing and Thriving in the 'New Normal' of Uncertainty**

This keynote panel discussion will bring together a wide-ranging group of experts to consider various market issues, addressing concerns over protectionism, stressing the importance of contributing to maintaining open markets, strengthening the rules-based international trading system, increasing world trade and raising living standards.

**Issues to be addressed**

- > From Nafta to Nato: Where are we now with trade policies and free trade agreements globally? Are we any closer to achieving clarity on these issues?
- > Is the TPP worth pursuing without US involvement? Could we see the likes of China and other countries playing a greater role now?
- > With the ongoing risk of import restrictions from the US and concerns over retaliatory measures such as increased tariffs, taxation, red tape and changes to procurement practices, how seriously should we take the threat of a global trade war?
- > How have populist stances evolved over the last 18 months and what have been the knock-on implications? To what degree has discussion over global protectionism had tangible impact on trade flows?
- > Are we seeing light at the end of the tunnel within Latin America? Could uncertainty over US policy derail this? How important are ongoing efforts to improve transparency and root out corruption in regaining trade confidence?

Moderator: **Shannon Manders**, Editorial Director, Global Trade Review (GTR)

**Panelists**

- > **Patricia Gomes**, Head, Global Trade and Receivables Finance, North America, HSBC
- > **Daniel Schmand**, Chairman, ICC Banking Commission; Global Head, Trade Finance, Deutsche Bank
- > **Paul Thanos**, Director for Finance and Insurance Industries, U.S. Department of Commerce



10:30-11:00

**Coffee Break**

11:00-11:30

**HIGHLIGHT | Signs of Recovery? Taking the Temperature of Latin American Trade**

This quick-fire round-up will examine some of the key trends impacting on Latin American trade, from Brazil and Argentina's recovery to Venezuela's collapsing economy to sluggish growth in Colombia and Peru, as well as how markets such as Bolivia and the Dominican Republic provide potential bright spots. The session will also examine key regional issues such as governance, reforms and regulations, infrastructure requirements and the need to provide investors with greater political certainty.

Moderator: **David Schwartz**, President and CEO, Florida International Bankers Association (FIBA)

**Panelists**

- > **Kim Joon**, Head, Global Trade Product & Portfolio Management, BNY Mellon Treasury Services
- > **Gema Sacristán**, Chief Investment Officer, IDB Invest
- > **Giorgio Trettenero**, Secretary General, Latin America Federation of Banks (FELABAN)

11:30-12:15

**Reflections on the ICC Global Survey**

This session will reflect on the findings of the 'Rethinking trade and finance' report, based on the ICC Banking Commission's annual global survey. An initial presentation on the report will be followed by a panel discussion reflecting on key findings such as:

- > Is the trend of unmet demand for trade finance likely to continue? To what extent does this tie in with concerns over compliance and regulation and dwindling correspondent banking relationships?
- > Are we seeing a reduction in the flow of capital to emerging markets? How much of a concern should this be?
- > Can we expect a sharp decline in the usage of traditional trade finance instruments over the coming year as the move towards open account trade continues apace?
- > With reportedly low take-up of fintech and slow progress in achieving digitalisation, is more being made of the disruptive element than should be?
- > What role can the ICC Banking Commission play in the various market developments revealed in the report?

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

**Panelists**

- > **Dominic Broom**, Global Head, Trade Business Development, BNY Mellon Treasury Services
- > **Mark Evans**, Managing Director, Transaction Banking, Institutional, ANZ
- > **Alexander Malaket**, Executive Committee Deputy Head, ICC Banking Commission; President, Opus Advisory Services
- > **Thierry Senechal**, Managing Director, Finance for Impact

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12:15-12:45

**ICC Banking Commission: Ambitions in a World of Disruption**

Join us for an overview of the current priorities of the ICC Banking Commission and a summary of the Commission's strategic direction.

