INSTRUMENTS AND METHODOLOGIES IN TRADE FINANCE AND PROJECT FINANCE TRANSACTIONS

EARN 4 CPD/PDUS FOR CDCS

30 October 2019
8.30 – 13.00 hrs.
Galleria 2-3 Room, 5th Floor, S31 Sukhumvit Hotel, Bangkok

SPEAKER

Mr. Luca Bernardinetti

Mr. Bernardinetti is a member of the Thailand International Chamber of Commerce's Commission on Banking Technique & Practices. Luca Bernardinetti is Chairman and Managing Partner of the Mahanakorn Partners Group. He leads the Banking & Finance division at MPG, which provides trade finance, corporate finance and project finance advice, as well as legal advice for cross-border financing. Over the past two decades, Mr. Bernardinetti has led his team in structuring equity and debt financing for infrastructure and Public-Private Partnership projects, working alongside highly rated banks and insurance providers. Under Mr. Bernardinetti's expertise and leadership, MPG has successfully undertaken several complex financing transactions, assisting private multinationals, state-owned enterprises and government agencies to secure multi-billion dollar lines of credit for infrastructure development projects. Mr. Bernardinetti is also a member of the Board of Directors of the Thai-Italian Chamber of Commerce and serves as Chairman of the Business Economics Committee of the American Chamber of Commerce in Thailand (AmCham). He is a prolific contributor to a number of Advocacy Committees at the European Association for Business and Commerce (EABC) and Joint Foreign Chambers of Commerce in Thailand (JFCCT).

HIGHLIGHTS:

The ICC Banking Commission's Global Survey revealed that trade finance transactions processed in 2018 amounted to approximately USD 9 trillion, while an independent study published by the Boston Consulting Group indicated that trade finance revenues would reach USD 48 billion between 2019-2021. The estimated unmet needs in terms of trade financing are in the range of trillions of U.S. dollars. ICC's workshop will delve into the key characteristics, as well as common mistakes and pitfalls of a range of trade finance products. By means of detailed case studies, and with an emphasis on current real-world scenarios, this workshop will explore the principal trade finance instruments, methodologies and compliance issues.

WHO SHOULD ATTEND?

This workshop is designed for general practitioners working in banks, corporates, or financial institutions in functions such as relationship management, credit and compliance, and that have an interest in developing trade finance-related skills and knowledge.

PROGRAMME

8.00 – 8.30   **Registration**

8.30 – 8.35   **Opening Address**

By **Khun Pongsit Vilailert**
Chair of Commission on Banking Technique & Practices, ICC Thailand

8.35 – 12.00   **Session 1 – Documentary Credits (UCP600)**

An overview of Documentary Credits will be presented in this session, from structuring and issuance, to document verification, to financing and settlement. The format of the workshop follows a typical transaction flow and seeks to highlight practical considerations related to the use of Documentary Credits in international trade. The aim of this first session is to hone practical skills and knowledge relating to the transaction lifecycle of an L/C and to acquire insights into the issuance, document verification and financing/settlement processes related to Documentary Credits.

Coffee Break

Session 2 – Demand Guarantees (URDG758)

The main features of Demand Guarantees will be analyzed in this session, to improve knowledge on the issuance of guarantees, as well as credit enhancement and credit substitution. Additionally, this session will examine the global standards, legal framework, and the proper application of Guarantees from a range of perspectives. This session includes real-life examples and a case study to improve the understanding of participants in the use of Guarantees.

Session 3 – Trade Finance instruments in Project Finance Transactions

Case studies of project finance transactions underpinned by guarantee-backed lines of credit and credit enhancement mechanisms will be examined. This session should enhance the knowledge of participants on the use of proficiently crafted Demand Guarantees that seek to mitigate project risk, manage default risk and ensure appropriate risk distribution among the project stakeholders. This session will also touch on ICC Dispute Resolution clauses for trade finance contracts.

12.00 – 13.00   **Lunch Break**

Registration Form:

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Date: 30 October 2019
Time: 8.30 – 13.00 hrs.
Venue: Galleria 2-3 Room, 5th Floor, S31 Sukhumvit Hotel, Bangkok
Transportation: BTS: Prompong Station Exit 5 or MRT: Sukhumvit Station Exit 3
Working language: English
Credits: This event has been approved for **4 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: (register and pay on or before 24 October 2019)

_____ **ICC Thailand member:** **3,000.00 Baht** (excluding 7% VAT) **/ 110 USD nett**

_____ **Non-members:** **3,600.00 Baht** (excluding 7% VAT) **/ 130 USD nett**

Method of Payment:

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

Account Name: **Board of Trade of Thailand (ICC)**
Bank: Kasikornbank, Sao Chingcha Branch
Address: 80 Bamrung Muang Rd., Saochingcha, Phranakhon 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)"**

How to register:

Please complete and return the registration form confirming payment to email sirikorn@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

Cancellation:

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