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We deliver online certification and professional development services to meet the educational needs of banks, corporates and other organizations at the forefront of international trade.

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WELCOME

After more than ten years and on the occasion of the ICC Centenary, ICC France will be delighted to welcome members and National Committees to the ICC Banking Commission Technical Meeting to be held in Paris on 7-9 October 2019 at the HSBC France headquarters on the Champs Elysées.

Since its creation in 1919, the ICC has always been eager to take up the challenges of its time. In this sense, the adoption of the revised eUCP and the launch of the new eURC a few months ago in Beijing is a very concrete signal that the Banking Commission has clearly entered into the digital era.

Therefore, the plenary meeting programme will provide an opportunity to discuss work in progress on many Banking Commission rules and projects taking into account the increasing prominence of digitalisation within the trade finance sector.

In addition, ICC France will organize, on 10 October, an International Banking Summit focused on “Trade Finance rules and practices in a changing world”. Highly renowned speakers from around the globe, representing bankers, lawyers, consultants, customers and regulators, will exchange their views on topics related to digital transformation, corporate responsibility and sustainability, enforcement action and customer expectations in transaction banking. Of course, we hope to meet many of you on this occasion.

Once again, I would like to extend our warmest welcome to all participants and wish them a successful and productive time.
We are delighted to welcome Members and National Committees to the ICC Finance for Development Banking Commission’s 2019 Technical Meeting, to be held in Paris on 7-9 October 2019, in collaboration with ICC France.

As the global trade finance industry continues to undergo significant transformation – notably in terms of digitalisation and technological innovation – it is essential that we ensure that the governing rules and guidelines remain relevant and fit for purpose.

This year’s Technical Meeting will bring together 200 international experts to discuss key regulatory topics affecting the trade finance industry. Banking Commission work streams will each present updates on their work to date while a series of panels and presentations will offer the opportunity to discuss broader industry progress, challenges, innovations and techniques, including the latest Draft Official Opinions.

Celebrating the ICC’s centenary, the plenary meeting will also include a presentation of ICC’s new policy strategy and an update of the Banking Commission’s work programme, in line with its ambition to make business work for everyone, every day, everywhere.

In addition to the plenary meeting, ICC France will be hosting a seminar under the theme “Trade Finance Rules and Practices in a Changing World” to discuss topics such as the ongoing digital transformation of trade finance and the growing interest in corporate responsibility and sustainability.

We value our members’ input and opinions and encourage them to share their ideas and experiences with fellow delegates to promote best practices. As we work towards improving and increasing market access for those who need financing the most, the Technical Meeting offers the chance to come together and help develop the market as a whole.

We thank you for your participation and continuous support in advancing the mission of the ICC Finance for Development Banking Commission and look forward to welcoming you in Paris.
MONDAY, 7 OCTOBER

9:00–18:30
Task Force & Working Group Meetings
(Restricted to group members. For further details see page 7.)

TUESDAY, 8 OCTOBER

9:00–20:00
Task Force & Working Group Meetings
(Restricted to group members. For further details see page 7.)

WEDNESDAY, 9 OCTOBER

8:00-9:00
Registration

9:00–9:15
Opening Remarks
> Georges Affaki, Chairman, ICC France Banking Commission
> Emmanuelle Butaud-Stubbs, Secretary General, ICC France
> Olivier Paul, Director, Finance for Development, ICC

9:15-9:30
KEYNOTE SPEECH
> Jean Beunardeau, Chief Executive and Head of Global Banking & Markets, HSBC France

Venue:
International Chamber of Commerce (ICC)*

Venue:
International Chamber of Commerce (ICC)*

Venue:
HSBC France**
9:30-10:15

**ICC Leading the Way in Global Trade**

Join us for an overview of ICC current priorities and key areas of work.

