



Conference organized under the auspices of the ICC Banking Commission

SUPPLY-CHAIN FINANCING

Paris
4-5 October 2012

Date: 4-5 October 2012

Venue: ICC Headquarters
38, Cours Albert 1er | 75008 Paris | France

With the climate of volatility during this economic crisis, innovations in working capital solutions are more vital now than ever before. That is why ICC and its Banking Commission are focusing today on the establishment of new financial solutions that will enable corporates to maintain a resilient supply chain.

Conference highlights

This conference will provide a unique opportunity to learn from experienced corporates and bankers about their visions and strategies in the new area of supply chain finance.

You can expect insight and commentary on a wide range of issues: streamlining of trade finance operations, the changing landscape from the BPO perspective, the impact of the regulatory environment, dealing with logistical hurdles, etc.

Who should attend?

CFOs, Corporate credit and risk managers, corporate treasurers, bankers, insurers, consultants and vendors active in trade and supply chain finance.

Kindly sponsored by



Media partners



TRADE FINANCE

Supported by



International Chamber of Commerce
The world business organization

Training and Conferences

CONFERENCE





Conference organized under the auspices of the ICC Banking Commission

SUPPLY-CHAIN FINANCING

Paris
4-5 October 2012

Thursday 4 October

09:00-18:00

Invoice-based supply chain finance techniques

Morning Sessions

- Welcome addresses
- Evolution of trade finance practices and key challenges
- Panel - The rise of modern supply chain finance practices and key challenges

Afternoon Sessions

- Round table on Account Receivables and Account Payables
 - Receivable finance chain and overview
 - Account Receivables: How to monetize Account Receivables; Market trends and demands; Industry perspectives; Challenges & Opportunities
 - Account Payables: How to stabilize corporate supply chain; Market & industry update; Comprehensive solutions customized along the supply chain; Challenges & Opportunities
- Factoring

Cocktail reception

Friday 5 October

09:00-17:00

Purchase Order-based supply chain finance techniques

Morning Sessions

- Strategic opportunities for banks around the Bank Payment Obligation (BPO)
- Panel - Extending the trade finance options using the Bank Payment Obligation (BPO): An overview of risk and supply chain financing services that banks can offer using the BPO rules and the supporting ISO 20022 messaging standards and technologies.
- Getting paid on time using the BPO: A demo of BPO-based trade transactions

Afternoon Sessions

- Legal aspects of the Bank Payment Obligation
- BPO: accounting policy, capital treatment and compliance
- BPO: a case study in commodities
- Synthesis and closing by Co-Chairs

Co-Chairmen

- **André Casterman**, Head of Banking and Trade Solutions, SWIFT; Co-Chair, ICC BPO Project
- **Daniel Schmand**, Managing Director, Head of Trade Finance and Cash Management Corporates EMEA, Deutsche Bank AG; Vice-Chair, ICC Banking Commission

Speakers

- **Andreas Bähnk**, Business Consultant / Customer Account Manager, Surecomp
- **Marie-Christine Diaz**, Senior Market Manager, Trade and Supply Chain, SWIFT
- **Merlin Dowse**, VP Product Manager Sr., TS Global Trade - EMEA, J.P. Morgan
- **Madhav Goparaju**, Partner, CapCo
- **Jacco de Jong**, Partner and Commercial Director, TradeWiz
- **Jana Kies**, Senior Product Manager, Financial Supply Chain, Deutsche Bank AG
- **Jeroen Kohnstamm**, Secretary General, Factors Chain International
- **Philip Kucharski**, Director of Business Development, ICC
- **Katarina Lodin**, Associated Consultant, TradeWiz
- **Nadine Louis**, Market Manager, Trade and Supply Chain, SWIFT
- **Vinod Madhavan**, Managing Director, Transaction Banking, Global Head, Local Corporates Product, Receivables & Supply Chain Product Management, Standard Chartered Bank
- **Alexander Mutter**, Head, TCS Advisory, Deutsche Bank
- **Bernd Richter**, Partner, CapCo
- **Joel Schrevers**, Solutions Director, China Systems Corporation
- **Michael Seeger**, Director, Senior Counsel (Legal Department), Deutsche Bank
- **Thierry Sénéchal**, Senior Policy Manager, ICC Banking Commission
- **Roland Tan**, Principal, Oliver Wyman Financial Services
- **Hugo Verschoren**, Senior Product Manager, ING Commercial Banking - Trade Finance Services
- **Anil K. Walia**, Head Trade & Supply Chain Finance Advisory EMEA and UK, Royal Bank of Scotland
- **Ray Zabarte**, MD, Global Head, Trade and Working Capital Product Management, Barclays



Conference organized under the auspices of the ICC Banking Commission

SUPPLY-CHAIN FINANCING

Paris
4-5 October 2012

Registration fees

The registration fee includes all conference documentation, coffee breaks, lunches and cocktail reception. Travel and hotel expenses are not included.