**Issues to be addressed**

- > 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 rulemaking
- > Overview of the Young Talent Programme

Discussion Leader: **Alexander Malaket**, Deputy Head, ICC Banking Commission Executive Committee; President, Opus Advisory Services

**Panellists**

- > **Steven Beck**, Head, Trade and Supply Chain Finance, Asian Development Bank (ADB)
- > **Ruediger Geis**, Head, Product Management Trade, Commerzbank AG
- > **Olivier Paul**, Head of Policy, ICC Banking Commission
- > **Daniel Schmand**, Chairman, ICC Banking Commission; Global Head Trade Finance, Deutsche Bank



12:45-14:00

**Lunch\*\*\***

14:00-15:45

**BREAKOUT SESSIONS**

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

**STREAM 1****Trade Trends and the Changing Perception of Risk**

14:00-15:00

**Correspondent Banking and the Need for Financial Inclusion**

- > With many global banks severing their correspondent banking relationships, how significantly damaging is this to local banks?
- > Are concerns regarding anti-money laundering (AML) regulations and the rising costs of conducting the requisite due diligence the main driver?
- > Are we seeing heightened concerns regarding financial exclusion? How are emerging market banks coping with de-risking in this new environment?
- > Why are Chinese banks said to be bucking this trend? Is this due to less stringent oversight in areas such as AML and compliance?
- > Do advances in financial technology and blockchain technology potentially reduce the significance of correspondent banking networks?
- > Access to trade finance for SMEs

Moderator: **Steven Beck**, Head, Trade Finance, Asian Development Bank (ADB)

**Panellists**

- > **Marc Auboin**, Economic Counsellor, World Trade Organisation (WTO)
- > **Kwabena Ayirebi**, Director, Banking Operations, African Export-Import Bank (Afreximbank)
- > **Huny Garg**, Head, Trade & Supply Chain, Swift
- > **Yunfei Liu**, Deputy General Manager, Global Trade Finance, Bank of China
- > **Luis Nino de Rivera**, Vice Chairman, Banco Azteca Mexico, and Banco Azteca in Guatemala, Honduras, El Salvador, Panama and Peru
- > **Anisse Terai**, Head, Policy and Partnerships, International Islamic Trade Finance Corporation (ITFC)

**STREAM 2****Disruptive Technology and the Future of Trade**

14:00-15:00

**HIGHLIGHT: The New Digital Economy and Trade Finance**

This keynote presentation will focus on the rapid global proliferation of the global economy and e-commerce, considering how this will impact on trade flows and commercial practices both in the Americas and globally in the years to come. Topics for discussion will include the influence of key disruptive trends such as artificial intelligence and machine learning, blockchain technology, collaborative ecosystems and cryptocurrencies.

Keynote speaker: **Kati Suominen**, Founder and CEO, Nextrade Group

- > Moderator: **Michael Vrontamitis**, Head, Trade, Europe & Americas, Transaction Banking, Standard Chartered Bank

Followed by Q&A with

- > **Alisa Dicaprio**, Head of research and global trade strategy, R3
- > **Nitin Gaur**, Director, IBM Blockchain Labs
- > **Alexander Goulandris**, Chief Executive Officer, essDOCS
- > **Chris Principe**, Chief Executive Officer, FinFuture
- > **Mia M Stenberg**, Head of Trade & WCM Sales Development, Norde

\* Salon Versailles

\*\* Salon Biscayne

\*\*\* Salon Trianon

15:00-15:45

### Inter-Banking Distribution, Asset Distribution and Insurance: Experiences in the Market

With banks looking to lighten their balance sheets, distribution of trade assets has become a key tool. This session will consider the reasons behind the growing trend for risk sharing, how regulatory requirements such as Basel/KYC/AML play a role and when/how to distribute.