- Update from the Finance for Development Hub presented by **Olivier Paul**, Director, Finance for Development, ICC
- ICC’s Digital Trade Standards Initiative (DSI) presented by **Hans Huber**, Trade Finance DLT R&D, Main Incubator/Commerzbank and **David Bischof**, Deputy Director, Finance for Development, ICC
- Overview of Make Climate Action Everyone’s Business campaign presented by **Majda Dabaghi**, Director, Inclusive & Green Growth, ICC
- Update on Incoterms® 2020, ICC Marketplace, ICC Digital Library and chambers initiatives presented by **Julian Kassum**, Global Membership & Services Director, ICC

10:15-10:30

**HIGHLIGHT | Blockchain and Distributed Ledger Technology to Lead the Next Century of Trade**

- **Dorjee Sun**, Co-Founder, Perlin

10:30-11:00

**Coffee Break**

11:00-12:30

**Reports from ICC Banking Commission task forces and working groups on progress to date**

- a. ICC Trade Register, **Krishnan Ramadurai**, Chair
- b. Working Group on Digitalisation in Trade Finance, **Michael Vrontamitis**, Co-chair
- d. ICC Wolfsberg Guidance Drafting Group, **Willem Toren**, Chair
- e. Global Supply Chain Finance Forum, **Christian Hausherr**, Chair
- f. Working Group on Regulatory Advocacy, **Henri d’Ambrières**, Chair
- g. Global Export Finance Forum, **Jonathan Joseph-Horne**, Chair
- h. Market Intelligence, **Alexander Malaket**, Chair
- i. Working Group on Sustainable Trade Finance, **Ruediger Geis**, Co-chair
- j. Legal Committee, **Georges Affaki**, Chair
- k. Working Group for Standard Banking Practices for Demand Guarantees, **Glenn Ransier**, Chair
- l. Task Force on Guarantees, **Andrea Hauptmann**, Chair

12:30-14:00

**Lunch on your own**

14:00-14:40

**Documentary Credit Practices: Controversy & Guidance**

Issues to be addressed:

- Follow-up to Beijing: Documentary Credit formats
- What more can ICC and NCs do collectively to educate and guide practitioners?
- Which technical issues should ICC be addressing?

Presented by:

- **Dave Meynell**, Senior Technical Advisor, ICC Banking Commission and Owner, TradeLC Advisory
- **David Morrish**, Relationship Director, The London Institute of Banking & Finance
- **Vincent O’Brien**, Member, ICC Banking Commission Executive Committee
- **John Turnbull**, Chair, ICC UK Banking Committee and Executive Advisor, ABC International Bank PLC
14:40–15:15
**Status Update on the New Uniform Rules for Digital Trade (URDT)**

Presented by:
> David Hennah, Head of Trade & Supply Chain, Intellect Design Arena Ltd
> Dave Meynell, Senior Technical Advisor, ICC Banking Commission and Owner, TradeLC Advisory

15:15–15:45
**Coffee Break**

15:45–18:00
**ICC Rules for Experts: Draft Official Opinions of the Banking Commission**

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

18:00–18:10
**2020 ICC Banking Commission Annual Meeting Dubai**

18:10–18:15
**Closing Remarks**

18:15–19:30
**Closing Cocktail | Venue: HSBC Executive Dining Room, Level 1**

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**THURSDAY, 10 OCTOBER**

**International Banking Summit**


(Open to all participants–fees applicable)
## MONDAY, 7 OCTOBER

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<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<th>Room</th>
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<tr>
<td>9:00-10:00</td>
<td>NATIONAL COMMITTEE FORUM</td>
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<td>McGraw Hill 2+3+4</td>
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<td></td>
<td>Olivier Paul, Director, Finance for Development</td>
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<td>10:00-11:30</td>
<td>WORKING GROUP ON DIGITALISATION IN TRADE FINANCE</td>
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<td>Michael Vrontamitis, Chair</td>
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<td>11:30-12:30</td>
<td>STEERCO-WORKING GROUP ON DIGITALISATION IN TRADE FINANCE</td>
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<tr>
<td>11:30-14:00</td>
<td>TASK FORCE ON FINANCIAL CRIME RISK AND POLICY</td>
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<td>Graham Baldock and Graham Finding, Co-chairs</td>
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<td>12:30-14:00</td>
<td>MARKET INTELLIGENCE</td>
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<td>Alexander Malaket, Chair</td>
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<tr>
<td>14:00-18:30</td>
<td>TASK FORCE ON GUARANTEES</td>
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<td>Andrea Hauptmann, Chair</td>
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<td>14:00-18:00</td>
<td>ICC BANKING COMMISSION EXECUTIVE COMMITTEE</td>
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## TUESDAY, 8 OCTOBER

