

**Workshop on International Trade Finance, Logistics and Business Development**  
**UMFCCI, Yangon, Myanmar**  
**27-29 November 2015**

**Jointly organized by ESCAP, EBAC, ESNB, ICCB, UMFCCI, TIAS, GMS-BF, IRU,  
 UNIDO, MI, and Myanmar Banks Association**  
**under the sponsorship of the Ministry of Commerce of Myanmar and the Government of  
 Japan**

Friday, 27 November		
Time	Programme A	Programme B
08:30 – 09:00	<b>Registration</b>	
09:00 – 10:00	<p style="text-align: center;">Opening Session</p> <p style="text-align: center;">Chaired by:            Muhammad A. (Rumee) Ali, Chairman, ICC Bangladesh Banking Commission</p> <p style="text-align: center;">Representative of ICC Bangladesh</p> <p style="text-align: center;">Representative of UMFCCI</p> <p style="text-align: center;">Prof. Philip Poh, Honorary Chairman, Trade &amp; Industry Association, Singapore (TIAS)</p> <p style="text-align: center;">Prof. Barbara Meynert, Chair, ESNB Task Force on the Digital Economy            “Benefits of the SME Link platform for Myanmar SMEs”</p> <p style="text-align: center;">Representative of ESCAP</p>	
10:00 – 10:30	<b>Tea Break</b>	
10:30 – 11:30	<p><b>Session One</b>  <b>Foreign Exchange Rules of Bangladesh and Myanmar</b></p> <p>Moderator: Muhammad A. (Rumee) Ali, Chairman, ICC Bangladesh Banking Commission</p> <p>Speakers:            U Set Aung, Deputy Governor, Central Bank of Myanmar (tbc)</p> <p>Md. Ahsan Ullah, Executive Director of Bangladesh Bank</p>	<p><b>Session One</b>  <b>Promoting Trade Facilitation for SMEs</b></p> <p>Moderator: Madhurjya Kumar Dutta, Program Manager, Trade and Investment Facilitation Department, Mekong Institute</p> <p>Speaker:            Dr. Tengfei WANG, Economic Affairs Officer, Trade Facilitation Unit, Trade and Investment Division, United Nations ESCAP</p>
11:30 – 12:30	<p><b>Session Two</b></p> <p>Moderator:            Dr. Shigehiro Shinozaki, Financial Sector Specialist (SME Finance), Sector Advisory Service Division, Regional and Sustainable Development Department, Asian Development Bank</p> <p><b>SME Financing for Promotion of International Trade</b></p> <p>Muhammad A. (Rumee) Ali, Chairman, ICC Bangladesh Banking Commission and Former Deputy Governor of Bangladesh Bank (Central Bank)</p> <p><b>Enabling Environment for Integration of SMEs in Global Value Chains</b></p> <p>Dr. Masato Abe, Economic Affairs Officer, Business and Development Section, Trade and Investment Division, ESCAP</p>	<p><b>Session Two</b>  <b>The SME Link platform; Services and support for the Myanmar business community</b></p> <p>Moderator: Prof. Barbara Meynert, University of Hong Kong</p> <p>Speakers:            Pedro Eloy (on video) – Highlights of the SME Link platform</p> <p>Aung KhinMyint – service/support from UMFCCI</p> <p>Michele Boario – service/support from UNIDO</p> <p>Albert Oung – service/support from HK Myanmar Chamber of Commerce.</p> <p>Q and As from the participants</p> <p>(Registration forms for the SME Link will be distributed during the session.)</p>

