

**ICC Austria's International Trade Finance Week 2013****8th Global Conference****Bank Guarantees****June 3 + 4, 2013****7th Global Conference****Letters of Credit****June 5 + 6, 2013****Case Studies on****Letters of Credit****June 7, 2013****Conference on****Bank Payment
Obligation****June 7, 2013**

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

Bank Payment Obligation

Advantages for Manufacturers, Traders and Banks

CDCS:
with this conference you
earn 5,5 PDUs

- **Move from “open account” to BPO ?**
- **Move from “Cash against Documents” and “L/C” to BPO ?**
- **Strategic Opportunities + Commercial Advantages - for Banks**
- **Strategic Opportunities + Commercial Advantages - for Corporates**
- **Technical Challenges**
- **The new “ICC Uniform Rules for BPO” – in cooperation with SWIFT**
- **Capital Treatment + Accounting policy under BPO**
- **Implementation of Compliance Issues**

BP Chemicals' Corporate perspective – Practice over theory

Meet and discuss with

*Neil J. Chantry, HSBC, UK; Nirmal Radhakrishnan, Standard Chartered Bank, UK; Oliver Spitz UniCredit
Bank, Germany; Stephen Tricks, Clyde&Co, UK; Hugo Verschoren, ING Bank, Belgium;
David Vermylen, BP Chemicals Ltd, UK; Nadine Loius, SWIFT, Belgium;*

Friday, June 7th, 2013

9.00 a.m. – 4.00 p.m. - Registration starts at 8.15 a.m.

Hilton Vienna, Am Stadtpark 1, 1030 Vienna, Austria

Who should attend ?

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

Purpose of this conference

Innovations in working capital solutions are more vital now than ever before. The present economic crisis and as a consequence the reduction of availability of credit lines by banks to corporates demands new systems for trade finance for companies and banks.

The ICC Banking Commission has – together with SWIFT - produced a set of rules on “ICC Bank Payment Obligation” (BPO), which can be defined as an **“irrevocable conditional undertaking to pay given from one bank to another”** (to be published in April 2013). This will enable corporates to maintain a resilient financial supply chain.

The BPO can also be viewed as an **“electronic letter of credit and/or open account settlement”** and is an alternative means of settlement in international trade. It provides the benefits of a letter of credit (LC) and/or secure open payment in an automated environment and enables banks to offer flexible risk mitigation and financing services across the supply chain to their corporate customers.

The BPO contractual rules will establish uniformity of practice in the market and the related ISO 20022 messaging standards and enable banks to provide modern risk and financing services aligned with today's technology.”

This conference will provide a unique opportunity to learn from experienced corporates and bankers about their visions and strategies in the new area of supply chain finance. You can expect insight and commentary on a wide range of issues: streamlining of trade finance operations, the changing landscape from the BPO perspective, the impact of the regulatory environment, dealing with logistical hurdles, etc.

Speakers

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

Nirmal Radhakrishnan, is Head of Corporate, CTA and Trade Products for Europe at Standard Chartered Bank handling Trade Products. He had spent more than 15 years across different business and client segments handling International Trade in Asia and Europe. He is also actively involved in the SWIFT UK National User Group and represents SCB in the forum. Nirmal is a CDCS qualified professional and currently works with many international associations like ICC, SWIFT, Factor Chain International etc representing the Bank.

Oliver Spitz, Global Product Manager of Traditional Trade Finance Products, is working on the development and implementation of products in connection with BPO for UniCredit groupwide. He is a member of the ICC Banking Commission and ICC URBPO Consulting Group.

UniCredit Bank AG, Director, Global Product-and Process Management

Stephen Tricks, Lawyer, Partner, Clyde & Co, London since 1986, specialized in international trade and insurance. Clients include traders, banks, carriers, insurers. Member of ICC UK Banking Committee

David Vermeylen, is Global Credit Manager for BP Petro Chemicals handling their credit related business in US, Europe and Asia. He started his career with PricewaterhouseCoopers in Brussels, and worked at JP Morgan, Enron before he joined BP Petro Chemicals. He has a strong experience in Audit, Merchant Banking, and Risk Management functions in his previous roles. David is a member of the European Advisory Council of FCIB and a member of the ICC BPO Working Group. He is a big proponent of bringing in continuous improvements with respect to BPs processes and use of technology.

