

## Beijing 2011: Big Shifts

**MEETINGS OF OCTOBER 24-28, 2011**

**MARRIOTT BEIJING CITY WALL**

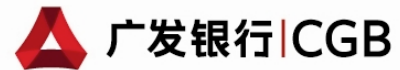
7 Jian Guo Men South Avenue, Dong Cheng District, Beijing, China



Meeting hosted by:

# Beijing 2011: Big Shifts

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# Beijing 2011: Big Shifts

## Celebrating the 80<sup>th</sup> Anniversary of the ICC Banking Commission

### Dear ICC Banking Commission Delegates

I am delighted to welcome you to this fall's ICC Banking Commission meeting, commencing on Monday, October 24 and ending on Friday, October 28 at the Marriot City Wall, Beijing, China. We expect over 300 of the world's leading trade finance bankers, experts and policymakers to attend what has become the pre-eminent private sector event in the global trade finance calendar.

The 80th Anniversary of the Banking Commission will be at the heart of your discussions in Beijing. During its 80-year history, ICC Banking Commission leadership, members and experts have promoted the drafting of rules, which today have become standard business practice. The Commission has also become known for its international community, with members from more than 85 countries whose work has become more comprehensive over the years in terms of learning opportunities, increased policy-making agenda and enhanced partnerships. The 80th Anniversary celebration will honor these achievements, while also examine the new challenges ahead of us.

The plenary of the Banking Commission will start on Wednesday, October 26 with a strong appeal to our international constituency, featuring discussions on the Commission's 2012-2015 strategy and presentations of key projects in the areas of rules-drafting, including Banking Commission opinions, supply chain finance, forfaiting, international standard business practice, bank guarantees, the Basel III global regulatory environment, challenges of multibanking, etc.

Our program will be accompanied with the 80th Anniversary dinner on October 26, 2011.

With support of the ICC Banking Commission, I am pleased to inform you that ICC China will organize a specialized workshop on 24th and 25th October. A Trade Finance Summit will also take place on 28th October. In particular, the Summit will discuss how the global trade has undergone significant changes under the influence of the various economic, political and business forces in recent years. A series of panels will highlight the key ingredients of the big shifts taking place today, in particular shifting economic powers, shifting currencies and shifting financial markets and institutions.

Thank you for your support and the many ways you help to advance the mission of the ICC Banking Commission.

I look forward seeing you again.

Yours sincerely,



Thierry Senechal  
ICC Senior Policy Manager  
Banking Commission

# Beijing 2011: Big Shifts

## Banking Commission specialised groups (for registered members only)

### 24 OCTOBER 2011

|               |   |        |
|---------------|---|--------|
| 08.30 – 11.00 | <b>ICC Task Force on Guarantees</b><br>Georges Affaki, Chair                                    | Room 6 |
| 09.00 – 15.45 | <b>International Standard Banking Practice (ISBP) Drafting Group</b><br>Gary Collyer, Chair     | Room 5 |
| 11.00 – 13.00 | <b>Counter Terrorist Financing and Financial Crimes Group</b><br>Neil Chantry, Chair            | Room 6 |
| 14.00 – 16.00 | <b>Task Force on Anti Money Laundering (AML)</b><br>Neil Chantry, Chair                         | Room 6 |
| 16.00 – 18.00 | <b>Bank Payment Obligation (BPO) Working Group</b><br>Dan Taylor and André Casterman, Co-chairs | Room 6 |

### 25 OCTOBER 2011

|               |   |          |
|---------------|---|----------|
| 09.00 – 12.00 | <b>Forfeiting Consultative Group</b><br>Hendrikus van Diemen, Chair   | Room 5   |
| 09.00 – 12.00 | <b>ISBP Drafting Group</b><br>Gary Collyer, Chair   | Room 1-A |
| 10.30 – 12.00 | <b>ICC Banking Commission – National Committees Forum</b><br>Thierry Senechal, with participation of NCs  | Room 7   |
| 14.00 – 16.00 | <b>Big shifts in Trade &amp; Finance: A Policy Consultation on the G20</b><br>(Restricted - On invitation only)<br>Victor K. Fung, ICC Honorary Chairman, and Kah Chye Tan, ICC<br>Banking Commission Chair | Room 7   |
| 09.00 – 17.00 | <b>International Standard Banking Practice (ISBP) Consultative Group</b><br>John Turnbull and King Tak Fung, Co-chairs  | Room 6   |
| 16.15 – 18.00 | <b>ICC Register on Trade &amp; Finance Working Group</b><br>Dan Taylor, Chair   | Room 7   |
| 16.00 – 17.00 | <b>Media Conference</b><br>(Restricted - On invitation only)  | Room 1   |

