

Doha 2012: *Reframing the Future of Trade Finance*

MEETINGS OF 25-29 MARCH, 2012

LA CIGALE HOTEL DOHA
60 Suhaim Bin Hamad Street, Al Sadd Area, Doha, Qatar



Meeting hosted by:

Doha 2012: Reframing the Future of Trade Finance

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Doha 2012: Reframing the Future of Trade Finance

A leading event providing opinions, ideas, and insights about the forces driving change in trade finance

Dear ICC Banking Commission Delegates

We are delighted to have ICC Qatar as the host of the ICC Banking Commission meeting taking place in Doha, Qatar, between 25 and 29 March 2012. Therefore, we are designing a program to appeal to our international membership while maintaining a focus on the MENA region and Qatar in particular.

One of the highlights of this meeting will be the special outlook on the current economic situation impacting business today. Bankers and traders face some tough decisions going into 2012, as they strive to decipher an abundance of mixed economic messages. Indeed, market conditions are grim, with traders' confidence eroding again in the grip of volatile markets, with supply and demand of trade finance in jeopardy and regulatory constraints causing great concern.

In a bid to help take stock of the situation, we will be presenting recent ICC market intelligence on trade finance, including the findings of the ICC Global Survey 2012 on Trade Finance. The Doha meeting will also be an opportunity to discuss work-in-progress on many ICC projects, including the ISBP revision, the drafting of BPO and forfaiting rules, the review of ICC policy consultation meetings on the G-20 and Basel III, etc.

Furthermore, with the support of the ICC Banking Commission, I am pleased to inform you that ICC Qatar will organize a specialized Arbitration-ADR-

Banking Summit on the 29th of March. In particular, the summit will discuss whether arbitration is ideal for resolving banking and finance disputes and draw attention to common issues the two areas share. The ICC ADR processes will also be presented, including the ICC DOCDEX rules.

As in previous years, we anticipate the participation of an outstanding group of speakers that will include leading bankers and government officials. This Banking Commission meeting will also include networking opportunities for all participants from across the globe.

Thank you for your support and the many ways you help to advance the mission of the ICC Banking Commission.

I look forward seeing you in Doha.

Yours sincerely,



Thierry Senechal
Senior Policy Manager
ICC Banking Commission

Doha 2012: Reframing the Future of Trade Finance

Banking Commission specialised groups

Please note that these meetings are restricted to members of specific groups or participants having officially registered for programmed events.

25 MARCH 2012

09.00 – 17.00	International Standard Banking Practice (ISBP) Drafting Group Gary Collyer, Chair	Al Ghariya 2
16.00 – 18.00	Counter Terrorist Financing and Financial Crimes Group and Task Force on Anti Money Laundering (AML) Neil Chantry, Chair	Al Ghariya 4

26 MARCH 2012

11.00 – 18.00	International Standard Banking Practice (ISBP) Consultative Group John Turnbull and King Tak Fung, Co-chairs	Al Ghariya 4
08.00 – 11.00	Bank Payment Obligation (BPO) Working Group Dan Taylor and André Casterman, Co-chairs	Al Ghariya 4
09.00 – 12.00	Task Force on Guarantees Georges Affaki, Chair	Al Ghariya 2
09.00 – 17.00	International Standard Banking Practice (ISBP) Drafting Group Gary Collyer, Chair	Al Ghariya 3
09.00 – 17.00	Forfeiting Drafting Group Gary Collyer, Chair	Room TBD
14.00 – 16.00	G-20 Policy Consultation Meeting on Trade Finance Jean-Guy Carrier, Chair	Al Ghariya 2
16.15 – 18.00	ICC Register on Trade & Finance Working Group Dan Taylor, Chair	Al Ghariya 2

27 MARCH 2012

07.30 – 09.00	Trade Finance Market Intelligence Working Group A working breakfast with Vincent O'Brien, Chair	Al Ghariya 2
09.00 – 17.00	Forfeiting Drafting Group Gary Collyer, Chair	Room TBD
17.30 – 19.00	ICC Banking Commission – National Committees Forum Thierry Senechal and Kah Chye Tan, with the participation of NCS	Al Ghariya 2

