



ICC Austria Conference on **Financial Institutions' role in Financing Trade**

- ◆ **FIs activities from a global, regional and local perspective**
 - Product coverage
 - Opportunities and Challenges
- ◆ **Risk management**
 - FI vs Risk manager perspective
 - Risk mitigation through participation
- ◆ **Correspondent vs. respondent banks' perspective**
- ◆ **Compliance: the risk of de-risking**
- ◆ **Corporate's perspective: Clients' needs**
- ◆ **Correspondent banking - a thing of the past?**

Chaired by Per Fischer

Member of supervisory boards of Commerzbank Eurasia, Moscow;
Center Invest Bank, Rostov on Don; Russia; Bank Belarus, Minsk.

**Monday,
26 February 2018**
9.00 a.m. – approx. 5.00 p.m.
Vienna, Austria

CDCS® and CSDG® holders
attending will earn 6 PDUs
towards recertification.

Target Group

- Financial institutions experts
- Correspondent/respondent banks
- Risk and compliance managers
- Trade finance specialists
- International manufacturers & contractors
- Import/Export trading companies

Background

The Financial Institutions departments serve many purposes from acting as an entry point for daily business over defining business strategies to being the first line of defense and a troubleshooter.

Because of these different roles and activities, FIs always needed to interact with many other stakeholders such as risk managers, clients or compliance managers at all times who all have different perspectives, interests, and priorities. However, finding the right balance while maintaining a level of profitability has become gradually more difficult in recent years due to unintended regulatory consequences and a general environment of de-risking.

As a result, even some good actors have pulled out of certain markets, financial exclusion has increased and whole countries have difficulty accessing markets for financing trade. Their financial flows are now not followed, screened, monitored or controlled.

However, identifying de-risking as the one and only culprit may not do justice to a far more complex situation. Failing to differentiate between de-risking and de-marketing on one hand, the current digitalization debate on the other, or that difficult times can also provide for new opportunities should be taken into account.

We have assembled a globally renowned team of representatives of FIs and experts from the fields of compliance and risk management to explore the current situation of FIs and their role in financing trade, to discuss the risk of de-risking and to give their view on what the future also with respect to new non-bank competitors will hold.

For International Trade Finance Experts – Vienna is the place to meet!

Speakers

Per Fischer, 2003 - 2014 Head of Financial Institutions, Commerzbank, Frankfurt. Various positions in Commerzbank 1985 - 2003 (Head, Rep. Office, Kiev; Deputy Representative, Commerzbank, Moscow. Presently member of supervisory boards of Commerzbank Eurasia, Moscow; Center Invest Bank, Rostov on Don; Russia; Bank Belarus, Minsk; Advisor to Board, Armeconombank, Yerevan, Armenia.

Ruediger Geis, responsible for Product Management Trade Services, Financial Institutions, Commerzbank AG, Frankfurt; covering all aspects of trade solutions, including guarantees, L/Cs, buyer's credit, supply chain finance etc. He is Member of the ICC Banking Commission's Executive Committee; Ruediger has been one of the drivers of the BAFT Master Participation Agreement.

Karl Mayrl, Karl Mayrl, Trade Finance Consultant, Austria. Karl is former Head of Trade Finance Financial Institutions, Erste Group Bank AG, Vienna & Member, ICC Banking Commission. Karl has held various Trade Finance positions in Erste Group from 1980 till 2017, incl. Head of Doc.Credits and Guarantees and Head of Trade & Export Finance. Karl has been lecturing at national and international seminars for financial institutions and corporate customers for more than 20 years.

Rudolf Putz, Head, Trade Facilitation Programme (TFP), EBRD; since 2000 developing EBRD's trade finance programme. 30 years' experience in financing trade with Eastern Europe, CIS countries. In 1983 he started at Centro Internationale Handelsbank Vienna;

Financial Institutions' role in Financing Trade

Monday, 26th of February 2018 9.00am – ca. 5pm

Welcome and aims of the event: Max Burger, ICC Austria & Chair of the day: Per Fischer

Session 1: Product Coverage

- Overview of TF products from global, regional, local bank perspective
 - Numbers of transactions

Session 2: Risk management

- Specific risks of trade transactions
- Risk manager perspective versus product manager/sales perspective
- Risk mitigation/participation

Coffee Break

Session 3: Relationship management - Correspondent Banking

- Current situation of Correspondent banking
 - Recent data – an overview
- Current challenges and the future of correspondent banking

Lunch Break

Session 4: Compliance and De-risking

- Corporates' perspective
- Compliance officer' perspective
- Global, regional, local bank
 - High risk country perspective
- De-risking, on-boarding (SWIFT keys), relays, KYC registry

Coffee Break

Session 5: Non-Bank competitors

- Fintech: alternative payment transactions

Session 6: Financing Trade with FIs – a thing of the past?

- Round table discussion

The programme is subject to changes if necessary

Registration Form

ICC Austria : Financial Institutions' role in Financing Trade

Imperial Riding School Renaissance Vienna Hotel, Ungargasse 60, 1030 Vienna, Austria

Mail or Fax to:

ICC Austria – International Chamber of Commerce
Wiedner Hauptstrasse 57, 1040 Vienna-AustriaMrs. Natascha Mottl
@ E-Mail: n.mottel@icc-austria.org☎ Tel.: +43-1-504 83 00-4306
☎ Fax: +43-1-504 83 00-113718

Participant Information

Family Name: First Name: ☐ Mr. ☐ Mrs.

Organisation / Company:

Address:

Postal Code, City: Country:

E-Mail: Telephone:

Job Title / Position :

Invoice data

Organisation / Company:

VAT Number (obligatory for invoicing for European participants):

Address:

Postal Code: City:

Country:

* Obligatory for invoicing participants from EU member states

Registration – closing date 16 February 2018

	26 Feb 2018		
I want to register for:	Financial Institutions' role in Financing Trade <input type="checkbox"/>		
EARLY BIRD FEE registration received by 12 Jan. and payment credited by 19 Jan. 2018	EUR 450,-- (plus 20% VAT)		
Regular Fee	EUR 560,-- (plus 20% VAT)		

Please transfer the course fees after receipt of invoice free of charges for ICC Austria to:

UniCredit Bank Austria, Vienna - Austria

IBAN: AT88 1100 0016 4633 2500 / BIC/SWIFT: BKAUATWW

**Once confirmed by ICC Austria, your registration is legally binding! The regular fee shall be paid within two weeks from receipt of invoice,
in case of late registration verifiably before the event starts!**

Visa information (only fill in if you need a visa)

Visa applications must be made at the Austrian embassy or consulate in your country of residence well in advance!
It takes 4 - 6 weeks to get the visa – please contact your local Austrian Embassy early on.

For visa letter please send us your passport details:

Full name

Passport number

Date of birth

Date of issue and expiry

Alternately, send us a copy of your passport.

Hotel information

We will provide a list of hotels close to the conference venue as soon as possible.

Cancellation Policy

A full refund will only be given for cancellations received up to 20 working days before the event.

Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

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Date

.....
Signature