#### The panellists will look at:

- > Current issues and the latest developments in inter-bank documentation
- > The quasi-bank role increasingly being played by insurers; could this go further?
- > Could fintech receivables platforms play a significant part in increasing capacity — what's around and what will best serve the needs of both banks and corporates?
- > Role that capital markets can play in the distribution of the market (role of non-bank investors)

Moderator: **Sean Edwards**, Chairman, International Trade & Forfeiting Association (ITFA)

#### Panellists

- > **Simon Bessant**, Global Head, Insurance, Texel Finance Limited
- > **Ruediger Geis**, Head, Product Management Trade, Commerzbank AG
- > **Glenn Kocher**, Managing Director, LiquidX
- > **Robert Kowit**, Senior Vice President, Product Specialist, Federated Investors
- > **Ana M. Kube**, Regional Trade and Product Management Executive for Latin America and the Caribbean, Bank of America Merrill Lynch

15:00-15:30

### An update from Swift

A year into the appointment of a new head of trade and supply chain, Swift has rolled out an international payment tracker and expanded its KYC registry. What's next for the organisation?

Interviewer: **Shannon Manders**, Editorial Director, Global Trade Review (GTR)

#### Panellist

- > **Huny Garg**, Head of Trade & Supply Chain, Swift



15:45-16:15

### Coffee Break





16:15-18:15

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

## STREAM 1

Trade Trends and the Changing  
Perception of Risk

16:15-17:15

Getting Ahead of the Game: Combatting  
Illicit Trade, Fraud and Money Laundering

Banks and financial institutions are playing an increasingly critical role in identification and prosecution of financial crime, and must keep up with regulatory demands as well as stay ahead of the countermeasures of criminal organizations. The key to long-term success will be to get ahead of the financial crimes curve.

- > Current trends in financial crime, regional highlights
- > What further steps can banks take to control the risk of fraud? Are certain trade sectors now deemed too risky from a due diligence perspective?
- > Highlighting some of the key steps being undertaken to ensure transactions are sound, including rights of possession, contract terms and counterparty risk
- > How important is trade formalisation in reducing the risk of fraud, particularly in emerging markets?
- > To what extent are new technologies being leveraged to reduce risks around areas such as fraud and money laundering? Could blockchain have a key role to play?

Moderator: **Pottengal Mukundan**, Director, ICC Commercial Crime Services

## Panellists

- > **Graham Baldock**, Global Head, Financial Crime Compliance, Global Trade and Receivables Finance, HSBC
- > **Dan Tannebaum**, Principal, PwC's Financial Crimes Unit; Leader, Global Financial Services Sanctions Practice
- > **John Tobon**, Deputy Special Agent in Charge, Homeland Security Investigations
- > **David Wildner**, US Head, Anti-Money Laundering, BNY Mellon

17:15 - 17:30

Trade Based Money Laundering:  
Rethinking the Approach

Presented by: **Tod R. Burwell**, President & Chief Executive Officer, BAFT

## Issues to be addressed

- > Highlights of BAFT advocacy paper on trade based money laundering
- > Limitations of banks identifying and mitigating TBML
- > Recommendations for changing the approach

## STREAM 2

Disruptive Technology and the Future  
of Trade

16:15-17:15

Financial technology: The new kids on  
the block

The advent of fintech has seen several new players enter the market in recent times, with a range of differing market offerings. This session will seek to:

- > Provide more details about these companies, their strategies, business models, what they are doing and why
- > Consider the various new technological developments being implemented, including the use of big data, artificial intelligence, the Internet of Things
- > Assessing their practical implications and what they hold for the future of trade finance
- > Are we seeing greater competition or collaboration between banks and fintechs?

