



International Chamber of Commerce

The world business organization

Department of Policy and Business Practices

Commission on Banking Technique and Practice

Meeting on Thursday 23 October and Friday 24 October 2008
BNP PARIBAS, 5 avenue Kléber, 75016 Paris – France

TRADE FINANCE FOR EMERGING MARKETS : Developments and Prospects

In partnership with the International Finance Corporation (IFC)

Agenda

Thursday, 23 October 2008

14.00 – 18.00 (Approximately)

- 1. Introductory remarks, Regina Prehofer (Austria)**
- 2. Welcoming remarks**
Jean-Jacques Santini (France), Global Head of Emerging Markets, BNP Paribas
- 3. Approval of the last executive summary and adoption of this agenda**
(Document no. 470/1108)
- 4. Panel on trade finance in emerging markets**
Over the past years, some countries have emerged as economic superpowers. In this panel, senior staff from the IFC will discuss the latest developments in their respective regions

Moderator: **Bonnie Galat**, Global head GTFP at the International Finance Corporation (IFC)

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19 September 2008 TS/wj
Document 470/1110rev



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- Panelists:
- (i) **Priyamvada Singh**, IFC Regional Head of Trade for Middle East and Asia
 - (ii) **Mark Rozanski**, IFC Regional Head of Trade for Europe and Central Asia
 - (iii) **Antonio Alves**, IFC Regional Head of Trade for South America
 - (iv) **Gboyega Songonuga**, IFC Regional Head of Trade for Africa

15.30 -16.00 Contact break

5. New market opportunities:

- (i) **Factoring**
Jeroen Kohnstamm (Netherlands), Secretary General of Factors Chain International will discuss trends and innovations being proposed in the factoring market
- (ii) **Islamic Finance, overview, structure, and products**
Iqbal Karmally (UAE), Head of Trade Finance at the Sharjah Islamic Bank will lead a discussion on Islamic finance
- (iii) **Africa Focus for trade integration**
David Lawson (UK), Head, Transaction Banking, Ecobank, will present how a regional network bank shares its view of regional integration
- (iv) **Master Participation Agreement endorsed by BAFT**
Ruediger Geis (Germany), Senior Product Manager Trade Services at Commerzbank AG, will discuss the Master Participation Agreement endorsed by BAFT and show how it can simplify the exchange of documentation between banks and reduce legal costs by minimizing redundancies

18.00 -19.30 Cocktail reception – Venue: BNP Paribas (5, avenue Kléber)



Friday, 24 October 2008

09.00 – 17.30 (approximately)

6. Draft Official Opinions of the Banking Commission and latest DOCDEX decisions

Gary Collyer (UK) will present the queries for Banking Commission discussion and approval. He will discuss the latest DOCDEX case(s), report on the recent Bill of Lading issue and outline the new proposal for handling opinions

(Document no. 470/1110)

Thierry Senechal and **Olivier Massoud** (ICC) will introduce the new Banking Commission Intranet to be used for Opinions handling and reporting

10.30 – 11.00 Contact break

7. Guarantees

(i) **Georges Affaki** (France) Chair of the URDG Drafting Group will present a progress report on the revision of the *Uniform Rules for Demand Guarantees* (URDG). A discussion with the URDG Drafting Group will follow

(ii) **URDG Court Case**
Fung King Tak (Hong Kong) will present a recent court case related to URDG

12.30-14.00 Lunch on your own

14.00 – 17.30 (approximately)

8. Progress reports on Banking Commission projects

(i) **Anti Money laundering**
Neil Chantry (UK) will lead a discussion on the new agenda of the AML Task Force and the contemplated projects for 2009

(ii) **Primary market guidelines for forfaiting**
Antonio Wojdyniak (France), Chair of the ICC Forfaiting Task Force, and **Sean Edwards/Lucio Matassoni** (IFA), will discuss the agenda of the Task Force and the outcome of the IFA Annual Meeting of Prague



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- (iii) **Standardization efforts for secured transactions**
Michael Quinn (USA) will discuss a project aiming at collecting worldwide information on practices and laws on receivables financing

15.30 – 16.00 Contact break

- 9. SWIFT to process bank-to-corporate trade data**
Robert Marchal (SWIFT) will discuss the recent developments at SWIFT, including the Swift financial messaging network used for the exchange of trade finance-related information, including Letters of Credit advice and applications. **Wolfgang Heiter** (Germany) and **Olivier Berthier** (France) will provide a reaction from respectively the banking and vendor perspectives
- 10. Next Banking Commission meeting**
Vincent O'Brien (UAE) will provide a brief introduction to the Spring 2009 meeting: "UAE 2009 - Crossroads for Trade & Technology"
- 11. Miscellaneous**

The ICC Banking Commission and the International Finance Corporation (IFC) would like to express their appreciation to BNP PARIBAS for generously hosting this Banking Commission meeting and to Surecomp and Coastline Solutions for sponsoring the event.

Key organizers:



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