

21ST Century Vision for Trade

ICC TRADE & SUPPLY CHAIN FINANCE CONFERENCE

14 November | 2019

The London Institute of Banking & Finance, Peninsular House

36 Monument Street, London EC3R 8LJ



MORNING

08:15-09:00 REGISTRATION **PLENARY SESSION**

09:00-09:10 WELCOME

David Morrish, Director, The London Institute of Banking and Finance

09:10-09:20 OPENING REMARKS

Chris Southworth, Secretary General, ICC United Kingdom

09:20-09:40 **The Future For Global Trade**

A Singapore Perspective

Ms Foo Chi Hsia, High Commissioner of Singapore in London

09:40-10:00 **Banking in a Changing World: Challenges & Opportunities**

Renato Lulia, Chief Executive Officer, Itau BBA International

10:00 - 11:00 **Global State of Play**

Assessment of the current global trading economy & the banking industry's ability to meet demands for trade finance.

• An overview of today's trade climate, including the opportunities and threats it presents for companies and financial institutions. This includes the role trade is playing in a bigger competition for super-power dominance and how the trade war is a proxy for the broader battle for control of the digital space.

• An update on the state of trade financing, including access to finance and trade as an evolving asset class. Linked to the 'digital war', the panel will address the increased use of AI in traditional trade processing as well as developments in SCF.

• An analysis of the Legal and Regulatory Opportunities and Threats to the global trade finance markets; including issues like sanctions, regulatory change/ divergence and legal obstacles to digital trade.

• A review of the policy work that the ICC is doing across its commissions to facilitate trade in an increasingly bilateral trading environment. This will include an update on key ICC initiatives such as sustainable trade.

MODERATOR: **Dominic Broom**, Executive Committee, ICC Banking Commission

Panellists

Rebecca Harding, CEO, Coriolis Technologies

Alexander R. Malaket, President, OPUS Advisory Services International Inc

Geoffrey Wynne, Partner, Sullivan & Worcester LLP

11:00 - 11:30 NETWORKING BREAK

BREAKOUT SESSIONS

11:30 - 12:30 | STREAM 1

Trade Finance Opportunities in Asia

Asia is a region with a wide disparity of countries offering a broad range of trade opportunities. Whereas some areas have become solid business hubs with booming economies, some others are still challenged either by high financing costs or even the lack of supply chain finance. This session will explore ways of reducing the trade finance gap while maximising the regional potential for hosting supply chains; the opportunity for fintech as enabler of trade and development.

MODERATOR: **Sean Edwards**, Head of Legal EMEA, SMBC Bank & Digitalisation Working Group, ICC Banking Commission

Panellists:

John Omoti, Vice President, Head of Supply Chain Finance, Bank of China

Gary Bishop, Chief Operations Officer, Bank Sepah International

Abdul Kabiri, Head of Trade Finance, HBL Bank UK

11:30- 12:30 | STREAM 2

Compliance

An insightful session on compliance and AML will discuss financial crime compliance checks on the price of goods in trade transactions, as well as how global trade and receivables finance mitigates against proliferation finance.

MODERATOR: **John Turnbull**, Executive Advisor, ABC International Bank & Chair, ICC Banking Committee

Panellists:

Nick Van Benschoten, Principal, Economic Crime Policy, UK Finance

Isabel Mendez, Financial Crime Compliance Sr. Advisory Manager, HSBC Holdings

Lara Onanuga, Deputy MLRO, Senior Compliance Manager, Guaranty Trust Bank

Nigel Coles, Managing Director, FinCrime Compliance & Investigations, Mowley Risk & Compliance Ltd.

12:30 - 13:30 | STREAM 3

Blockchain: A game-Changer or a Red Herring?

Will Blockchain facilitate increased access to finance for SMEs or is just a cost efficiency tool for finance providers?

In recent years we have seen the emergence of countless innovative technology-based solutions in the trade and supply chain finance space, most of them blockchain based. Ranging from the consortia that have generated a great deal of publicity to the less well known niche solutions promoted by smaller, independent fintechs, they all assert significant advantages over 'traditional' solutions.

