



**International Chamber of Commerce**

*The world business organization*

**Department of Policy and Business Practices**

## **Commission on Banking Technique and Practice**

---

Meeting on Tuesday 15 and Wednesday 16 April 2008

The Astir, 40, Apollonos str., 16671 Vouliagmeni, Athens, Greece

### **Provisional Agenda**

---

#### **TUESDAY, 15 APRIL 2008 - PROJECTS UPDATE AND OPINIONS**

---

#### **14.00 - 18.00**

1. Welcoming remarks  
**Regina Prehofer** (Austria), Banking Commission Chair  
**Guy Sebban**, ICC Secretary General  
**Nicolas A. Vernicos** (Greece), President of ICC Hellas  
**Christos Vl. Gortsos** (Greece), Secretary General, Hellenic Bank Association  
**Nelly Tzakou-Lampropoulou** (Greece) General Manager, Group CEO, National Bank Of Greece
2. Keynote speaker  
**Christos Foliás** (Greece), Minister of Development
3. Approval of the last executive summary and adoption of this agenda  
(Document no. 470-1098)
4. Draft Official Opinions of the Banking Commission and DOCDEX decisions  
**Gary Collyer** (UK), the Commission's Technical Adviser, will present the queries for discussion and approval as well as the latest DOCDEX case(s)  
(Documents to follow)

#### **15.30 -16.00 Contact break**

5. **Progress reports on Banking Commission projects**
  - (i) **A "Banking Commission" update**  
**Thierry Sénéchal** (ICC Secretariat) will provide an update on current issues

**International Chamber of Commerce**

38, Cours Albert 1er, 75008 Paris, France  
Telephone +33 1 49 53 28 28 Fax +33 1 49 53 28 59  
Website [www.iccwbo.org](http://www.iccwbo.org) E-mail [icc@iccwbo.org](mailto:icc@iccwbo.org)

28 February 2008 TS/wj  
Document 470-1102



- (ii) **Standardization efforts for secured transactions**  
**Michael Quinn** (USA) will discuss a project aiming at collecting worldwide information on practices and laws on receivables financing
  - (iii) **Primary market guidelines for forfaiting**  
**Antonio Wojdyniak** (France), Chair of the ICC Forfaiting Working Group, and **Sean Edwards** and **Lucio Matassoni** (IFA), will discuss the review of the IFA primary market guideline and future projects
  - (iv) **Anti Money laundering**  
**Dan Taylor** (USA) will lead a discussion on the guidance provided to FATF and other potential projects for the AML Task Force.
- 6. Update on ICC rules**
- (i) **Demand guarantees**  
**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)
  - (ii) **Bank-to-bank reimbursements**  
**Dan Taylor** (US) will present an update on the bank-to-bank reimbursement rules (URR 525) to conform them to UCP 600
  - (iii) **ICC Revision of the Incoterms 2000**  
**Charles Debattista** (UK) will provide an update of the revision of the Incoterms by the Commercial Law and Practice Commission. **Gary Collyer** (UK) will outline the role to be played by the Banking Commission.

\*\*\*

## **20.30 -23.00      Opening dinner reception**

Delegates and their guests are invited to a dinner reception, Astir Palace. The event is sponsored by Hellenic Bank Association and ICC Hellas.

Keynote speaker: **Loukas Papadimos**, Vice President, European Central Bank.  
Presentation of the book entitled “Complete UCP: Texts, Rules and History 1920-2007” by **Dan Taylor**.



---

**WEDNESDAY, 16 APRIL 2008**  
**INNOVATIONS AND TRENDS IN TRADE FINANCE**

---

**09.00 – 12.30**

Welcoming remarks: **Nikolaos Garganas** (Greece), Governor of the Bank of Greece.

**PANEL 1: CREDIT CRUNCH IMPLICATIONS FOR GLOBAL TRADE FINANCE**

This Panel will discuss how trade finance business is affected by the recent credit crunch and analyze how certain activities may be curtailed as a result of market conditions. The central questions are as follows: Does the credit crunch mean that more banks will return to traditional markets and safe havens like trade finance? How is pricing for trade finance risks being affected by the liquidity squeeze? What is the future for commodity-based trade?

Moderator: **John Turnbull** (UK), Global Head of Structured Trade & Commodity Finance, Sumitomo Mitsui Banking Corporation Europe Limited

Panelists: (i) **Mike Quinn** (USA), Senior Vice President, JPMorgan Chase Bank  
(ii) **Yanling Zhang** (China), Executive Vice President, Bank of China  
(iii) **Kim Christensen** (Denmark), TF Business & Product Specialist, Nordea

**10.30 – 11.00**                      **Contact break**

**PANEL 2: INNOVATIONS IN THE GLOBAL TRADE FINANCE SUPPLY CHAIN**

Supply Chain Finance Integration is the next wave of cost improvement for financial organizations. A Panel discussion on innovations in the international supply chain will consider opportunities and constraints.

Moderator: **Jim Wilson** (USA), Vice President, JPMorgan Global Trade Services

Panelists: (i) **Wolfgang Friedinger** (Germany), Head of Trade Products & Services, UniCredit Hypovereinsbank  
(ii) **Enrico Camerinelli** (Italy), Vice President, Supply Chain Council  
(iii) **Jacques Bonfante** (France), Manager, Global Trade Services, BNP Paribas

**12.30-14.00**                      **Luncheon**

The lunch will take place at the Astir Palace. Cost contribution: 30 Euros per person  
Keynote speaker: **Petros Doukas** (Greece), Deputy Minister, Ministry of Foreign Affairs



**14.00 – 17.30**

### **PANEL 3: STANDARDIZATION EFFORTS AND ELECTRONIC INVOICING**

Representatives from the European Commission, standardization organizations, the banking industry and services providers will discuss the implications of the European Union driven e-invoicing initiative on the trade environment in Europe and globally.

Moderator: **Katja Lehr** (USA), International Financial Services Association, Vice-President Member Representation

- Panelists:
- (i) **Costas Andropoulos** (Greece), European Commission
  - (ii) **Michela Tocci** (Italy), Corporate Banking Interbancario
  - (iii) **Peter Potgieser** (The Netherlands), ABN Amro, CEN/ISSS
  - (iv) **Gianfranco Tabasso** (Italy), European Association of Treasurers

**15.30 – 16.00 Contact break**

### **PANEL 4: REGIONAL MARKET FOCUS**

New rising markets in Asia and elsewhere are challenging our conception of trade. This roundtable will discuss regional trends and innovations being proposed.

Moderator: **Vincent O'Brien** (UAE), Technical Trade Advisor, China Systems

- Panelists:
- (i) **Jorge Riva** (Argentina), Partner Riva & Alvarez Agudo
  - (ii) **Panos Papatheodorou** (Greece), Marfin Factors
  - (iii) **Pavel Andrlle** (Czech Republic), Banking Commission Secretary, Prague
  - (iv) **Iqbal Karmally** (UAE), Head of Trade Finance, Sharjah Islamic Bank
  - (v) **Sarah Younger** (Israel), Senior Manager, Bank Leumi

**Concluding remarks from the Chair and miscellaneous**

#### Organizers



#### Key Sponsor



#### Additional sponsor