Hugo Verschoren, ING Bank, Brussels; Senior Product Manager, ING Commercial Banking – Trade Finance Services

Programme

Friday, June 7, 2013
Start of registration: 8:15 a.m.
9:00 a.m. – 5:30 p.m.

8:15 a.m.	Start of registration	Chair: Hugo Verschoren
9:00 – 10:10	Panel 1: BPO – an introduction <ul style="list-style-type: none"> Key challenges to modern supply chain finance practices Extending the trade finance options using BPO risk and supply chain financing services Implementation <ul style="list-style-type: none"> - TSU – Trade Service Utility and - BPO – Bank Payment Obligations 	Hugo Verschoren
10:10 – 10:40	Panel 2: Getting paid on time - using the BPO - a live demonstration of BPO <ul style="list-style-type: none"> SWIFT's inter-bank messaging and matching service supporting BPO (TSU) The interface for banks to process BPO transactions (TSU-Interface) Demo of a BPO transaction on the TSU-Interface 	Nadine Louis
10:40 – 11:10	Contact Break	
11:10 – 11:50	Panel 3: Strategic use for corporates and banks of BPO <ul style="list-style-type: none"> Overview and Benefits of BPO Process flow of handling BPO BPO Vs MT 700 Baseline Comparison Q&A 	Nirmal Radhakrishnan / David Vermynen
11:50 – 12:15	Panel 4: Legal issues of Bank Payment Obligation	Stephen Tricks
12:15 – 12:45	Panel 5: The new “ICC Uniform Rules for BPO” <ul style="list-style-type: none"> Introduction Structure of the Rules Relation of the Rules to the ISO Challenges 	Oliver Spitz
12:45 – 13:10	Panel 6: Technical challenges <ul style="list-style-type: none"> BPO supporting ISO 20022 messaging standards and technologies 	Nadine Louis
13:10-14:10	Lunch	
14:10 – 15:10	Panel 7: Case studies <ul style="list-style-type: none"> BPO – in commodities trade BPO – in SME trade finance for consumer goods BPO and Factoring 	Hugo Verschoren David Vermynen
15:10 – 15:30	Panel 8: Accounting Policy + Capital Treatment of BPO	Hugo Verschoren
15:30 – 16:00	Panel 9: Compliance <ul style="list-style-type: none"> Screening of counter parties Know your customer Sanctions & embargos 	Nirmal Radhakrishnan

Registration form

International Trade Finance Conference Week June 3 - 7, 2013 Vienna – Austria

Mail or Fax to:

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Participant Information

☐ Mr. ☐ Mrs.

Family Name: First Name:

Organisation / Company:

Address:

City, Postal code: Country:

Telephone: Fax:

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 17, 2013

	June 3 + 4, 2013	June 5 + 6, 2013	June 7, 2013	
	8 th Global Conference on	7 th Global Conference on	Case Studies on	Conference on
I want to register for:	Bank Guarantees	Letters of Credit	Letters of Credit	Bank Payment Obligation
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regular fee	EUR 940,-- (plus 20% VAT)	EUR 940,-- (plus 20% VAT)	EUR 490,-- (plus 20% VAT)	EUR 490,-- (plus 20% VAT)

Package Prices: 3 days – 10% discount, 4 days – 15% discount, 5 days – 20% 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

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 !

Registration form

Conference Material

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 (16.67 + 20% VAT) price per conference/seminar

Side Events – please register

Monday, June 3, 2013
directly following the conference

Cocktail and Networking

☐ I will attend

☐ I will not attend

Wednesday, June 5, 2013
directly following the conference

Cocktail and Networking

☐ I will attend

☐ I will not attend

Cancellation Policy

A full refund will only be given for cancellations received up to 16 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

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

For visa letter please send us your passport details:

Full name

Passport number

Date of birth

Date of issue and expiry

or 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 and offer special rates for our participants. We advise you to make your hotel reservations on your own and as soon as possible as there are many conferences in Vienna in June.

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Date

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Signature

Information about ICC Austria – The world business organization

ICC Austria assists its members in their daily questions around:

- Bank Guarantees, Letters of Credit
- Foreign trade and law, import-export contracts, International trade terms and conditions, Incoterms
- Dispute prevention, dispute resolution and arbitration
- Prevention of commercial crime, corruption, counterfeiting, investment fraud, shipping fraud
- International negotiations in the light of cross cultural differences