Early Bird Special until 27 July 2012

- ☐ ICC members: **€890*** (€1,064.44)
☐ Non-members: **€990*** (€1,184.04)

After 27 July 2012

- ☐ ICC members: **€1,195*** (€1,429.22)
☐ Non-members: **€1,350*** (€1,614.60)

*excluding VAT 19,6%.

Please note: As of 2011, ICC Services must set its prices to include the VAT pursuant to Article 53 of the European Directive 2006-112CE. Please note that you can request a reimbursement of the VAT through your local tax administration. (If you are not a member of the EU, you must obtain a French tax representative in order to receive the VAT reimbursement).

How to register

Easier and faster, register online (secured payment by credit card) at **www.iccevents.org**

Or return the registration form indicating method of payment to:

E-mail: events@iccwbo.org

Tel: +33 1 49 53 28 91

Fax: +33 1 49 53 30 30

Post: ICC Services, Training and Conferences, 38, Cours Albert 1er, 75008 Paris, France

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

To benefit from early bird rates, please note that ICC Services must receive the payment before the deadline.

Travel and accommodation

Participants are responsible for making their own travel arrangements and hotel reservations. A **list of hotels** in Paris, with which ICC has negotiated preferential room rates, will be sent to you upon receipt of the registration form.

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.

Working language

English.

Cancellation policy

50% of the registration fee will be refunded if notice of cancellation is received in writing **before 4 September 2012**. Cancellations after this date are not refundable. Subject to agreement from ICC Training and Conferences prior to the event, the registration may be transferred to another person from the same company or organization at no extra charge. Updated registration information will be required.

Please note that ICC Services reserves the right to cancel this event or to make minor alterations to the content and timing of the programme or to the identity of the speakers. In the unlikely event of cancellation, delegates will be offered a full refund. ICC Services will not, however, be held responsible for any related expense incurred by the participant.

Partnership opportunities

ICC trainings and conferences offer you an unrivalled opportunity to build worldwide partnerships. Partnering will get you visibility with the major decision makers in global business and/or within the international arbitration network.

For further information, please contact Ms Rodriguez at: luz.rodriguez@iccwbo.org



Conference organized under the auspices of the ICC Banking Commission

SUPPLY-CHAIN FINANCING

Paris
4-5 October 2012

Registration Form S 1225

Date: 4-5 October 2012

Venue: ICC Headquarters
38, Cours Albert 1er | 75008 Paris, France

Register online*
www.iccevents.org
*Secured payment by credit card

or complete and return to
events@iccwbo.org
Fax: +33 (0)1 49 53 30 30

Participant information (Please print or type)

Title (Mr/Dr/Mrs/etc.) _____
Family name _____ First/given name _____
Position _____
Company _____
Address _____
City/state _____ CEP/postal code _____
Country _____ E-mail _____
Tel (_____) _____ Fax (_____) _____

Registration fees

Early Bird Special until 27 July 2012

☐ ICC members: **€890*** (€1,064.44)
☐ Non-members: **€990*** (€1,184.04)

After 27 July 2012

☐ ICC members: **€1,195*** (€1,429.22)
☐ Non-members: **€1,350*** (€1,614.60)

*excl. VAT 19.6%. As of 2011, ICC Services must set its prices to include the VAT pursuant to Article 53 of the European Directive 2006-112CE. Please note that you can request a reimbursement of the VAT through your local tax administration. (If you are not a member of the EU, you must obtain a French tax representative in order to receive the VAT reimbursement.)

Special code (NC, etc.)

☐ **By credit card:** ☐ American Express ☐ Euro/MasterCard ☐ Visa

Card number _____ Expiry date _____

Name of cardholder _____

☐ **By bank transfer: LCL**

Account No. 0000060021B Clé RIB 64 Bank Code 30002 Branch Code 04866

Swift: CRLYFRPP IBAN: FR61 3000 2048 6600 0006 0021 B64

Please indicate the reference "S 1225" and the name of the participant.

Please note that transfer fees charged by the bank must be covered by the participants themselves.

Date _____ Signature _____

Data protection information

The details you provide on this form will be used for registration purposes. They will be stored in ICC's databases for the sole use of ICC (the International Chamber of Commerce and its wholly-owned affiliate ICC Services). Under the French law 'informatique et libertés' of 6 January 1978, you may have access to these details and request deletions and corrections at any time by contacting ICC at registrationevents@iccwbo.org. The details you provide may be used by ICC to keep you informed of developments in your area of activity through publications, subscriptions, events and other commercial offers. Please indicate if you wish to receive such information:

☐ Yes ☐ No

Please tick below if you wish to receive commercial offers from associated organizations, including in particular **ICC National Committees:**

☐ Yes ☐ No

Disclaimer

The pictures and footage taken by ICC staff or photographer at this conference may be used, without further notification, at a later date within printing and online materials such as brochures, marketing tools, social media and the ICC website.

Registration implies that you accept this disclaimer unless ICC Services receives written notification from you stating the contrary.