29 MARCH 2012

09.00 – 17.00	International Standard Banking Practice (ISBP) Drafting Group Gary Collyer, Chair	Al Wajba Ballroom
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Welcoming Cocktail

26 March 2012, 19.00-21.00

Le Crillon, La Cigale

Doha 2012: Reframing the Future of Trade Finance

27 MARCH 2012, Al Wajba

Day 1: Banking Commission Plenary (For official ICC Delegates only)

08.00 Registration

09.00 Welcome address

Sheikh Khalifa Al Thani, Chairman of ICC Qatar and Qatar Chamber of Commerce and Industry

Kah Chye Tan, Chair, ICC Banking Commission

Jean-Guy Carrier, Secretary General, ICC

09.15 Keynote speech from QNB

09.30 Executive Summary of the Beijing Banking Commission meeting

Approval of the last executive summary

09.35 Round Table: A Conversation on the Changing Landscape of Banking

It is time to explore the important economic, political and social dynamics impacting business worldwide. Over the last few months, world trade has again declined substantially. Where are we now and where do we go from here? Discussion leaders will help identify the most important uncertainties and provide multiple scenarios of how the situation might unfold

DISCUSSION LEADERS: Kah Chye Tan, Global Head of Trade and Working Capital, Barclays, U.K.

Christof G. Maetze, Member of the Executive Management Board and Global Head of Financial Institutions, Commerzbank

Jean-Paul Riolacci, Head of Capital and Credit Management, BNP-Paribas

Rakesh Bhatia, Global Head of Trade and Supply Chain, The Hongkong and Shanghai Banking Corporation Limited

Guosheng Wang, Chief Product Specialist, Corporate Banking, Bank of China Head Office

Mohammed F. Alghazzawi, Executive Director, ICC- Saudi Arabia, Council of Saudi Chambers

10.30 Tea break

11.00 2012 Global Outlook From ICC Market Intelligence

Businessmen face some tough decisions going into 2012, as they strive to decipher an abundance of mixed economic messages.

Market conditions are grim. Traders' confidence is eroding again in the grip of volatile markets. Regulatory constraints are causing concern. All of this is occurring against a backdrop of a global recovery that is already feeble and rapidly decelerating. Will the year 2012 provide a challenging setting for business? Let's review the evidence provided by recent ICC Market Intelligence

CHAIR: Vincent O'Brien, Chair, ICC Banking Commission Market Intelligence Group

PANELISTS: Gary Collyer, ICC Banking Commission Technical Advisor

Ranil Salgado, Division Chief, Trade, Institutions, and Policy Review Division, The International Monetary Fund

Kamola Makhmudova, Principal Banker, TFP, EBRD

André Casterman, Head of Trade and Supply Chain, SWIFT

12.00 HIGHLIGHT: What Business Model in Trade Finance for the Future?

Banks have been blamed for the economic and financial crisis over the past few years. This discussion seeks to determine whether any definitive resolution to the crisis essentially hinges on banks regaining financial health and public confidence on the basis of sustainable and welfare-enhancing business models

Michael Quinn, Managing Director, J.P. Morgan

12.30 Lunch on your own

Day 1 Continued on next page

Doha 2012: Reframing the Future of Trade Finance

27 MARCH 2012, Al Wajba

Day 1: Continued

14.00 HIGHLIGHT: Path of Change in the MENA Region

Akshay Randeve, Director of Strategic Development, Qatar Financial Centre, will present the current state of play at the macro level in different trade finance markets in the Middle East & North African Region (MENA)

Daniel Schmand, Managing Director, Head of Trade Finance and Cash Management Corporates EMEA, Deutsche Bank, will provide a banker's perspective of doing business in the region

14.30 Doing Business in Qatar

Qatar has one of the fastest –growing economies in the world. It is an exciting time to do business in Qatar due to the opportunities created by massive public and private investment in various industry sectors. In this session, panellists will highlight concrete business opportunities available in various industry sectors and provide an “on the ground” update on the new National Development Strategy which will pave the way to development in Qatar

CHAIR: Remy Rowhani, CEO of ICC Qatar, CEO Qatar Chamber of Commerce and Industry

PANELISTS: Robert Hager, Senior Partner, Patton Boggs Law Firm

Gopal Balasubramaniam, Senior Partner, KPMG Qatar

Mohammad Moabi AGM, Economic Financial Analysis & Research, QNB

15.30 Tea break

16.00 HIGHLIGHT: A Banking Supervision Regulatory Roundtable

Business is facing a new imperative in applying new regulatory standards, in particular the new Basel framework for banking supervision. In light of the deteriorating market conditions, we will discuss the implementation of Basel III and see how it will strengthen the resilience of the financial system.