Moderator: **Rogier Schulp**, Global Head of Trade and Working Capital Solutions, Santander Global Corporate Banking

## Panellists

- > **Srinivasan Sriram**, Chief Executive Officer, Skuchain
- > **Christophe Spoerry**, Co-Founder, Euler Hermes Digital Agency
- > **David Hennah**, Global Head of Trade & Supply Chain Finance Products, Finastra
- > **Henry Balani**, Global Head of Strategic Affairs, Accuity
- > **Kaushalya Somasundaram**, Head of Fintech Partnerships & Strategy, HSBC

\* Salon Versailles

\*\* Salon Biscayne

17:30-18:15

**Cybersecurity: How to Survive an Attack**

Cybersecurity attacks are becoming increasingly frequent, with various recent high profile attacks exposing key vulnerabilities in the sector. This session will examine these concerns from the perspective of the trade finance sector, considering whether they could have been avoided, lessons to be learned and how technology can address future challenges for both banks and their customers.

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

**Panellists**

- > **Mauricio Angee**, Chief Information Security Officer (CISO), Mount Sinai Medical Center
- > **Tiffany Harbour**, Vice President, Global Cyber Security Public Policy, Bank of America
- > **Richard Moore**, Managing Director, Alvarez & Marsal, FIAS Global Cyber Risk Services, LLC
- > **David Watson**, Managing Director, Global Head, Digital Cash Products, Head, Cash Management, Americas, Global Transaction Banking, Deutsche Bank

17:15-18:15

**Blockchain and Distributed Ledgers: What's Next in the Revolution?**

- > Where are we in the timeline for the comprehensive implementation of blockchain (the 'production phase')?
- > How significant is the progress made in developing platforms for bringing pilots and proofs of concept to the operational stage?
- > Have we mostly seen initial production in smaller areas as a way of working towards 'critical mass'? What of banks' own small-scale solutions as part of their own pilots?
- > Does the industry need to define a blockchain standard before it can fully leverage the benefits of the technology? Is the market ready to collaborate?

Moderator: **Alisa Dicaprio**, Head of Research and Global Trade Strategy, R3

**Panellists**

- > **Baihas Baghdadi**, MD, Global Head, Trade and Working Capital, Barclays
- > **Daniel Cotti**, Chief Financial Officer, TradeIX
- > **Eric Henry**, Innovator, Digital Trade Finance Solutions, BNP Paribas Corporate and Institutional Banking
- > **Sukand Ramachandran**, Partner & Managing Director, Boston Consulting Group
- > **Gadi Ruschin**, Chief Executive Officer, Wave

18:15

**Close of Day One**

19:30-21:30

**GALA DINNER** | Venue: Bayfront Salon

## FRIDAY 6 APRIL

Day 2

PLENARY  
MEETINGVenue:  
Intercontinental  
Miami\*

9:00-9:05

## Welcome

9:05-9:30

## What's New at ICC?

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

Panellists:

- > **Julian Kassum**, Global Development Director, International Chamber of Commerce (ICC)
- > **Daniel Kok**, General Manager, ICC Academy
- > **Pottengal Mukundan**, Director, ICC Commercial Crime Services

9:30-10:30

## 'C-Suite' Question Time: Views from business leaders

- > What are the key challenges faced by senior business leaders in the current geopolitical climate? How have companies had to adapt?
- > Which markets are corporates looking to target at present? How does international business compare with domestic? Should more focus be placed on exporting?
- > How easy is it to raise bank finance at present? What is the current investment climate and to what extent has it been impacted by regulatory concerns?
- > Strategic versus financial: Comparing and contrasting the concerns and priorities of the modern-day corporate CEO/CFO

Moderator: **Shannon Manders**, Editorial Director, Global Trade Review (GTR)

Panellists:

- > **Vernon Darko**, President & Chief Executive Officer, EquipXP
- > **Adrian Katz**, Chief Executive Officer, Finacity
- > **Jérôme Pezé**, Chief Executive Officer, Tinibu Square
- > **Shona Tatchell**, Chief Executive Officer & Founder, Halotrade



10:30-11:00

## Coffee Break

11:00-11:15

## The Non-Vessel Owning Common Carriers (NVOCC) project

Presented by

- > **Pottengal Mukundan**, Director, ICC Commercial Crime Services

11:15-11:30

## HIGHLIGHT | ICC Trade Register 2017 — main takeaways

Presented by

- > **Krishnan Ramadurai**, Chair, ICC Trade Register; Head of Product, Returns and Capital Optimization, HSBC

\* Salon Versailles

11:30-12:15

**Basel III: The Beginning of the End**

This panel will discuss the package of reforms finalised by the Basel Committee in December 2017, which are designed to help reduce excessive variability in risk weighted assets and improve the comparability and transparency of banks' risk-based capital ratios.

