



A new financial supply chain management tool:

Bank Payment Obligation

Corporates' Perspective

10, June 2015

This year's topics include amongst others:

- ◆ **What** is a Bank Payment Obligation (BPO)?
- ◆ **Benefits** of moving from '*open account*' to *BPO*
- ◆ **Save time and costs** by reducing complexity
 - Moving towards a digital era where data is the name of the game
- ◆ **Optimisation** of your working capital
 - Supply Chain Finance: where does BPO fit in?
- ◆ **Finance options** with the BPO along the supply chain
- ◆ When can BPO be an alternative for traditional '*LCs*'?
- ◆ Why use BPO – a field report incl the **SME perspective**

Venue: to be announced shortly
Vienna, Austria



A new solution in Supply Chain Finance to shape trade in the 21st century?

Bank Payment Obligation Corporates' Perspective

Wednesday 10th of June 2015

9am-5.00pm

With 17 Banks now „live“ with the bank payment obligation (BPO), Commerzbank and UniCredit being the latest addition, and more than 40 corporates using it, the question no longer is if BPO will become a relevant instrument but **what is in it for you?**

As buyer, the BPO can help you to

- extend payment terms,
- it provides precise and early information on goods delivered,
- and allows for timely release and possession of the merchandise.

Whereas, if you are the seller BPO implies

- possible faster payment processing
- payment assurance and certainty to be paid on time
- flexible finance options along the supply chain, including purchase order financing and invoice financing

The BPO provides the basis for risk management and financing along the supply chain, serving as collateral for post-shipment finance after the BPO has become due or for pre-shipment finance if the BPO is already included in the established baseline. Buyers and sellers can optimise their working capital by extension of payment terms, early receipt of funds and improved cash management due to faster and calculable payment flows.

To determine whether your business can profit from these advantages ICC Austria in cooperation with Commerzbank developed a seminar explicitly addressing this issue from a corporate' perspective.

You can expect insight and commentary on a wide range of issues:

- What is BPO?
- Benefits of moving from 'open account' to BPO
- Save time and costs through automation gradual automation of processes
- Avoid discrepancies through electronic handling and matching of data
- Optimisation of your working capital
- Supply Chain Finance: where does BPO fit in?
- Finance options with the BPO along the supply chain
- Why use BPO – a field report incl the SME perspective

Recommended for:

- Corporate credit and risk managers
- Experts in trade finance - from, manufacturers, traders
- CFOs
- Trade and supply chain finance experts
- Corporate open account & cash management experts



SPEAKERS:

Ruediger Geis is responsible for the product management trade services for financial institutions Commerzbank covering all aspects of trade solutions, including guarantees, letters of credit, buyer's credit, supply chain finance and innovative products within the trade arena. He is a Member of the International Chamber of Commerce (ICC) Banking Commission's Executive Committee; an active member in various trade initiatives and was one of the drivers of the BAFT Master Participation Agreement for Trade Transactions.

Jacco de Jong, Partner and Commercial Director, TradeWiz, Netherlands. With over 30 years in the International Trade Finance Banking environment, Jacco has gained hands-on experience in all major areas such as operations, client service, sales (commodity) finance, training and system implementations. By being a trusted advisor to many financial institutions, Jacco stays abreast of the latest developments in the market. In his role as Commercial Director he has seen an ever growing demand for TradeWiz' core asset; Trade and Supply Chain Finance Expertise.

Angela Koll joined Commerzbank in 1990 and has worked in the trade finance business since then. She handled documentary credits in Frankfurt and London and has been working as specialist in Sales Strategy and Product Management International Business in Head Office of Commerzbank for many years. Her field of activity includes Supply Chain Finance and Bank Payment Obligation. She is member of the EBA SCF Working Group and Global SCF Forum of the ICC."

Nadine Louis, Market Manager Corporates and Supply Chain at SWIFT, is working on SWIFT's trade and supply chain solutions covering both the traditional trade and the supply chain markets in the inter-bank and corporate markets. Her prime focus is to help banks in their implementation of TSU (Trade Services Utility) and BPO (Bank Payment Obligation). SWIFT, Brussels; Market Manager, Trade and Supply Chain

Marcus Piech started his banking experience in International Business with Commerzbank in 1994. He worked on the whole range of documentary business, supported the development of a front end in trade finance and was responsible for the Sales of structured export and trade finance in Bavaria. He joined Commerzbank Vienna in 2012 as a Senior Trade Service Advisor and is going to focus on the relationship in International Business with SMEs in Austria from October 2014 on."