12:30 – 14:00	<b>Lunch Break</b>	
14:00 – 15:30	<p><b>Session Three</b> <b>International Trends and Development</b></p> <ul style="list-style-type: none"> <li>• Use of Independent Bank Undertakings in International Trade.</li> <li>• Key elements of Independent Bank Undertakings.</li> <li>• The Parties to the Independent Bank Guarantee.</li> <li>• Bank Obligations</li> <li>• ICC Banking Commission Approach to Demand Guarantees</li> </ul> <p><b>Independent Bank Undertakings in various countries</b></p> <ul style="list-style-type: none"> <li>• Tender Bonds and Guarantees.</li> <li>• Performance Guarantees</li> <li>• Financial Guarantees</li> <li>• Counter Guarantees</li> <li>• On Demand and Conditional Guarantees</li> </ul> <p><b>Letter of Credits (UCP 600)</b></p> <ul style="list-style-type: none"> <li>• Linking the contract of sale to the commercial letter of credit</li> <li>• Bank obligations, workflow and timing</li> <li>• Detailed application of transport document rules of UCP 600</li> <li>• Practicing what we preach – presentation and checking exercises</li> <li>• Discrepancy solving – support from UCP 600 and international standard banking practice</li> <li>• 10 Easy Steps to Discrepancy free presentation and proven system established.</li> </ul> <p>Vincent O'Brien, Member of the ICC Banking Commission</p>	<p><b>Session Three</b> <b>Seminar on logistics capacity building</b></p> <p>In a globalised economy, a transport operator can only survive if he provides high quality service and they can only provide this high quality service if they are properly trained.</p> <ul style="list-style-type: none"> <li>• Introduction to Professional Road Transport Training and access to the profession</li> <li>• Introduction to the IRU Academy</li> <li>• Information on dedicated training programmes: Professional Competence, ADR (Dangerous Goods), Safe Loading, Eco-Driving, Road Safety</li> </ul> <p>Moderator: Captain Aung KhinMyint, President, Myanmar Freight Forwarders' Association</p> <p>Speakers Jens Hügel, Head, Goods Transport &amp; Sustainable Development, International Road Transport Union (IRU)</p> <p>Qu, Pengcheng, Senior Advisor, China and South East Asia, International Road Transport Union (IRU)</p> <p>Paul Apthorp, Vice President, GMS Freight Transport Association - GMS FRET A</p>
15:30 – 15:45	<b>Tea Break</b>	
15:45 – 17:00	<p><b>Session Four</b> <b>New International Standard Banking Practice (ISBP)</b></p> <p>Vincent O'Brien, Member of the ICC Banking Commission</p> <ul style="list-style-type: none"> <li>• Language of documents</li> <li>• Authentications and Corrections</li> <li>• Goods description and avoiding conflict</li> <li>• Copy documents</li> <li>• Signing of Bills of Lading</li> <li>• Documents acceptable as presented</li> <li>• Inspection Certificates</li> <li>• Applying ISBP2013 in practice</li> <li>• Document checking exercises</li> </ul>	<p><b>Session Four</b> <b>Introduction to the UN TIR Customs Convention</b></p> <p>Today's complex production processes need efficient transport and harmonised standardised rules to allow secure, predictable and efficient trade. However, faces considerable barriers such as inefficient border procedures.</p> <p>To address these challenges and turn them into opportunities, facilitation of transport and thus trade by implementing tried and tested tools such as the United nation TIR Conventions is key.</p> <ul style="list-style-type: none"> <li>• Introduction of the UN TIR Convention and its functioning</li> <li>• Economic Benefits of the TIR Convention for UNESCAP Countries</li> <li>• Computerised TIR (eTIR)</li> </ul> <p>Moderator: Paul Apthorp, Vice President, GMS Freight Transport Association - GMS FRET A</p> <p>Jens Hügel, Head, Goods Transport &amp; Sustainable</p>