**Issues to be addressed**

- > Changes to the Credit Risk measurement framework: Standardised & Internal Ratings Based Approaches
- > Changes to the treatment of Operational Risk
- > Leverage Ratio surcharge for the largest banks
- > Introduction of the Capital Output floor
- > Implementation across jurisdictions

Moderator: **Krishnan Ramadurai**, Chair, ICC Trade Register; Head of Product, Returns and Capital Optimization, HSBC

**Panellists**

- > **Dominic Broom**, Global Head, Trade Business Development, BNY Mellon Treasury Services
- > **Brad Carr**, Senior Director, Digital Finance Regulation and Policy, Institute of International Finance (IIF)
- > **Dan Taylor**, Principal, DLTAYLOR Consulting



12:15-14:00

**Lunch\*\*\***

14:00-15:30

**BREAKOUT SESSIONS**

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

**STREAM 1****Rules and Opinions**

14:00-14:15

**Findings from the Global URDG-survey****Presented by**

- > **Andrea Hauptmann**, Executive Director, Senior Global Consultant on Trade Finance, Raiffeisen Bank International; Chair, Task Force on Guarantees

14:15-15:00

**E-compatibility of ICC Rules**

- > Review of the eUCP update
- > Development of the new eURC rules

**Presented by**

- > **Dave Meynell**, Senior Technical Advisor, ICC Banking Commission

**STREAM 2****Global Developments and New Initiatives**

14:00-14:45

**How are Corporates Managing Their Supply Chains in an Increasingly Complex Global Environment?**

- > How are corporates adjusting to a more volatile global environment? How is this impacting on both their financing and risk management strategies?
- > Are we seeing greater levels of strain being placed on increasingly complex supply chains?
- > How would you assess the benefits and drawbacks of the various SCF solutions in the market?
- > How can various techniques be combined to maximise supplier participation and further entrench SCF as a universally accessible practice for the corporate sector?
- > How innovations in technology are enhancing efficiency: Bridging the DSO gap, aligning goals across internal departments, new working capital solutions

Moderator: **Adrian Rigby**, Chief Operating Officer, Global Deputy Head, Trade and Receivables Finance, HSBC

**Panellists**

- > **Vinod Madhavan**, Group Head, Trade, Standard Bank Group
- > **Hernan Mayol**, Director General, Chief Executive Officer, Worldwide Financial Solutions
- > **Jonathan Richman**, Managing Director, Head of Trade Finance and Financial Supply Chain, Americas, Global Transaction Banking, Deutsche Bank
- > **Doug Schoch**, Vice President, Captive Business, Siemens

\* Salon Versailles

\*\* Salon Biscayne

\*\*\* Salon Trianon



15:00-15:30

**Digitalisation of Trade Finance Working Group: BPO**

- > Objectives and scope of work
- > Next steps

**Presented by**

- > **Daisuke Kamai**, Head of e-Trade Product, Transaction Banking Division, Bank of Tokyo-Mitsubishi UFJ
- > **Dave Meynell**, Senior Technical Advisor, ICC Banking Commission, with a member of the BPO Working Group

14:45-15:30

**Global Export Credit Agency Activity: Reflections and Predictions**

With a handful of (mostly European) exceptions, export credit volumes declined in many major markets in 2016, with US Exim the most striking example with a 97% fall in support. This session will assess the current landscape and debate on likely future trends, with potential topics including:

- > To what extent has the ECA market been impacted by reduced export growth, increased liquidity levels and greater activity from the private insurance market among others?
- > Have delays over reauthorisation and appointment of a board given a false impression when it comes to US Exim activity and its role in the market? Is this likely to change?
- > Is Chinese dominance of the export credit market (US\$50bn in support in 2016, more than the rest combined) likely to continue? How significant will OBOR prove in this?
- > How significant are political developments such as Brexit likely to prove when it comes to ECA activity, with new export relationships sought?

