



**The London Institute
of Banking & Finance**

This course is recognized by the London Institute of Banking & Finance (LIBF) and participants will earn 12 CPD credits towards recertification of their CDCS®/CSD6®/CSCF® international trade finance qualifications awarded by LIBF.



Trade Finance 2019

Prevailing Trends and Changing Horizons



Mind Initiatives and Upskill Mauritius jointly with MCCI present for the first time ever:

Gary Collyer, the Global Guru of Trade Finance in Mauritius

Date: 25 and 26 March 2019 Time: 9:00 am – 5:00 pm
Venue: Le Meridien Hotel, Pointe aux Piments, Mauritius

Registration:
8.15 am onwards

Seat confirmation is based on receipt of payment on a first come, first served basis.

Registration fee

Rs 27,000 per person for group booking of minimum 3 persons or more

Rs 28,500 per person early bird

Rs 30,000 per person

- Book early to avoid disappointment as limited seats are available.
- You will enjoy **early bird rate** if you register and pay **on or before 8 March 2019**
- **All current MCCI members will get a special discount of Rs. 1,000 per person in addition to early bird/group booking**
- **Fee includes:** Course, Working papers, Lunch and Refreshments.
- **Medium:** English



*Terms and conditions apply

For any enquiry, please contact +230 5441 0761 or e-mail to registration@mindinitiatives.com



Introduction

World trade plays a crucial role in driving economic growth and development. We have seen faster trade expansion in almost all regions and developing economies have registered impressive growth in their trade volumes especially amongst themselves. Africa has been recording double digit growth in trade volumes. Despite the rising tariff tensions in recent times that could impact trade expansion, concerted efforts are being made, spearheaded by WTO, to resolve the issues to strengthen the global trading system and maintain the growth momentum. G20 has also demonstrated their commitment to work towards this goal.

Supply chain financing is critical for trade as almost 80 to 90% of global trade relies on Trade finance in some form or other mostly for shorter tenors. Statistical data has proven time and again that Trade finance activity is documentary, collateral based, backed by well established ICC rules, customs and practices, carries less risk and has low default ratios in relation to traditional lending besides being self-liquidating in nature. However, liquidity issues, increasing risk concerns and pricing have affected trade financing thus impacting trade growth, more so in developing countries especially for small and medium enterprises. Often, inadequate understanding of the trade finance mechanism and associated risks have deprived much needed trade funding for those especially from MSME category in developing countries.

Against this backdrop, we are presenting a great opportunity for you to learn more about trade finance, various trade products, applicable rules and practices, risks and remedies, developments in trade digitalization etc. from the master himself with a view to create greater awareness and impart knowledge about these rules and products to help in ensuring timely availability of trade finance to the needy especially in the small and medium segment to boost trade and economic growth.

The program will provide a perfect blend of interactive discussions and exercises/case discussions that would be an exceedingly enlightening experience for the attendees.

Who should attend?

Bankers (Heads of Business, Relationship Managers, Credit Analysts, Risk Teams, Compliance Staff, Internal Auditors, Trade Sales and Back Office Staff, Credit Administrators, Product Heads, Operations Staff, Customer Service Teams, Legal Officers), Manufacturing and Trading Companies, Importers and Exporters, Ship Owners, Freight Forwarders, Clearing Agents, Logistics and Insurance Personnel, Auditors, Lawyers and Academics.

Day-1

- Global trade finance - current problems & possible solutions-Interactive discussion
- Insights from WTO/ICC/SWIFT trade data
- ICC contribution to global trade finance - Rules, Arbitration, Guidance, statistics
- Regulatory impact on trade finance - Anti-money Laundering / Financial crime / Sanctions
- International commercial terms
- Relevance in world trade
- How to transact with correct incoterm
- Update on revision from 2010 to 2020
- Open account trade and the supply chain
- Understanding supply chain the right way
- Role of banks in financing
- Documentary collections
- Relevance, usage, need for review and issues
- Status of electronic rules and way forward
- Exercises and discussions
- Bank guarantees
- Role of URDG in guarantees
- Understanding the influence of local laws on bank guarantees
- Standard bank text – usage and relevance
- Impact of SWIFT standardization
- Exercises and discussions
- Standby LC
- ISP 98 vs. UCP 600?
- Understanding the underlying transaction
- Structuring a payment demand
- Exercises and discussions
- Risks in international trade
- How to stay conscious
- Learn mitigation techniques

Day -2

- Documentary credits
- Problems of issuance, amendments and confirmations
- Learn to produce compliant documentation
- Examination standards and role of ISBP
- Areas where banks go wrong
- Impact of ICC opinions
- Case studies and questionnaires
- Bank to bank reimbursements
- URR 525 vs. article 13(b) of UCP 600
- Impact of URR 525
- Role of Reimbursement Undertaking
- Forfaiting and factoring
- Products overview
- Role of URF 800
- ICC and FCI joint initiatives on Factoring rules (URIF)
- Factoring potential and data
- Challenges in paper Trade and inhibitors to digitalization
- Impact of eUCP and URBP0 - Electronic documentation
- Role of new technologies in trade digitalization
- Impact of Blockchain / Artificial Intelligence / Internet of Things

[This is a golden opportunity for those who hold CDCS/CSDG/CSCF international trade finance professional qualifications of LIBF as they would earn 12 CPD units for their recertification for attending this program.](#)

Speaker Profile

Gary Collyer



From November 1996 until June 2013, Gary Collyer was the Senior Technical Adviser to the Banking Commission of International Chamber of Commerce, where he was primarily responsible for providing numerous opinions related to the application and interpretation of ICC rules. In his ICC role, Gary has been chair of the ICC Working Group for the development of the ISP98, the strategy for a revision of UCP500 and a member of the ICC Working Groups for the development and subsequent revision of URR525 and e-UCP. More recently, he was chair of the Working Group for drafting UCP 600, ISBP 681 and 745, and URBP0. **He is currently co-chair of the ICC Digitalisation working group revising eUCP and developing the eURC.**

Editor of ten ICC opinion and DOCDEX publications. The editor of the 3rd edition CDCS syllabus (2007), contributing editor of the 4th edition (2013) and editor of the 5th edition (2015), and editor of the International Trade Finance publication (9th edition) (2007). He has also produced eleven volumes of frequently asked questions under UCP 600. He is a regular lead speaker at ICC and other external seminar events on a global basis. Gary also holds the title of 'Visiting Professor' with the LIBF.

On April 1, 2006 Collyer Consulting LLP was created with the sole aim of providing banks and corporates with consultancy services ranging from a traditional consultancy role through to development of training material, review of legal documentation and the provision of consistent, accurate and up to date information relating to existing offerings, new initiatives and developments in international trade. The company name changed in September 2013 to Collyer Consulting Global Ltd.

Until October 31, 2006 Gary was Corporate Director and Global Head of Traditional Trade Services, Trade Finance and Product Delivery for the Transaction Banking Group at ABN AMRO Bank N.V. Based in London, he was responsible for the development of the trade service and trade finance products including the tailored design and implementation of solutions on a global basis.

Prior to joining ABN AMRO, Gary was vice president and senior technical adviser at Citibank N.A., London from August 1998 until May 2002. Gary started his banking career in 1973 with Midland Bank plc in London (which subsequently was acquired by HSBC), progressing to manager of the Documentary Credit and senior technical adviser.