Dan Taylor, Vice-Chair, Executive Director, TSS Global Market Infrastructures, JPMorgan

Neil Esho, Senior Member of the Basel Committee on Banking Supervision (BCBS) Secretariat

Steven Beck, Head of Trade Finance, Asian Development Bank (ADB)

16.45 Anti-Money Laundering (Aml)/Economic and Trade Sanctions (ETS) Compliance

Global enforcement activity is creating pressure for the industry to more actively implement recently enacted AML/ETS regulations in line with Financial Action Task Force (FATF) recommendations and other national regulations. What are the key AML/ETS challenges? What are the greatest constraints in operating an effective AML/ETS compliance?

CHAIR: Neil Chantry, Policy and Governance Consultant, Global Trade and Receivables Finance, HSBC

PANELISTS: Philippe Berta, Head of Legal Department, BNP

A speaker from SWIFT Paribas Suisse

A speaker from the Bankers Almanac

18.00 Close of Day 1

Gala Dinner

20.00 – 22.00

Le Crillon, La Cigale

Doha 2012: Reframing the Future of Trade Finance

28 MARCH 2012, Al Wajba

Day 2: Banking Commission Plenary (For ICC Registered Delegates Only)

09.00 Welcome address

Sheikh Khalifa Al Thani, Chairman of ICC Qatar and Qatar Chamber of Commerce and Industry

09.05 Keynote speech

09.15 An Update on Key ICC Projects

CHAIR: Kah Chye Tan, Chair, ICC Banking Commission, and Global Head of Trade and Working Capital, Barclays, U.K.

SPEAKERS

- **Supply Chain Finance:**
Daniel Schmand, Managing Director, Head of Trade Finance and Cash Management Corporates EMEA, Global Transaction Banking, Deutsche Bank, will review the key opportunities for the Banking Commission in the area of Supply Chain Finance
- **ICC Register on Trade and Finance:**
Dan Taylor, Chair, ICC Register on Trade & Finance, will provide an update on the ICC Register project and discuss the implementation of Basel III worldwide.
- **Uniform Rules for Demand Guarantees (URDG):**
Georges Affaki, Chair of the Guarantees Task Force and Vice Chair of the Banking Commission, will report on the status of the new URDG in the world
- **ICC new arbitration rules and DOCDEX:**
Hannah Tumpel, Manager for ICC ADR, Expertise, Dispute Boards and Docdex, will introduce the new ICC arbitration rules and provide an overview of DOCDEX procedures and cases
- **The BPO Project:**
André Casterman, co-Chair of the ICC BPO Working Group, and Head of Trade and Supply Chain, SWIFT, will provide an update on the BPO project.
- **AML/KYC Repository Project and the harmonization of risk distribution documentation between ECAs, MDBs and Insurers:**
Steven Beck will outline the scope of two potential projects for the ICC Banking Commission.

10.30 Tea Break

11.00 A Corporate Roundtable on BPO

The BPO will offer an alternative means of settlement in international trade. It will provide the benefits of a letter of credit in an automated environment, without the drawbacks of manual processing associated with traditional trade finance. This panel will provide a corporate perspective on the BPO project.