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<td>WORKING GROUP ON SUSTAINABLE TRADE FINANCE</td>
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<td>Ruediger Geis and Harriette Resnick, Co-chairs</td>
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<td>9:00-12:00</td>
<td>TECHNICAL ADVISORS' MEETING</td>
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<td>9:30-13:00</td>
<td>LEGAL COMMITTEE</td>
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<td></td>
<td>Georges Affaki, Chair</td>
<td>Clyde &amp; Co., 134 Boulevard Haussmann, 75008 Paris</td>
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<td>9:30-10:00</td>
<td>STEERCO-ICC TRADE REGISTER</td>
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<td>10:00-11:00</td>
<td>ICC TRADE REGISTER</td>
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<td>Krishnan Ramadurai, Chair</td>
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<td>REGULATORY ADVOCACY</td>
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<td>11:00-13:00</td>
<td>GLOBAL SUPPLY CHAIN FINANCE FORUM</td>
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<td>Christian Hausherr, Chair</td>
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<td>14:00-17:00</td>
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<td>Willem Toren, Chair</td>
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<td>14:00-20:00</td>
<td>WORKING GROUP FOR STANDARD BANKING PRACTICES FOR DEMAND GUARANTEES</td>
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<td>Georges Affaki and Glenn Ransier, Co-chairs</td>
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Learn how our Trade Finance Suite can boost transaction efficiency and enable your digital future.

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Surecomp is the leading fintech provider of trade finance and supply chain finance solutions for banks and multinational corporates. Surecomp maintains a proven 30-year track record of delivering cutting-edge software solutions in over 80 countries and across six continents. Surecomp has a global network of regional development and support centers in Argentina, Canada, Chile, China, Germany, Israel, Singapore, the UK and the US.
EXTENSIVE TRACK RECORD IN TRADE
BNY Mellon has provided trade solutions to financial institutions since 1899. We were the first bank to implement a full letter of credit outsourcing solution, a proprietary private-label front and back-end system, and an Internet-based trade execution and reporting platform. BNY Mellon has consistently won industry awards for our capabilities in trade and transactional banking as well as Internet-based private label offerings for financial institutions.

SUPPORTING THE TRADE NEEDS OF BANKS
Staying competitive in today’s global trade environment typically requires significant investments in technology and staff training. Financial institutions and their customers often have difficulty keeping up with rapid changes in these areas as they focus on growing revenue and improving productivity. To address these resource constraints, BNY Mellon offers banks the opportunity to leverage its global network, experienced trade experts, and state-of-the-art, Internet-based trade processing and financing solutions.

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For more information, contact: sponsorship@iccwbo.org
08:00-09:00  REGISTRATION

09:00-09:05  WELCOME REMARKS
Emmanuelle Butaud-Stubbs, Secretary General, ICC France

09:05-09:30  OPENING REMARKS
Georges Affaki, Chairman, ICC France Banking Commission

09:30-10:45  PANEL 1: Digital transformation in trade finance – end to end
Discussion on the following topics:
New technologies (blockchain etc.), global standards, local constraints: what role for ICC?
What is happening in the shipping industry in particular with the development of big data and the use of other technologies?
How can we overcome obstacles to ensure implementation of digital solutions in the field of trade finance?
How banks can innovate and collaborate to meet their clients expectations?

