

**ICC – UNESCAP-TTRI Workshop on
International Trade Finance and Development of Global Value Chains
25-27 April 2018
Venue: Phnom Penh Hotel, Phnom Penh, Cambodia**

**14 PDUs for
CDCS and CSDG
re-certification**



Angkor Wat, Cambodia

Introduction:

According to 2016 ICC Global Trade Finance Survey, global trade growth was below global GDP growth. Global growth saw 2.7 per cent growth in trade volume terms for 2015 which means volume of trade growth for the past 5 years has been under 3%. In monetary value of world merchandise exports declined by 14 per cent in 2015, down to USD 16 trillion from USD 19 trillion in 2014. WTO has recently downgraded its forecast for world trade growth in 2016 to 1.7 percent, down from its previous estimate of 2.8 percent in April

According to the Survey, 52% of the respondents reported increased trade finance activity in volume terms, though lower than 63% in last year. Despite market and operational challenges 89% of respondents felt that their bank's ability to satisfy their customers' trade finance needs had remained stable or their ability to satisfy customers had increased.

In terms of trade finance fees, approximately 65% of respondents cited that there was no increase in trade finance fees during 2015. However, 31% of respondents expect to see trade finance fees increase during 2016 which is due predominantly to increased costs in terms of compliance and consequently, operational risk management.

The troublesome trends with claims under guarantees, court injunctions barring payment of bank independent undertakings, and allegations of fraud, continue to persist; 21% of respondents reported an increase in claims under bank guarantees and standby letters of credit, 15% of banks reported an increase of court injunctions and 13% of respondents reported an increase in the troublesome issue of allegations of fraud.

ESCAP is the regional development arm of the United Nations and serves as the main economic and social development centre for the United Nations in Asia and the Pacific. ESCAP supports Governments of the region in consolidating regional positions and advocates regional approaches to meeting the region's unique and socioeconomic challenges in a globalizing world. A team of Investment and Enterprise Development Section, Trade, Investment and

Innovation Division (TIID) of ESCAP has conducted a research project on Maximizing the Benefits of Mekong Value Chains for SMEs, funded by the Government of Japan. The project encompasses topics of; (i) impact of global value chains on industrial policies of 5 Greater Mekong Sub-region countries, namely Cambodia, Lao PDR, Myanmar, Thailand and Viet Nam, (ii) development of twin cities along the borders within the sub-region, (iii) internationalization of SMEs and growth of transnational companies, and (iv) current status and future opportunities for the GMS countries in the sectors of garment and textile, agro-industry, electronics and automotive.

Objective: The Workshop has been designed for participants to understand international trade finance scenario as well as ICC rules & tools based on real life cases and guide them to undertake secured and successful international trade and finance as well as to avoid risks in cross-border transactions, various implications of L/C considering the increase in international trade and finance. It will also help in understanding the new provisions and how the changes impact users with the confidence and legal certainty to trade in unfamiliar markets and save both time and money. The workshop will be case study driven to achieve maximum practical benefit in everyday Documentary Credit Operations, Capital and Credit Risk Distribution, Capital management techniques and the challenges.

Participants: The workshop will be of significant benefit to trade finance officials of Bangladesh Banks, bankers, exporters, importers, investment project managers, corporate lawyers, SME entrepreneurs, freight forwarders and other international trade professionals to understand and take guard against the risks involved and how to resolve issues. Workshop Participants will have the benefit of interacting with their counterparts in Cambodia and share their experiences of trade finance related issues and recourse taken thereon. **Certified Documentary Credit Specialists (CDCS), Certified Specialist in Demand Guarantees (CSDG) participants will receive 14 (Fourteen) Professional Development Unit (PDUs) for re-certification by attending this workshop.**

Speakers Profiles

Mr. CHEA Chanto (TBC)



Mr. Vincent O'Brien is a highly experienced practitioner of International Trade Finance a long-standing member of the ICC Banking Commission. He has more than 20 years international trade banking experience and has delivered trade finance technical assistance and training in more than 50 countries worldwide. Mr. O'Brien has also had a role as Documentary Credits Specialist in trade facilitation for UNCTAD. He acts as Technical Trade Advisor to China Systems, the largest trade finance vendor in the World. He has played a major role for the trade facilitation programmes of the EBRD, the IFC and the ADB. Mr. O'Brien is the Chair of the ICC Banking Commission, Market Intelligence Group and Member of the ICC Banking Commission Executive



Dr. Masato Abe is an Economic Affairs Officer in the Investment and Enterprise Development Section, Trade, Investment and Innovation Division of the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), Bangkok. He is also a research fellow at Thammasat Business School at Thammasat University, Bangkok. He has extensive experience in enterprise development with special emphasis on the SME sector and supply chain management in Asia and the Pacific. Prior to joining the ESCAP, he was Finance Officer for the United Nations assistance to the Khmer Rouge Trials (UNAKRT) and Strategic Planner for Apple Computer. He holds a B.A. in economics from Fukushima University, an MBA from Emory University, and a Ph.D. in marketing from Thammasat University.



