

New Tools for International Trade

Specialized Training

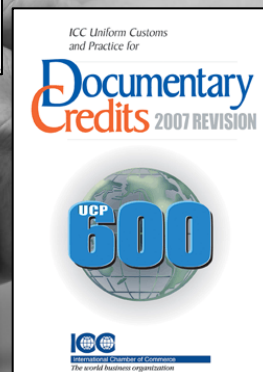
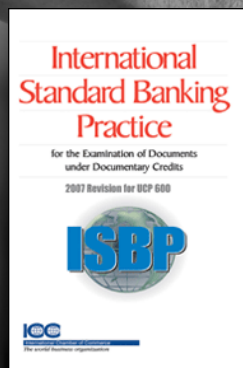
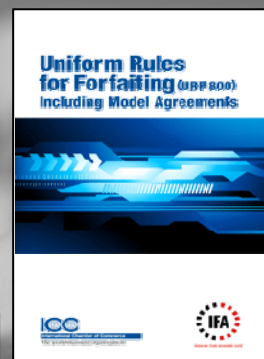
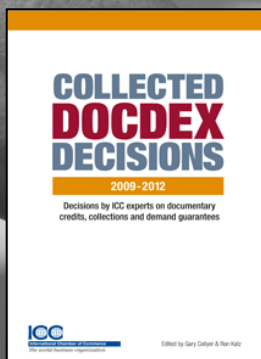
Organized by:

ICC Portugal
International Chamber of Commerce
The world business organization

18 April 2013 | 14.30 - 18.30

ICC Portugal Specialized Training: “New Tools for International Trade”

ICC Portugal, Lisbon | April 18, 2013 | 14.30 – 18.30



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ICC Banking Commission Meeting - Lisbon 2013

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Overview:

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

This Specialized Training will provide a unique opportunity to learn from top business experts the best practices and techniques in using trade finance instruments to support trade and enhance business. High experienced corporates and bankers will also discuss on their visions and strategies in the new area of supply chain finance, in particular regarding trade finance operations in emerging and developing markets.

You will receive full insight and analysis on the ICC rules for trade finance, i.e. the ISBP, the UCP 600, the Rules for Forfaiting, the URDG 758 and the recent Rules for BPO. Furthermore you can expect a broad discussion over a wide range of issues: streamlining of trade finance operations, the changing landscape from the BPO perspective, the importance of self-regulation, strategies to face new challenges, etc.

Who is this Training Destined to:

Date and Venue:

Date:

Thursday, April 18, 2013

2.30 pm – 6.30 pm

Venue:

ICC Portugal

Rua das Portas de Santo Antão, 89

Lisbon, Portugal

- Trade Finance operations professionals
- Risk Managers
- Executives involved in international sales contracts
- Documentary credit professionals
- Certified Documentary Credit Specialists (CDCS)
- Bankers from emerging markets wanting to establish trade operations
- Bankers wanting to do business with the emerging markets
- International banking managers and business development executives keen to develop new lines of trade business.

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Programme

14.30	Registration
14.45	Welcome Pedro Madeira Rodrigues The importance of self-regulation in trade finance and the impact of regulatory environments.
15.00	ISBP – A strategic vision Portuguese practice on UCP 600 Xavier Fornt António Monteiro Neves General overview of the revised ISBP and specific feedback on latest update. Documentary compliance and other obligations. General framework and established practices prevailing in Portugal regarding UCP 600.
15.45	ICC Rules for Forfaiting Don Smith Nicole Keller International practice and perspective. Guidelines for the operating procedures of transactions. Model Contracts.
16.15	Networking Coffee-Break
16.30	Key issues on Demand Guarantees Analysis and Discussion Andrea Hauptmann Zélia Martins International practice and perspective – URDG 2010 Revision. Different aspects and perspectives: issuing banks, customers and applicability by courts/legal aspects. The bank guarantee and how it works within the volatility of current international climate.
17.15	BPO – The new standard rules Nadine Louis Nicole Keller Recent innovations in the supply chain finance. BPO – the new solution in supply chain finance for the 21 st century. Presentation of the New Rules for BPO in cooperation with SWIFT. Capital treatment and accounting policy under BPO. Implementation of compliance issues. Technical challenges, strategic opportunities and commercial advantages for banks and corporates. Global and regional expected outcome of the application of URBPO.
17.45	Analysis of case studies.
18.15	Response to queries submitted by participants.
18.30	Closure

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Speakers



Xavier Fornt

Degree in Economics and Master in Financial Institutions by the University Pompeu Fabra, Barcelona. Advisor International Strategy Business School. Professor in the ESCI (High School of International Commerce) in Barcelona and in the International Centre of Economics, University of Barcelona. Invited professor in IESE Barcelona. Founder of the Spanish Group of Experts in ICC Spain. Member of DOCDEX, International Centre for Expertise of ICC.



