

New Program

The Changing Landscape of Trade Finance – 2015

3 December 2015 (Thursday)

A survival kit for:

Bankers (Trade Finance, Risk Management, Credit Administration, Product, Operations, Customer Services, Legal & Compliance), Importers and Exporters, Shipowners, Logistics and Insurance Personnel, Lawyers and Academics

Introduction:

This workshop will look at the past 12-18 months and highlight the issues, actions and decisions that have occurred in that time. The world of trade finance is continually evolving and, for banks, it is no longer a simple process of document examination and handling. Regulatory matters have now come to the fore and affect almost every transaction. Automation of trade finance settlement means will be key to ensure that trade finance continues to grow and is not unnecessarily inhibited by external requirements.

Highlights:

1. Financial Crime, AML & Sanctions

- ✧ the impact on all parties to an international trade transaction

2. Fraud in international trade

- ✧ how to identify, how to prevent, recent cases are reviewed.

3. How automation is (finally) replacing traditional practices in international trade

- ✧ use of the BPO and the growing usage of electronic bills of lading

4. Critical issues relating to transport and insurance documents in international trade

- ✧ What needs to be examined?
- ✧ How should letters of credit be structured to accommodate such documents?
- ✧ What do the documents mean to banks and corporates?

5. Case study relating to transport and insurance documents

6. Burning issues from the audience

At the beginning of the day, attendees will be asked to nominate certain issues or topics for which they have a specific problem or issue in understanding or interpreting. The issues and answers will be discussed in this session.

7. Document examination issues under UCP 600

- ✧ A case study focusing on the issues and risks relating to document examination and UCP 600 interpretation.

8. 2014/2015 ICC Opinions and Legal Cases/ Arbitration

Potential impact on banks and corporate:

- ✧ What practices need to change?
- ✧ How could some of the circumstances have been avoided?
- ✧ Where did the fault lie?

Speaker:

Mr. Gary Collyer

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.

Editor of seven ICC opinion and DOCDEX publications, he is also an editorial board member of Documentary Credit Insight and Documentary Credit World. The editor of the 3rd edition CDCS syllabus (2007), contributing editor of the 4th edition (2013) and editor of the 5th edition (2015), and editor of the International Trade Finance publication (9th edition) (2007). He has also produced eleven volumes of frequently asked questions under UCP 600. He is a regular lead speaker at ICC and other external seminar events on a global basis. Gary also holds the title of 'Visiting Professor' with the ifs.

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.

Until October 31, 2006 Gary was Corporate Director and Global Head of Traditional Trade Services, Trade Finance and Product Delivery for the Transaction Banking Group at ABN AMRO Bank N.V. Based in London, he was responsible for the development of the trade service and trade finance products including the tailored design and implementation of solutions on a global basis. In addition, he had global responsibility for the continued development and delivery from a product management perspective including the underlying policies, documentation and procedures for traditional trade services solutions (i.e., Letters of Credit, Collections, Guarantees etc.) and trade finance.

Prior to joining ABN AMRO, Gary was vice president and senior technical adviser at Citibank N.A., London from August 1998 until May 2002. Gary started his banking career in 1973 with Midland Bank plc in London (which subsequently was acquired by HSBC), progressing to manager of the Letter of Credit Department and senior technical adviser.

Details:

- Date:** 3rd December, 2015 (Thursday)
Time: 9:30 am – 5:00pm
Venue: Intercontinental Grand Stanford Hong Kong Hotel,
Picasso Room, B1 Level, 70 Mody Road, Tsimshatsui East, Kowloon
Medium: English with a workbook
Cancellation: There will be no refund for cancellation of booking initiated by the applicant. However, the registration may be transferred to another person from the same company or organization at no extra charge, subject to the prior consent of ICC-HK.
Seat Confirmation: Seat confirmation is based on receipt of payment on a first come, first served basis.
Enquiry: Contact Ms. Kokko Ko at Tel: 2973 0060 or e-mail to: publn@icchkcbc.org