CHAIR: André Casterman, Head of Trade and Supply Chain, SWIFT

PANELISTS: To be confirmed

12.00 The BPO value proposition and business opportunity in the MENA region

Imre Gorzsas, Chair, QNB

12.30 Lunch on your own

14.00 Draft Official Opinions of the Banking Commission and latest DOCDEX decisions

Gary Collyer, ICC Banking Commission Technical Advisor, will discuss the content and responses to the official opinions. (Document no. 470/1191 Consolidated Opinions)

15.00 ISBP Revision

Gary Collyer, ICC Banking Commission Technical Advisor, and members of the Drafting Group will present the main characteristics of the ISBP draft and the key milestones to be accomplished until release of the revised standards

15.45 Tea Break

16.15 ISBP Revision

Session continues

17.00 Forfeiting rules

Don Smith, Chair of the forfeiting Drafting Group, will report on the work-in-progress on the drafting of forfeiting rules

17.45 Banking Commission Prize Draw

(For details, see the next page)

18.00 Announcement of next meeting and closing

Doha 2012: Reframing the Future of Trade Finance

28 MARCH 2012, Al Wajba

Day 2: Banking Commission Prize Draw

Two apple laptops

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Qatar Chamber of Commerce

iPad 2

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China Systems Corporation

iPhone 4s

Sponsored by



National Bank of Fujairah

ICC Tools for Trade

(Compendium of ICC Publications and one year subscription to DCPPro Focus)

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ICC Paris and Coastline Solutions

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The International Chamber of Commerce (ICC)

ICC is the world business organization, a representative body that speaks with authority on behalf of enterprises from all sectors in every part of the world. The fundamental mission of ICC is to promote trade and investment across frontiers and help business corporations meet the challenges and opportunities of globalization. Its conviction that trade is a powerful force for peace and prosperity dates from the organization's origins early in the last century. The small group of far-sighted business leaders who founded ICC in 1919 called themselves "the merchants of peace". Today ICC groups hundreds of thousands of member companies and associations from over 120 countries. National committees work with their members to address the concerns of business in their countries and convey to their governments the business views formulated by ICC.

ICC has three main activities: rules-setting, dispute resolution and policy. Because its member companies and associations are themselves engaged in international business, ICC has unrivalled authority in making rules that govern the conduct of business across borders. Although these rules are voluntary, they are observed in countless thousands of transactions every day and have become part of the fabric of international trade. ICC also provides essential services, foremost among them the ICC International Court of Arbitration, the world's leading arbitral institution. Another service is the World Chambers Federation, ICC's worldwide network of chambers of commerce, fostering interaction and exchange of chamber best practice. ICC enjoys a close working relationship with the United Nations and other intergovernmental organizations, including the World Trade Organization and the G8/G20.

ICC Banking Commission

The ICC Banking Commission is a leading global rule-making body for the banking industry, producing universally accepted rules and guidelines for international banking practice, notably letters of credit, demand guarantees and bank-to-bank reimbursement. ICC rules on documentary credits, UCP 600, are the most successful privately drafted rules for trade ever developed and are estimated to be the basis of trade transactions involving more than one trillion dollars a year. The Banking Commission is equally a worldwide forum of trade finance experts whose common aim is to facilitate international trade finance across the world. With over 500 members in 85 countries, many of them emerging, the Banking Commission is one of the largest ICC Commissions. ICC voluntary market-based approaches developed by the Banking Commission have often been praised for leveling the playing field in trade finance practices.

The Officers of the Banking Commission and its secretariat are:

- **KAH CHYE TAN**
Chair, Global Head of Trade and Working Capital, Barclays
- **GEORGES AFFAKI**
Vice-Chair, Member of the Executive Committee and Head of Structured Finance, CIB Legal, BNP Paribas
- **STEVEN BECK**
Banking Commission Senior Advisor, Head of Trade Finance, Asian Development Bank (ADB)
- **GARY COLLYER**
Banking Commission Senior Technical Advisor, Founder Collyer Consulting
- **Daniel Schmand**
Managing Director, Head of Trade Finance and Cash Management Corporates EMEA, Global Transaction Banking, Deutsche Bank
- **Thierry Sénéchal**
Executive Secretary, Banking Commission, International Chamber of Commerce
- **Dan Taylor**
Vice-Chair, Executive Director, TSS Global Market Infrastructures, JPMorgan
- **Alexander Zelenov**
Vice-Chair, Director, Financial Institutions Department, Vnesheconombank
- **Yanling Zhang**
Vice-Chair, Chairman, Bank of China Aviation Private Limited