

# Meeting Today's Challenges and Tomorrow's Opportunities in Trade Finance

12 September 2018

8.30 – 17.00 hrs.

Ballroom 2, S31 Sukhumvit Hotel

## Highlights:

### "Digitalisation of Trade"

- ✓ What inhibits the use of eUCP or URBPO?
- ✓ Do banks and corporates understand where the BPO fits in the Trade Service Utility offered by SWIFT?
- ✓ Is the market perception of eUCP usage wrong?
- ✓ Will digitalisation appeal to the majority of banks, importers and exporters? What are the incentives to change to electronic documents or data?

### "Getting your house in order"

- ✓ How to address current concerns and issues, to ensure that sustainable business is available when digitalization is up and running at a reasonable level?
- ✓ Are these concerns and issues of our own making? What are the remedies?
- ✓ Paper and electronic will live side-by-side. Will you be in one or both camps?
- ✓ Making the existing trade finance products work better and have more appeal to the corporate market.

EARN  
6.5 CPD/PDU<sub>s</sub>  
for CDCS



Traditional trade finance products are currently under pressure. Falling volumes, mainly through the movement of buyers and sellers to open account based solutions, has led to reduced revenues that are impacting the continued development and delivery channels of banks on a global scale.

Talk of digitalisation of trade finance has led to some confusion in the market as to the products that will be available. How will transactions be completed in the future and who will offer these services e.g., will it continue to be banks or will logistics companies including carriers, or fintech companies enter this space, are just two of the questions that are being asked in many banks today. Should banks become active in the development of new platforms or take a 'wait and see' approach?

The current hype around digitalisation has highlighted that pre-existing offerings such as eUCP and URBPO, which were both identified as being necessary in 2002 and 2013 respectively, have not made any material impact in changing the mindset of banks and corporates to move from paper to electronic documents or data. Will the current initiatives have any better success? We will look at what is necessary to move from paper to electronic documents or data and identify some of the inhibitors that exist today.

In looking at the future, we must not forget the present. There are still transactions that need to be handled and clients that need to be serviced. Whatever happens in the digitalisation space will not happen overnight. At best, a handful of pilots will come on-line within the next 3-6 months. However, business must continue so that existing business is retained and new business secured. Without that business, talk of digitalisation will be meaningless.

With the above in mind, the major part of the workshop will be case study driven. The content of the case studies will showcase the problems that have led to challenges for banks in the past, today and no doubt into the near future. We will look at the root causes of some of the problems that beset the traditional trade finance products and offer solutions as well as best practice ideas.

## Who should attend?

- Bankers, Traders, Corporates
- Export / Import companies working with documentary credits
- Lawyers / Consultants in Banking practice area
- Insurance / Transport companies
- Corporate credits and Risk management

# Programme

08:30 - 09:00	<b>Registration</b>
09:00 - 09:10	<b>Introduction and aims of the workshop</b>
09:10 - 10:30	<b>Where are we today?</b> <ul style="list-style-type: none"><li>- A review of the content of the ICC Global Trade Finance Survey 2018 including the market perception to digitalisation of trade</li></ul> <b>Case Study 1</b> - Letters of Credit - identifying the pitfalls, the problems and what can and should be done better. A case study that looks at issuance through to confirmation.
10:30 - 10:45	Coffee/Tea Break
10:45 - 12:30	<b>Case Study 2</b> - Letters of Credit - identifying the pitfalls, the problems and what can and should be done better. A case study that looks at document preparation through to refusal or honour/negotiation.
12:30 - 13:30	Lunch
13:30 - 15:00	<b>Case Study 3</b> - Documentary Collections - identifying the pitfalls, the problems and what can and should be done better. A case study looking at its viability as a product through to sight or usance payment. <b>Case Study 4</b> - Bank Guarantees - identifying the pitfalls, the problems and what can and should be done better. A case study looking at issuance through to presentation, choice of text and choice of rules or law.
15:00 - 15:15	Coffee/Tea Break
15:15 - 16:15	<b>Bringing it all home and the way forward</b> <ul style="list-style-type: none"><li>- Will Blockchain solutions have more impact than eUCP or URBPO initiatives?</li><li>- Are the current revisions of eUCP and URBPO, together with the development of eURC, sufficient to kick start electronic initiatives on a global basis?</li><li>- Where are we with electronic documents?</li><li>- What needs to be done to make it work?</li><li>- Is everyone on board or just the very few?</li></ul>
16:15 - 17:00	<b>Final Question and Answer Session</b>