Registration fee:

- ❖ *Fee includes course, working papers, lunch, refreshments and one complimentary copy of ICC publication “UCP 600”.*
- ❖ *You will enjoy early bird discount if you register and pay on or before **13 November, 2015.***

- ❖ **HK\$ 4,900/person** (*regular*)
- ❖ **HK\$ 4,600/person** (*“early-bird” for public*)
- ❖ **HK\$ 4,400/person** (*“early-bird” for ICC-HK members*)
- ❖ **HK\$ 13,200/group** (*“early-bird” for a group of 3 persons from the same company, **HK\$4,400** for each extra registrant in the same company*)
- ❖ **HK\$ 12,600/group** (*“early-bird” for a group of 3 persons from ICC-HK members, **HK\$4,200** for each extra registrant in the same company*)
- ❖ **HK\$ 39,000/group** (*“early-bird” for a group of 10 persons from the same company, **HK\$3,900** for each extra registrant in the same company*)

Registration:

Interested parties, please complete the registration form and return to Ms Kokko Ko via publn@icchkcbc.org or fax to (852)2869 0360.

國際商會 - 香港區會

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Website 網址: www.icchkcbc.org E-mail 電子郵箱: general@icchkcbc.org



REGISTRATION FORM

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Time: 9:30 a.m. – 5:00 p.m.
Venue: Intercontinental Grand Stanford Hong Kong Hotel,
 Picasso Room, B1 Level, 70 Mody Road,
 Tsimshatsui East, Kowloon
Medium: English
CPD: Law Society CPD applied and pending for approval
CDCS: 6 PDU's Points Granted for CDCS
CSDG: 6 PDU's Points Granted for CSDG
Subject: **“The Changing Landscape of Trade Finance – 2015”**

Please return this registration form to:
 Fax : 2869 0360, OR, e-mail to
publn@icchkcbc.org for seats
 reservation, enquiry:
 Ms Kokko Ko at Tel: 2973 0060

Company: _____ Date: _____
 Address: _____

As a matter of our practice, we intend to use your personal data provided by you and set out in this form for direct marketing of the services of International Chamber of Commerce - Hong Kong in relation to banking and financial services, arbitration, e-commerce, trade and investment, environment, competition, intellectual property and protection of the business interests of Hong Kong. However, we cannot so use your personal data without your consent.

Pursuant to Personal Data (Privacy) Ordinance, you have the right to ascertain whether we hold any of your personal data, access to such personal data and request us to correct such personal data.

Please sign in below signature box to confirm your consent to such use.

- Registration fee:**
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- Individual Participant
- HK\$4,900/person (regular fee)
 - HK\$4,600/person (early bird for public)
 - HK\$4,400/person (early bird for ICC-HK member)
- Group in a company: _____ (number of participants)
- HK\$ 4,400/person (early bird for 3-9 participants)
 - HK\$ 4,200/person (early bird for 3-9 participants for ICC-HK members)
 - HK\$ 3,900/person (early bird for 10 participants +)

	Participant's information	Participant's information	Participant's information
Name			
Position			
Department			
Tel No.			
E-mail			
Signature			

(E-mail address must be filled in. For extra participants over 3, please use a new registration form)

Total Payment: HK\$ _____ (non-ICC-HK member) HK\$ _____ (ICC-HK member)

Payment Method:

<p>By cheque, please mark payable to: Int'l Chamber of Commerce – Hong Kong <i>(Please send your cheque to: Rm 201, 2/F., OfficePlus@Sheung Wan, 93-103 Wing Lok Street, Sheung Wan, Hong Kong.)</i></p>	<p>By bank transfer: Int'l Chamber of Commerce – Hong Kong HSBC, 1 Queen's Road Central, Hong Kong. Account No: 500-423736-001 <i>(Please send the bank-in slip to 2869 0360 or e-mail to: publn@icchkcbc.org)</i></p>
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