Ashley Skaanild is the Head of Trade Finance at essDOCS, the global leader in electronic shipping & trade data solutions. essDOCS has built a reputation for delivering innovative solutions for several of the most complicated paper problems in global trade, and was the first company to build an industry-wide accepted eB/L solution. As of Q1 2015, essDOCS' solutions have been adopted by over 2,200 companies, ranging from half of the Fortune Global 10 to innovative SMEs across 65 countries. Ashley has an extensive background in shipping and supply chain, having spent 10 years with Maersk Line in Europe, the USA, Middle East and Asia, and 10 years as a Director at GT Nexus in Europe.



PROGRAMME:

Wednesday 10th of June

Welcome and aims of the event	Max Burger, ICC Austria
Session 1: Global Trade - Trends & Challenges	Rüdiger Geis Commerzbank
Session 2: BPO – the Basics <ul style="list-style-type: none"> Explaining the Bank Payment Obligation Key differences of BPO compared to Letters of Credit 	Jacco de Jong TradeWiz
<i>Coffee Break</i>	
Session 3: BPO – In practice <ul style="list-style-type: none"> Extending trade finance options with the BPO to meet the key challenges of modern supply chain finance practices. How does the BPO work? What are the preconditions and challenges? 	Nadine Louis, Swift
Session 4: Strategic use for corporates of BPO <ul style="list-style-type: none"> Overview of possibilities and benefits regarding <ul style="list-style-type: none"> Working capital - improving your cash flow Risk mitigation - securing your payment Process flows - saving time and money by electronic settlement Finance options - with possible effect on payment terms and pricing 	Marcus Piech, Angela Koll, Commerzbank
<i>Lunch Break</i>	
Session 5: Data set submissions and Electronic documents <ul style="list-style-type: none"> BPO transactions are payable against data sets only Electronic Documents and E-Bills of Lading 	Ashley Skaanild, essDocs
Session 6: BPO and Supply Chain Finance <ul style="list-style-type: none"> Supply Chain Finance an overview Where does BPO fit into Supply Chain Finance 	Angela Koll, Marcus Piech, Commerzbank; Jacco de Jong TradeWiz
<i>Coffee Break</i>	
Session 7: Q&A panel discussion <ul style="list-style-type: none"> Market adoption and potential 	All speakers



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International Trade Finance Conference Week

June 8 - 12, 2015

Vienna – Austria

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Participant Information

☐ Mr. ☐ Mrs.

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E-Mail: Job Title / Position:

Invoice data

Organisation / Company:

VAT Number:*

Address:

City, Postal code: Country:

* Obligatory for invoicing participants from EU member states

Registration – closing date May 25, 2015

	June 8+9 2015	June 10, 2015	June 11+12, 2015
I want to register for:	10th Global Conference on Bank Guarantees <input type="checkbox"/>	Bank Payment Obligation The Corporates' Perspective <input type="checkbox"/>	9th Global Conference on Letters of Credit <input type="checkbox"/>
Regular Fee	EUR 990,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 990,-- (plus 20% VAT)

Package Prices: 4 or 5 days – 10% discount

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

The package price will also apply if two (or more participants) from the same institute register at the same time for different conferences!

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 Conference starts!



Conference Materials

Please provide the conference documentation

☐

on a USB-Device *

☐

printed in a folder

☐

both for EUR 20,-- **

* No computers, no connection for power supply, no Internet access available ** incl. VAT (EUR 16.67 + 20% VAT) price per conference/seminar

Side Events – please register

Monday, June 8, 2015

directly following the conference

(available only for conference participants)

Do not miss: the Celebration of the 10th anniversary of our Bank Guarantees Conference

☐ I will attend

☐ I will not attend

Thursday, June 11, 2015

directly following the conference

(available only for conference participants)

Cocktail/Social event and Networking

☐ I will attend

☐ I will not attend

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

After we receive your registration, you will get a confirmation in which you will also find a list of hotels close to the conference venue. We advise you to make your hotel reservations in one of the recommended hotels as soon as possible, as the demand in June is usually very high.

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.

.....
Date

.....
Signature