		<p>Development, International Road Transport Union (IRU)</p> <p>Qu, Pengcheng, Senior Advisor, China and South East Asia, International Road Transport Union (IRU)</p> <p>VeronikaMarinova, Program Officer, Trade and Investment Facilitation Department, Mekong Institute</p>
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Saturday, 28 November		
Time	Programme A	Programme B
09:00 – 10:30	<p><b>Session Five</b> <b>2010 Incoterms®</b></p> <p>Vincent O'Brien, Member of the ICC Banking Commission</p> <ul style="list-style-type: none"> <li>• Key changes from Incoterms 2000</li> <li>• The reduction from 13 to 11 terms</li> <li>• Transfer of costs and risk</li> <li>• Impact of local law on international practice</li> <li>• Modification or variants of Incoterms 2010 ®</li> <li>• Single mode maritime Incoterms</li> <li>• All mode Incoterms</li> <li>• How to uses the Incoterms 2010 ®</li> <li>• Building a price quotation compatible with Incoterms</li> <li>• Insurance obligation for goods in transit</li> <li>• Selection of correct transport document</li> </ul>	<p><b>Session Five</b> <b>SMEs' participation in the global and regional value chains: Cases of the Greater Mekong Subregion and others</b></p> <p>Moderator: Prof. Philip Poh, Honorary Chairman, Trade &amp; Industry Association, Singapore (TIAS)</p> <p>Speakers: Prof. Dr. George Abonyi, Maxwell School of Citizenship and Public Affairs, Syracuse University</p> <p>Paul Martin, Regional Technical Advisor (Asia), Local Development Finance, United Nations Capital Development Fund (UNCDF)</p> <p>Prof. Sheikh Morshed Jahan, The Institute of Business Administration (IBA), University of Dhaka</p> <p>Madhurjya Kumar Dutta, Program Manager, Trade and Investment Facilitation Department, Mekong Institute</p>
10:30 – 11:00	<b>Tea Break</b>	
11:00 – 12:30	<p><b>Session Six</b> <b>Uniform Rules on Demand Guarantees - URDG 758</b></p> <ul style="list-style-type: none"> <li>• Practical application, Fundamental Changes in Approach, Key Provisions, Independence of Guarantee and Counter Guarantee, non-documentary conditions, variation of amount of guarantee, Presentation, Information about demand, Separateness of each demand, examination, extend or pay, non-complying demand, waiver and notice, Reduction and termination, disclaimers, limits on extension from liability, Indemnity for foreign laws and usages, Liability for charges, transfer of guarantee, Assignment of proceeds, Governing law, Jurisdiction</li> </ul> <p><b>New Uniform Rules for Bank Payment Obligation (URBPO)</b></p> <ul style="list-style-type: none"> <li>• URBPO key features</li> <li>• Obligor bank</li> <li>• Confirmation possibilities</li> </ul>	<p><b>Session Six</b> <b>Policies for private sector development</b></p> <p>Moderator: Prof. Dr. GeorgeAbonyi, Maxwell School of Citizenship and Public Affairs, Syracuse University</p> <p>Speakers: Prof. Dr. TulusTambunan, Center for Industry, SME and Business Competition Studies, Trisakti University</p> <p>Dr. Peter Brimble, Principal Country Specialist, Asian Development Bank Myanmar Resident Mission</p> <p>Prof. Ken PAN YanCheng, President, Trade &amp; Industry Association, Singapore (TIAS)</p>

	<ul style="list-style-type: none"> <li>• Baseline establishment</li> <li>• Data sets</li> <li>• Data matching</li> <li>• Data Mismatches</li> <li>• BPO simulation</li> <li>• Messaging Standards and ISO</li> </ul> <p>Vincent O'Brien, Member of the ICC Banking Commission</p>	
12:30 – 14:00	<b>Lunch Break</b>	
14:00 – 16:00	<p><b>Session Seven</b> <b>Financing of SMEs: Value chain for development and trade finance</b></p> <p>Moderator: Prof. Sheikh Morshed Jahan, The Institute of Business Administration (IBA), University of Dhaka</p> <p>Speakers: Dr. Shigehiro Shinozaki, Financial Sector Specialist (SME Finance), Sector Advisory Service Division, Regional and Sustainable Development Department, Asian Development Bank</p> <p>Dr. Masato Abe, Economic Affairs Officer, Business and Development Section, Trade and Investment Division, ESCAP</p>	<p><b>Session Seven</b> <b>Myanmar Business Survey: Data Analysis and Policy Recommendation.</b></p> <p>Moderator: Prof. Dr. Tulus Tambunan, Center for Industry, SME and Business Competition Studies, Trisakti University</p> <p>Speakers: Sai Aung Mane, Founder and Managing Director (CEO) at Myanmar Business Development Consulting (MyanmarBDC)</p> <p>Aaron Soans, Researcher, OECD Development Centre</p> <p><b>Technical assistance of the Government of Japan</b></p> <p>Toru Adachi, First Secretary, the Embassy of Japan in Bangkok</p>
16:00 – 16:30	<b>Tea Break</b>	
16:30 – 17:30	<p><b>Closing Session and Distribution of Certificates</b></p> <p>Chaired by Mahbubur Rahman, President, ICC Bangladesh</p> <p>Welcome address by Vice President, UMFCCI</p> <p>Address by Toru Adachi, First Secretary, the Embassy of Japan in Bangkok</p> <p>Keynote address by the Minister of Commerce (tbc)</p> <p>Address by Myanmar Banks Association</p>	

预览已结束，完整报告链接和二维码如下：

[https://www.yunbaogao.cn/report/index/report?reportId=5\\_3735](https://www.yunbaogao.cn/report/index/report?reportId=5_3735)

