

# ICC France International Banking Summit

## TRADE FINANCE TODAY : DISPUTE MANAGEMENT AND INNOVATIONS November 18th, 2015

Venue : HSBC France, Avenue des Champs Elysées - Paris

### Programme

08:30-09:15 REGISTRATION

09:15-09:30 INTRODUCTORY REMARKS

- François **Georges**, Secretary General, ICC France
- Chairman of ICC France Banking Commission

09:30-12:30 MANAGING DISPUTES IN GLOBAL TRADE FINANCE

09:30 Litigating Trade Finance Disputes

*Discussion on the following topics:*

- An overview of trade finance disputes: evolution and current findings
- From *Metro* to *Mercuria*: Lessons from warehouse financing fraud
- Litigation or arbitration: Which system best suits trade finance disputes?
- Peaceful dispute resolution mechanisms in trade finance: When to use DOCDEX and how?
- Optimizing the role of internal bank functions in trade finance disputes: Legal, compliance, risks: How to get them work together?

*Moderator: Georges Affaki, Avocat, Chairman of ICC Banking Commission Legal Committee*

*Panel discussion members:*

- Jean-Pierre **Mattout**, Partner, Karmar Levin Naftalis & Frankel LLP
- Sean **Edwards**, Head of Legal, Sumitomo Mitsui Banking Corporation (TBC)
- Nicolas **Brooke**, Head of Legal, Société Générale (TBC)
- HSBC Senior Risk Manager (TBC)

*Questions and answers*

10:45 COFFEE BREAK

11:15 Regulatory enforcement actions in relation to trade finance

*Discussion on the following topics:*

- An overview of regulatory enforcement actions in relation to trade finance: AML, bribery, economic sanctions
- Organizing the internal response to a domestic and a foreign enforcement action
- Compliance, legal and risks departments: How do they fit in the process?

*Moderator: Neil Chantry, Global Head of Policy & Compliance, Trade & Supply Chain, Global Transaction Banking, HSBC (TBC)*

*Panel discussion members:*

- Willem **Toren**, Global Head Financial Crime Compliance, Trade, Standard Chartered Bank (TBC)
- Jean-Luc **Guitera**, Partner, Head of Forensic, KPMG (TBC)
- X (TBC)

*Questions and answers*

12:30-14:00 LUNCH BREAK

**14:00-17:00**    **INNOVATIVE TRADE FINANCE, TRADE REVIVAL AND ECONOMY GROWTH RECOVERY: A NEW PARADIGM**

14:00-15:15    **Business development in the field of trade finance**

*Discussion on the following topics:*

- **ICC Trade Register: Why trade finance is a low risk asset?**
- **New products: Supply chain platforms, BPO, digitalization of trade flows, ...**
- **New actors: Insurers, pension funds, institutional investors...**

***Moderator:** Daniel **Schmand**, Managing Director, Head of Trade Finance and Cash Management Corporates EMEA, Deutsche Bank (TBC)*

***Panel discussion members:***

- *Alexander **Malaket**, President, OPUS Advisory Services (TBC)*
- *Claude **Piana**, Société Générale*
- *HSBC and BNP Paribas representatives (TBC)*
- *Ernst & Young representative (TBC)*

***Questions and answers***

15:15    **COFFEE BREAK**

15:45-17:00    **Key drivers to stimulate global trade**

***Moderator:** Olivier **Paul**, Deputy Head of Transaction Banking EMEA, BNP Paribas*

- **A WTO perspective**  
*Marc **Auboin**, Counsellor, World Trade Organization*
- **An economist perspective**  
*Chief Economist HSBC representative (TBC)*
- **How to address political risks**  
*Ludovic **Subran**, Chief Economist, Euler-Hermes (TBC)*

***Questions and answers***

**17:00**    **CLOSING REMARKS**

*Daniel **Schmand**, as Chairman of ICC Banking Commission (TBC)*