### 28 OCTOBER 2011

|               |  |                                   |
|---------------|--|-----------------------------------|
| 07.30 – 08.45 | <b>Trade Finance Market Intelligence Working Group</b><br>Vincent O'Brien, Chair | City Wall Bistro Room<br>VIP Area |
| 12.30 – 13.30 | <b>Media Conference</b><br>(Restricted - On invitation only)                     | Room 1                            |

### 28 – 30 OCTOBER 2011

|               |   |        |
|---------------|---|--------|
| 09.00 – 17.00 | <b>ISBP Drafting Group</b><br>Gary Collyer, Chair | Room 5 |
|---------------|---|--------|

# Beijing 2011: Big Shifts

26 October 2011, Grand Ballroom

## Day 1: Banking Commission Plenary (For official ICC Delegates only)

### 08.00 Registration

### 09.00 Welcome address

Zhang Yanling, Vice Chairwoman, CCOIC  
Tan Kah Chye, Chair, ICC Banking Commission

### 09.20 Executive Summary of the Zurich Banking Commission meeting

Approval of the last executive summary and adoption of this agenda

### 09.25 Update from the Banking Commission Officers

The Officers of the ICC Banking Commission will present the Strategy 2011-2015, including the action plans for each area of work

(Area 1: Traditional Trade and Rule Services; Area 2: Open Account & Supply Chain Finance; Area 3: Global Regulatory; Area 4: Legal & Compliance; Area 5: Risk & Asset Management)

### 10.20 Update from ICC Business Development Department

Philip Kucharski, Director, ICC Business Development

### 10.30 Coffee break

### 11.00 An update on key banking commission projects

**Chair:** Gary Collyer, ICC Banking Commission Technical Advisor

#### Topics Covered

- **International Standard Banking Practice (ISBP):**  
Gary Collyer, ICC Banking Commission Technical Advisor, will provide an update on the revision of the ISBP and the key milestones to be accomplished until release of the revised standards
- **Uniform Rules for Demand Guarantees (URDG):**  
Georges Affaki, Chair of the Guarantees Task Force and Vice Chair of the Banking Commission, will report the state of the new URDG in the world
- **Anti-Money Laundering (AML):**  
Neil Chantry, Chair, ICC AML Task Force and Counter Terrorist Financing / Financial Crimes Group, will present on-going and future projects
- **ICC Register on Trade and Finance:**  
Don Smith, Senior Project Manager on the Register Project (ICC), will provide an update on the ICC Register project. A plan to establish the Register on a permanent basis at ICC will be outlined
- **Market Intelligence:**  
Vincent O'Brien, Chair of the Market Intelligence Working Group, will discuss the Survey 2012 on Trade and Finance, the timetable and the partnerships anticipated

### • Bank Payment Obligation (BPO):

Dan Taylor and André Casterman, Co-chairs of ICC BPO Working Group, will highlight the key features of this project and cover it in great length in a special session during the afternoon

### 12.30 Lunch

City Wall Ballroom - Sponsored by Bank of China

### 14.00 Discussion of the draft of ICC-IFA forfeiting rules

- Don Smith, Pradeep Taneja, Guo Lixin and Nicole Keller, members of the Forfeiting Drafting Group, will present the draft of forfeiting rules for the primary and secondary markets. A discussion with delegates will take place

### 16.00 Coffee break

### 16.30 Discussion of the Bank Payment Obligation (BPO) Project

Dan Taylor, Vice-Chair, ICC Banking Commission and André Casterman, Head of Trade and Supply Chain, SWIFT, will make the BPO project official at the Banking Commission and present the key milestones and desired outcome. Other panelists will discuss the following features:

- BPO features and benefits: David Hennah, Senior Product Manager, SWIFT
- BPO rules and ISO 20022 standards: David Meynell, Director, FI Product Management, Deutsche Bank
- BPO-based supply chain finance services by BTMU, Bank of China and JPMorgan Chase:  
Hiroyuki Watanabe, Manager, Service & Products Department, Transaction Banking Division, The Bank of Tokyo-Mitsubishi UFJ, Ltd  
Xiong Yuanmeng, Global Trade Services Department, Bank of China  
Michael Quinn, Managing Director, J.P. Morgan
- Technology solutions combining LC and BPO: Olivier Berthier, Global Solutions Director, Misys

## 80th Anniversary Dinner

18.30 – 20.30

at the Marriot Beijing City Wall, Grand Ballroom

With keynote remarks from:

Wan Jifei, Chair, CCOIC/ICC China  
Li Mingxian, President, China Guangfa Bank

An event sponsored by  
China Merchants Bank, China Guangfa Bank and China Construction Bank

# Beijing 2011: Big Shifts

27 October 2011, Grand Ballroom

## Day 2: Banking Commission Plenary (For ICC Registered Delegates only)

### 09.00 Welcome address

Zhang Wei, Vice Chairman, CCOIC

### 09.10 Draft Official Opinions of the Banking Commission and latest DOCDEX decisions

Gary Collyer, ICC Banking Commission Technical Advisor, will discuss the content and responses to the official Opinions. He will also provide an update of the latest DOCDEX case(s)

(Document no. 470/1160 Consolidated Opinions)

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### 10.30 Coffee Break

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### 11.00 Draft Official Opinions of the Banking Commission and latest DOCDEX decisions

Session continues

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### 12.30 Lunch

City Wall Ballroom - Sponsored by Bank of China

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### 14.00 Innovations in Multibanking and Integrated Solutions?