Moderator: **Oliver O'Connell**, Content Development Manager, Trade and Export Finance (TXF)

**Panellists**

- > **James Cruse**, Senior Vice President, Office of Policy Analysis and International Relations, Export-Import Bank of the United States
- > **Jonathan Joseph-Horne**, Managing Director, Co-Head of Structured Export Finance, Global Trade Finance Department, Sumitomo Mitsui Banking Corporation Europe Limited
- > **Manuel Probst**, Head of Export Finance, Ferrostaal Equipment Solutions GmbH



15:30-16:00

**Coffee Break**



16:00-17:30

## BREAKOUT SESSIONS

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

### STREAM 1

#### Rules and Opinions

16:00-17:30

#### Draft Official Opinions of the Banking Commission

- > **Dave Meynell**, Senior Technical Advisor, ICC Banking Commission; Owner, TradeLC Advisory
- > **Glenn Ransier**, Technical Advisor, ICC Banking Commission; Product Manager, Global Standby Letters of Credit and Demand Guarantee, Wells Fargo Bank
- > **Kim Sindberg**, Senior Advisor, ICC Banking Commission; Executive Advisor, Nordea

### STREAM 2

#### Global Developments and New Initiatives

16:00 to 17:00

#### Sustainability and Traceability in Trade

Banks and companies are under increasing pressure to meet sustainability standards, as regulators clamp down on trade-based money laundering practices. But how can trading companies, banks and governments ensure goods are both sustainable and authentic? This session will address:

- > Could developments in track and trace technology help to satisfy operational problems that plague supply chains globally?
- > How can blockchain play a role in providing access to key tracking information? What has been achieved so far in this?
- > To what extent could such practices also be used in passing environmental and sustainability standards information up the value chain? Could incentives be offered down the value chain to ensure accurate information?
- > What examples are there of these consortium-based 'ecosystems' being applied across a range of sectors, from coffee to cotton to food produce? How important is it to apply across the whole supply chain?

Moderator: **Harriette Resnick**, Co-chair, ICC Banking Commission Sustainable Trade Finance Working Group

#### Panellists

- > **Nigel Beck**, Executive & Global Head, Environmental and Social Risk and Finance, Standard Bank Group
- > **Roberto Leva**, Executive Director, Trade Finance, JPMorgan Chase & Co.
- > **Rudolf Putz**, Head, Trade Facilitation Programme (TFP), European Bank for Reconstruction and Development (EBRD)
- > **Shona Tatchell**, Chief Executive Officer & Founder, Halotrade
- > **Makiko Toyoda**, Acting Head, Global Trade Finance Programme, International Finance Corporation (ITFC)

17:30-17:40

#### ICC Banking Commission Technical Meeting — Tbilisi, Georgia

17:40-18:00

#### Prize Draw — Salon Versailles

- > China Systems Corporation — iPad Mini
- > Coastline Solutions — Samsung Galaxy Tab
- > BCR Publishing — iPad Mini
- > ICC Banking Commission — ICC Tools for Trade

18:00

#### Closing Remarks



18:15-20:00

**Closing Cocktail** sponsored by GTR and China Systems | Venue: Ole Restaurant

\* Salon Versailles

\*\* Salon Biscayne

# 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: 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/](http://iccwbo.org/event/icc-banking-commission-annual-meeting/)

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