Mr. Ka-Kit MAN is the CEO of Capital and Credit Risk Manager (CCRM), a cloud based platform that facilitates buying and selling of trade & working capital risk amongst banks, insurers and funds. Prior to CCRM, Ka-Kit was a Director of Trade Finance Syndication, APAC for Barclays Bank based in Singapore, where he expanded the distribution and product capabilities in the region. Furthermore, Ka-Kit was the Head of Corporate and Insurance desk, Portfolio Management in Royal Bank of Scotland based in London, and was responsible for structuring corporate trade related syndication and insurance mitigation. A qualified Chartered Insurer, Ka-Kit spent several years as an insurance underwriter in the London market and is also deeply experienced in the design and implementation of operational risk management frameworks.

**ICC – UNESCAP-TTRI
Workshop on
International Trade Finance
25-27 April 2018, Phnom Penh, Cambodia**

PROVISIONAL PROGRAMME (TENTATIVE)

Wednesday, 25 April

08:00hrs Registration

09:00 Inauguration

Key note Speaker: (Governor of National Bank)

Chief Guest: Minister of Commerce, Cambodia

Chairman: Mr. Mahbubur Rahman, President, ICC Bangladesh

09:45 Session One

ICC Global Trade and Finance Survey 2017

Speaker: Mr. Vincent O'Brien, Member of the Executive Committee, ICC Banking Commission Chair, ICC Banking Commission Market Intelligence Task Force

09:45 Tea Break

10:15 Session Two

Enabling Environment for Integration of SMEs in Global Value Chain

Speaker : Dr. Masato Abe, Economic Affairs Officer , Business and Development Section, Trade and Investment Division, United Nations ESCAP

11:15 Session Three

The International Contract of Sale and INCOTERMS

- The ABC of International Trade and Finance
- Incoterms in Practice
- Case studies on Incoterms
- INCOTERMS 2020 - *intelligent insights*

Speaker: Mr. Vincent O'Brien

13:00 : Networking Lunch

14:00 Session Four

Documentary Credit Fundamentals:

- The Parties to Commercial Letters of Credit
- Key Rules from UCP600
- Document Presentation and Examination
- Determining Compliance

Speaker: Mr. Vincent O'Brien

15:30 Tea Break

15:45 -17: 30 Session Six

Uniform Rules on Demand Guarantees - URDG 758

Independent Bank Undertakings in various countries

- Tender Bonds and Guarantees.
- Performance Guarantees
- Financial Guarantees
- Counter Guarantees
- Extend or Pay Demands
- The NEW Chinese Guarantee Rules

Speaker: Mr. Vincent O'Brien

Thursday, 26 April

08:30 Session Eight

Letters of Credit :International Cases & ICC Opinions

- Bank of China V New ERA
- ICC Banking Commission Official Opinions
- Instalment Drawings Case Study
- Impact of Force Majeure

Speaker: Mr. Vincent O'Brien

10:30 Tea Break

10:45 Session Ten

Capital and Credit Risk Distribution, Capital management techniques and the challenges: Banks, Insurers, Multilateral, Funds, Technology enabling trade finance and distribution and Basel 4 and the affects Trade Finance

Speaker: Mr. Ka-Kit MAN, CEO, Capital and Credit Risk Manager (CCRM)

13:00 Networking Lunch

14:00 Session Twelve

Financing of SMEs: Value chain for development and export promotion and role of Banks

Speaker: Dr. Masato Abe

18:00 hrs.

**Closing Session and Distribution of Certificates
Chief Guest; Governor, National Bank (TBC) or
Secretary, Ministry of Commerce**

Dinner (Hosted by Ministry of Commerce-TBC)

Friday, 27 April :

Field Trip (For Foreign participants only)

Registration Form

ICC – UNESCAP-TTRI Workshop on International Trade Finance and Development of Global Value Chains

Date : 25-27 April 2018

Title: (Mr. / Dr. / Mrs. / Ms.)

Name (Block Letter).....

Designation.....

Organization/Company.....

Address.....

Phone (Office): Res:.....Cell Phone:.....

Email (Official): Personal.....

Passport Particulars:

Passport Number: Date of Birth:Place of issue

Date of Issue..... Date of Expiry:.....

Flight details:

Departure date: Flight..... Time.....

Arrival date: Flight..... Time.....

Emergency Contact:

Contact Person.....Cell Phone.....Telephone:.....

Registration fee:

- ICC Thailand members THB 17,000 (Excluding VAT 7%)
 Non members THB 19,000 (Excluding VAT 7%)

This fee includes:

- Twin room accommodation with breakfasts
 - Meals during workshop (lunch, tea breaks)
 - Airport and hotel transfer
 - Half day field visit (on 27 April)
 - Administrative and other logistics support.
- **Air ticket is not included**

Payment:

Reg. Deadline: Wednesday, 11 April, 2018

Payment to be made on or before **Wednesday, 11 April 2018** by bank transfer to the following account:

Account Name: Board of Trade of Thailand (ICC)

Account No: 004-2-31368-8 (saving)

Bank: Kasikornbank, Sao Chingcha branch

Please complete and return the registration form and the payment slip mentioning participant's name or company name to admin@iccthailand.or.th

Contact ICC Thailand:

Tel: +66 (2) 018-6888 Ext 4210 or +66 (2) 622-2183 Fax: + 66(2) 225-5475

Email: admin@iccthailand.or.th Website: www.iccthailand.or.th

Date

Applicant Signature.....