This panel will discuss the promise of multibanking in the global environment. We will seek to answer a few questions: What are the major changes in cash management processes? Is there a natural links between trade and cash? How easy is it for corporate to adopt multibank trade finance and to alter the mindset of traditional LC users?

Chair: Kah Chye Tan, ICC Banking Commission Chair

Panelists: André Casterman, Head of Cash, Trade and Supply Chain, SWIFT

Olivier Berthier, Solutions Directors, Misys

Joel Schrevens, Solutions Director of China Systems

Phillip Kerle, Chief Executive Officer, Demica Ltd.

### 15.15 HIGHLIGHT Corporate-to-Bank Messaging Standards for LCS and Guarantees

André Casterman, Head of Cash, Trade and Supply Chain, SWIFT, will present the new and more powerful messaging being currently developed under ISO 20022 and MT798

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### 15.30 Coffee Break

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### 16.00 How Should Bankers Effectively Strategize the Post-Crisis Regulatory Environment

This panel will review the ongoing regulatory changes in banking supervision, including the Basel III capital requirements for trade finance.

Chair: Dan Taylor, Vice-Chair, ICC Banking Commission

Panelists: Kah Chye Tan, Chair, ICC Banking Commission  
Greg Fager, Director, Asia/Pacific Department, The Institute of International Finance

Neil Chantry, Global Head of Policy, Compliance and Finance, HSBC

Cheng Jun, General Manager, Bank of China

### 17.25 Announcement of next meeting and closing

# Beijing 2011: Big Shifts

28 October 2011, Grand Ballroom

An ICC China Trade Finance Summit with the support of the Banking Commission  
(For official ICC Delegates only)

## 08.00 Registration

### Opening Ceremony

## 09.00 Chairmen's welcome address

Wan Jifei, Chairman, CCOIC  
Hu Zheyi, Vice President, China Construction Bank  
Tang Zhihong, Vice President, China Merchants Bank

### Keynote speech

Liu Mingkang, Chairman, China Banking Regulatory Commission

## 09.55 The Big Shifts

Global trade has undergone significant changes under the influence of the various economic, political and business forces in recent years. This panel will discuss the big shifts taking place today, in particular shifting economic powers, shifting currencies and shifting financial markets and institutions.

**Chair:** Vincent O'Brien, Chair, ICC Banking Commission, Market Intelligence Group (MIG)

**Panelists:** Gboyega Songonuga, Regional Head, Africa, IFC  
Daniela Carrera-Marquis, Chief, Financial Market Division, Inter American Development Bank

Kamola Makhmudova, Principal Banker, TFP, EBRD  
Fu Shula, Senior Vice President, AVIC and Chair of Board, AVIC Engine

Philip Kucharski, Director of Business Development ICC  
Yang Aimin, General Manager, International Business Department, China Construction Bank

## 10.55 Coffee break

## 11.10 Special Highlight: Introduction to Chinese Domestic Letter of Credit

Cai Yueping, General Manager, Bill Center, China Guangfa Bank

## 11.30 Business Outlook for Trade in Asia: Rise and Rise?

A conversation with leading experts on the prospects of trade and finance in Asia, with a particular focus on China. Panelists will share their experience in emerging trade flows with a goal of identifying growing corridors of interest and business prospects.

**Chair:** Lin Shunjie, Deputy Secretary General, CCOIC

**Panelists:** Emmanuel Daniel, President, The Asian Banker  
Frank Wu, Director, Head of Structured Trade & Export Finance, China, Deutsche Bank

Benjamin Lam, Head of Trade and Supply Chain for China, ANZ

Yang Yue, Deputy General Manager, China Guangfa Bank

## 12.30 Lunch

*(Programme continued overleaf)*

# Beijing 2011: Big Shifts

28 October 2011, Grand Ballroom

An ICC China Trade Finance Summit with the support of the Banking Commission  
(For official ICC Delegates only)

## 12.30 Lunch

### 14.00 Impact of RMB Cross-Border Settlement on International Trade and Experience on Currency Internationalization

The panel will mainly discuss the effect and problems in the process of RMB cross-border trade settlement and share the experience on monetary clearing mechanism and management for main convertible currencies.