Moderator: Béatrice Collot, Head of Global trade and Receivable Finance France (CEO HSBC Factoring) and Board Member of HSBC Asset Management

Panel discussion members:
Esther Weislinger, Information Systems Manager, Société Générale
Mathieu Friedberg, Chief Commercial Officer, CMA CGM
David Bischof, Deputy Director, Finance for Development, ICC
One more speaker TBD

Questions and answers

10:45-11:15  COFFEE BREAK

11:15-12:30  PANEL 2: Corporate responsibility and sustainability
Discussion on the following topics:
How banks can contribute?
Green finance to address climate change

Moderator: Louis Douady, Global Head of CSR, Natixis

Panel discussion members:
Sylvain Vanston, Group Sustainable Business Officer, AXA
Mercedes Sotoca Covaleda, Vice President Environmental & Social Advisor, ING
Mark Akhurst, Vice General Director, Engie Solar
Larissa Luy, Senior Environmental & Social Specialist, IFC

Questions and answers

12:30-12:45  Keynote speaker: Frédéric Oudéa, CEO, Société Générale

12:45-14:00  LUNCH BREAK (Standing buffet on site)
14:00-14:15  **Keynote speaker:** Sylvie Goulard, Deputy Governor, Banque de France

14:15-15:30  **PANEL 3: Enforcement action in relation to trade finance**

**Discussion on the following topics:**
- Anti-money laundering
  - Finding the best AML control Framework while keeping efficiency
  - Growing role of Regtech to accompany banks to cover AML risks
  - Fighting AML risks by sharing info between Financial institutions – a dream?
  - Need of closer dialogue between the banking sector and regulators?
- Anticorruption:
  - current corruption trends and means at bank disposal to mitigate them
- Economic sanctions:
  - Where does the financial institutions responsibility starts and ends?
  - De-risking by banks could provoke emergence of other players on the field

**Moderator:** Gautier Mouzelard, Head of Transformation & Compliance for Global Trade Finance, BNP Paribas

**Panel discussion members:**
- Philippe Berta, Head Coordination - Legal Trade Finance, Banque Cantonale Vaudoise
- Graham Finding, Head of Business Financial Crime Risk, Global Trade and Receivables Finance, HSBC
- Huny Garg, Head of Trade and Supply Chain, SWIFT
- Silvestre Tandeau de Marsac, Partner, FTMS Avocats

**Questions and answers**

15:30-16:00  **COFFEE BREAK**

16:00-17:15  **PANEL 4: Customer expectations in transaction banking**

**Discussion on the following topics:**
- Speed of execution, speed of information
- Completeness of the information, transparency
- Customer journey (KYC, interaction with the client...)

**Moderator:** Benoît Desserre, Head of Global Transaction Banking, Société Générale

**Panel discussion members:**
- Naeem Azhar Khan, Global Head of Trade Finance, Crédit Agricole CIB
- Marc Recker, Global Head Cash Market Management, Deutsche Bank
- Daniel Geistodt-Kiener, Vice President International Financing and Development, Thales
- Laurent Preel, Head of Treasury Process Systems, Engie

**Questions and answers**

17:15  **CLOSING REMARKS:** Philippe Varin, Chairman, ICC France
THE WORLD’S ESSENTIAL RULE-MAKING BODY FOR THE BANKING INDUSTRY

THE ICC BANKING COMMISSION IS THE WORLD’S ESSENTIAL RULE-MAKING BODY FOR THE BANKING INDUSTRY. WITH 80 YEARS OF EXPERIENCE AND MORE THAN 600 MEMBERS IN +100 COUNTRIES, THE ICC BANKING COMMISSION HAS RIGHTLY GAINED A REPUTATION AS THE MOST AUTHORITATIVE VOICE IN THE FIELD OF TRADE FINANCE.

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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 ADR we administer the ICC Rules for Documentary Instruments Dispute Resolution Expertise (DOCDEX).

EDUCATION AND CERTIFICATION
ICC 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 draws 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 TRAINING AND EVENTS
In addition to its bi-annual summits gathering 600+ 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 Organisation), 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.

In 2017 the ICC was granted Observer Status at the United Nations General Assembly (UNGA), the first time a private sector organisation has been admitted formally into the United Nations system.