**SPEAKER: MR. GARY COLLYER**  
CO-CHAIR OF THE ICC DIGITALISATION WORKING GROUP

From November 1996 until June 2013, Gary Collyer was the Senior Technical Adviser to the International Chamber of Commerce, where he was primarily responsible for providing numerous opinions related to the application and interpretation of ICC rules. In his ICC role, Gary has been chair of the ICC Working Group for the development of the ISP98, the strategy for a revision of UCP500 and a member of the ICC Working Groups for the development and subsequent revision of URR525 and e-UCP. More recently, he was chair of the Working Group for drafting UCP 600, ISBP 681 and 745, and URBPO. He is currently co-chair of the ICC Digitalisation working group revising eUCP and developing the eURC.

On April 1, 2006 Collyer Consulting LLP was created with the sole aim of providing banks and corporates with consultancy services ranging from a traditional consultancy role through to development of training material, review of legal documentation and the provision of consistent, accurate and up to date information relating to existing offerings, new initiatives and developments in international trade. The company name changed in September 2013 to Collyer Consulting Global Ltd. Trade finance on-Line training modules are available through [www.tradefinance.training](http://www.tradefinance.training)

# Registration Form:

## Meeting Today's Challenges and Tomorrow's Opportunities in Trade Finance

**Date:** 12 September 2018  
**Time:** 8.30 – 17.00 hrs.  
**Venue:** 5<sup>th</sup> Floor, Ballroom 2, S31 Sukhumvit Hotel  
**Transportation:** BTS: Prompong Station Exit 5 or MRT: Sukhumvit Station Exit 3  
**Working language:** English  
**Credits:** This event has been approved for **6.5 PDUs** by the London Institute of Banking & Finance (LIBF). Attendees may claim and use towards the Certified Documentary Credit Specialist (CDCS) Re-Certification programme.

### Participant information:

**Name:** \_\_\_\_\_ **Surname:** \_\_\_\_\_  
**Position:** \_\_\_\_\_ **Company:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Tel:** \_\_\_\_\_ **Email:** \_\_\_\_\_

### Registration Fee:

**Early Bird Registration: starting today until 31 August (register and pay on or before 31 August 2018)**

\_\_\_\_\_ **ICC Thailand member:** **5,000.00 Baht** (excluding 7% VAT)  
\_\_\_\_\_ **Non-members:** **6,500.00 Baht** (excluding 7% VAT)

**Regular: (register and pay on or before 7 September 2018)**

\_\_\_\_\_ **ICC Thailand member:** **6,000.00 Baht** (excluding 7% VAT)  
\_\_\_\_\_ **Non-members:** **7,500.00 Baht** (excluding 7% VAT)

### Method of Payment:

**Bank Transfer: (Bank charge is responsible by applicant)**

Account Name: **Board of Trade of Thailand (ICC Thailand)**  
Bank: Kasikornbank, Sao Chingcha Branch  
Address: 80 Bamrung Muang Rd., Saochingcha, Phranakorn Bangkok 10200 Thailand  
Account No: 004-2-31368-8 Branch Code: 0004  
SWIFT: KASITHBK

**Cheque** No. \_\_\_\_\_ Date \_\_\_\_\_

In favor of "**Board of Trade of Thailand (ICC Thailand)**"

### How to register:

Please complete and return the registration form confirming payment to email [admin@iccthailand.or.th](mailto:admin@iccthailand.or.th)

**Contact ICC Thailand:** 150/2 Rajbopit Road, Watrajbopit, Pranakorn, Bangkok 10200 Thailand

Tel: +66 2622 2183 or +66 2018 6888 Ext. 4210 Fax: +66 2225 5475

Website: [www.iccthailand.or.th](http://www.iccthailand.or.th)

### Cancellation:

Please note that cancellations are not refundable. The registration may be transferred to another person from the same company at no extra charge.