**Chair:** Rupert Sayer, CEO, Exporta Asia

**Panelists:** Murtaza Syed, Economist, Asia Pacific Department, The International Monetary Fund

Michael Vrontamitis, Regional Head of Product, Management for North East Asia, Standard Chartered Bank

Kuresh Sarjan, MD, Head of Global Trade and Supply Chain Solutions, Asia Pacific, Bank of America

Feng Shenjiang, Head of International Department, China Merchants Bank

Esmond Lee, Executive Director(Financial Infrastructure), HKMA

Russ Waterhouse, EVP, Product and Strategy, The Clearing House (CHIPS)

Yang Ruhai, Head of RMB Business, Bank of China(Hong Kong)

## 15.45 Coffee break

Sponsored by China CITIC Bank

### 16.00 The Way Forward

The changing patterns in world trade brings challenges and opportunities. This panel comprising of representatives of leading institutions in development of international trade and finance will look to the future and examine how enhanced cooperation and maximization of resources can accelerate World trade expansion and foster positive economic development while protecting the global environment.

**Chair:** Ranil Salgado, Division Chief, Trade, Institutions, and Policy Review Division, The International Monetary Fund

**Panelists:** Mario Nigrinis, Principal Economist for Emerging Markets, BBVA Research

Thierry Senechal, Senior Policy Manager, ICC

Linda Tsao Yang, Chair, Asian Corporate Governance Association

### 17.00 Concluding Remarks

Zhang Wei, Vice Chair, CCOIC/ICC China

### 17.15 Summit Prize Draw

#### iPad 2

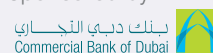
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Commercial Bank of Dubai

#### ICC Tools for Trade

(Compendium of ICC Publications and one year subscription to DCPro Focus)

Sponsored by



ICC Paris and Coastline Solutions

# Beijing 2011: Big Shifts

## The International Chamber of Commerce (ICC)

ICC is the world business organisation, a representative body that speaks with authority on behalf of enterprises from all sectors in every part of the world. The fundamental mission of ICC is to promote trade and investment across frontiers and help business corporations meet the challenges and opportunities of globalization. Its conviction that trade is a powerful force for peace and prosperity dates from the organization's origins early in the last century. The small group of far-sighted business leaders who founded ICC in 1919 called themselves "the merchants of peace". Today ICC groups hundreds of thousands of member companies and associations from over 120 countries. National committees work with their members to address the concerns of business in their countries and convey to their governments the business views formulated by ICC.

ICC has three main activities: rules-setting, dispute resolution and policy. Because its member companies and associations are themselves engaged in international business, ICC has unrivalled authority in making rules that govern the conduct of business across borders. Although these rules are voluntary, they are observed in countless thousands of transactions every day and have become part of the fabric of international trade. ICC also provides essential services, foremost among them the ICC International Court of Arbitration, the world's leading arbitral institution. Another service is the World Chambers Federation, ICC's worldwide network of chambers of commerce, fostering interaction and exchange of chamber best practice. ICC enjoys a close working relationship with the United Nations and other intergovernmental organizations, including the World Trade Organization and the G8/G20.

## ICC Banking Commission

The ICC Banking Commission is a leading global rule-making body for the banking industry, producing universally accepted rules and guidelines for international banking practice, notably letters of credit, demand guarantees and bank-to-bank reimbursement. ICC rules on documentary credits, UCP 600, are the most successful privately drafted rules for trade ever developed and are estimated to be the basis of trade transactions involving more than one trillion dollars a year. The Banking Commission is equally a worldwide forum of trade finance experts whose common aim is to facilitate international trade finance across the world. With over 500 members in 85 countries, many of them emerging, the Banking Commission is one of the largest ICC Commissions. ICC voluntary market-based approaches developed by the Banking Commission have often been praised for leveling the playing field in trade finance practices.

The Officers of the Banking Commission and its secretariat are:

- **KAH CHYE TAN**  
Chair, Global Head of Trade and Working Capital, Barclays, U.K.
- **GEORGES AFFAKI**  
Vice-Chair, Member of the Executive Committee and Head of Structured Finance, CIB Legal, BNP Paribas, France
- **STEVEN BECK**  
Banking Commission Senior Advisor, Head of Trade Finance, Asian Development Bank (ADB)
- **GARY COLLYER**  
Banking Commission Senior Technical Advisor, Founder Collyer Consulting, U.K.
- **DAN TAYLOR**  
Vice-Chair, Executive Director, TSS Global Market Infrastructures, JPMorgan, U.S.A.
- **ALEXANDER ZELENOV**  
Vice-Chair, Director, Financial Institutions Department, Vnesheconombank, Russia
- **YANLING ZHANG**  
Vice-Chair, Chairman, Bank of China Aviation Private Limited
- **THIERRY SÉNÉCHAL**  
Executive Secretary, Banking Commission, International Chamber of Commerce