• *What effect, if any, will these blockchain-based solutions have on bridging the trade finance gap? What problem are we trying to solve? What are the perceived benefits and who are the beneficiaries? Are benefits directed at potential reduction in bank operating costs only, or are they also risk and compliance related? How can blockchain be used as a catalyst to promote the development of innovative finance solutions and greater inclusion? How can we ensure that meaningful benefits are realised by businesses that trade internationally?*

MODERATOR: **John Bugeja**, Managing Director, Trade Advisory Network

Panellists:

Emmanuelle Ganne, International Trade Expert and Blockchain Enthusiast; Senior Analyst, Economic Research Department at WTO (World Trade Organization)

Christoph Gugelmann, Founder & CEO, Tradeteq

Michelle Chivunga Nsanzumuco, Chair International Committee, The British Blockchain Association

Gadi Ruschin, CEO and Founder, WAVE

Jim Bidwell, Head of Trade Services Product Management, Royal Bank of Scotland

12:30 - 13:30 | STREAM 4

Future Standards For Digital Trade

Q&A

The latest updates on ICC's role in developing standards for digital trade.

In 2017, the ICC Banking Commission launched a working group to anticipate and accompany the digitalisation of trade finance. This group will be the coordinating body for all such work by the ICC Banking Commission, with a mandate to identify ways to overcome the obstacles on the way to the digitalisation of trade finance.

In addition, under the umbrella of the International Chamber of Commerce, the Digital Trade Standards Initiative (DSI) will soon be launched. The group has four prime objectives: Evaluating 'e-compatibility', Fintech Adoption, Legal Framework, Commercialisation

MODERATOR: **Chris Southworth**, Secretary General, ICC United Kingdom

Panellists:

David Bischof, Deputy Director, Finance for Development, International Chamber of Commerce

Daniel Cotti, Managing Director, Center of Excellence, Banking & Trade, Marco Polo Network

David Meynell, Managing Director, Trade LC Advisory and Senior Technical Advisor, ICC Banking Commission

Jim Bidwell, Head of Trade Services Product Management, Royal Bank of Scotland Group

13:30 - 15:00 NETWORKING LUNCH

PLENARY SESSION

15:00 - 15:30 **ICC Trade Register Report 2018****Global Risks in Trade Finance****Alexander Malaket**, President, OPUS Advisory Services International Inc

The ICC Trade Register is an unparalleled instrument to measure global risk in trade and export finance facilitated by the International Chamber of Commerce (ICC) and the world's leading banks. The ICC Trade Register aims to provide:

- *An objective and transparent view of the credit risk profile and characteristics of trade, supply chain and export finance with the intention of contributing to informed policy and regulatory decisions.*
- *Access to high-quality and up-to-date data on trade, supply chain and export finance, which can be incorporated as an integral component of annual credit risk factor reviews and model calibration for trade finance.*
- *A common understanding of the international regulations affecting bank capital requirements for trade and export finance as part of ICC's commitment to effective and collaborative advocacy.*

15:30 - 16:30 **The 21st Century Vision for Trade**

Industry experts who will be sharing their knowledge and foresight on the future of the trade finance business.

The panel will cover a wide range of interesting topics including the customer lens, technology, product development and people.

MODERATOR: **Jim Bidwell**, Head of Trade Services Product Management,
Royal Bank of Scotland Group

Panellists

James Binns, Global Head of Trade & Working Capital, Barclays

Olga Berlinskaya, Senior Manager, Trade Finance, AIG

Chris Spedding, Managing Director, Financial Institution Trade, Lloyds Bank

Michael Vrontamitis, Head of Trade, Europe and America, Standard Chartered Bank

16:30 - 17:00

Richard Meddings, Chairman of TSB Bank

17:00 - 17:15 CLOSING REMARKS

17:15 - 19:15 NETWORKING DRINKS

Hosted by:

**The London Institute
of Banking & Finance**

Sponsored by:

 **BARCLAYS**

Media Partners:

GTR

 **INSTITUTE
OF EXPORT
& INTERNATIONAL TRADE**

 **TRADE
FINANCE
GLOBAL**

WHY JOIN THE ICC UNITED KINGDOM?



"ICC United Kingdom Banking Programme is an excellent platform to engage, enabling those involved to benefit from a rich depth of insight and expertise in trade finance".

**John Oliver**

Head of Client Management Open Account, Director, Barclays

 iccwbo.uk

 [@iccwbo.uk](https://www.instagram.com/iccwbo.uk)

 [@iccwboUK](https://twitter.com/iccwboUK)

 events@iccwbo.uk

**CONNECTING
CONVENING
INFLUENCING
INFORMING
FOR 100 YEARS**