António Monteiro Neves

Trade Finance Department, Banco Espírito Santo
Experienced in banking import operations, DC's, Collections and Payments. Member of the ICC Banking Commission, he has been actively involved in the preparation of various rules for international trade, including the uniform rules for documentary credits, the uniform rules for collections, Incoterms 2000 and 2010 and uniform rules for guarantees. He regularly participates in ICC Portugal's training programs.



Donald Smith

Donald R. Smith has over 39 years experience in international banking operations and trade product management. He has been responsible for international operations for 4 banks including one of the world's largest. He served as senior project manager for the ICC's 2011 Basel III Default Registry project; chaired the US Delegation to the ICC Banking Commission from 1998 to 2009 and co-chaired the drafting group which produced the ICC's International Standard Banking Practices (ISBP) publication. Don is presently chair of the ICC drafting group for the Uniform Rules for Forfeiting.



Nicole Keller

Nicole Keller is Vice President Financial Institutions. Trade & Commodity Finance at KfW IPEX-Bank GmbH within KfW Bankengruppe. She has been a member of the ICC Banking Commission since 2000 and also took part in previous projects of ICC in the area of Trade Finance: She was a member of the Drafting Group of UCP600 and the eUCP. Currently she takes part in the work of the Forfeiting Task Force of the Banking Commission.

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Nadine Louis

Nadine Louis was appointed Market Manager Supply Chain within the Marketing Division in 2009. Nadine is working on SWIFT's trade and supply chain solutions covering both the traditional trade and the supply chain markets in the inter-bank and corporate markets. Her prime focus is to help banks in their implementation of TSU (Trade Services Utility) and BPO (Bank Payment Obligation).



Andrea Hauptmann

Member of ICC Austria and delegate to the ICC banking commission since 1997 founder member of the ICC guarantee task force in spring 2003, elected as Vice Chair of the ICC Guarantee Task Force in March 2011. Appointed as Chair of the ICC Guarantee Task Force in March 2012. Appointed as one of seven member of the Drafting Group for the revision of the URDG in spring 2007. Regular speaker at various national and international seminars and conferences since 1991.



Zélia Martins

Has worked in Portuguese banking since 1988, while in Group CGD since 1990. Always in proximity to "Foreign Operations", was responsible for operational area of the Documentary Credit, Documentary Collections, Bank Guarantees and Financing in the Outer Order, from 2006 to 2010. Since 2010 integrates the Bureau of Foreign Trade and Correspondent Banking, in CGD, within the Directorate of International Business, giving in-house training on these operations. Attended several workshops, seminars and conferences organized by the ICC, both nationally and internationally.



Pedro Madeira Rodrigues

Pedro is the Secretary General of ICC Portugal and of ACL-CCIP, the Portuguese Chamber of Commerce and Industry/ Lisbon Commerce Association, and of CIEP, the Portuguese Confederation of Portuguese Entrepreneurs.

His professional career includes, amongst other positions, those of Chief of Staff of the Economy Minister and of the Secretary of State for Science and Technology; Human Resources Consultant and Manager at Cap Gemini Ernst & Young and Assistant to the Human Resources Director at Gás de Portugal.

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REGISTRATION FEES

ICC Members

Payment before March 18:		Payment after March 18:	
<input type="checkbox"/> ICC Portugal Summit	70 €	<input type="checkbox"/> ICC Portugal Summit	100 €
<input type="checkbox"/> Specialized Training	150 €	<input type="checkbox"/> Specialized Training	180 €
<input type="checkbox"/> Both	190 €	<input type="checkbox"/> Both	220 €

Non-members and public in general:

Payment before March 18:		Payment after March 18:	
<input type="checkbox"/> ICC Portugal Summit	140 €	<input type="checkbox"/> ICC Portugal Summit	170 €
<input type="checkbox"/> Specialized Training	300 €	<input type="checkbox"/> Specialized Training	340 €
<input type="checkbox"/> Both	380 €	<input type="checkbox"/> Both	450 €

REGISTRATION FORM

Participant information:

Title (Mr/Dr/Mrs/etc.): Family name: First/given name:
Position: E-mail:
Company: Tax/Corporate ID:
Address:
City/state: Zip/postal code:
Country: Phone: (.....) Fax: (.....)

PAYMENT INFORMATION:

() **Bank transfer to:** Delegação Nacional Portuguesa da CCI | Bank: Millennium BCP

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