EDITOR’S LETTER

Welcome to this anniversary edition of Trade Exchange marking 25 years of the EBRD, in which we give you a snapshot of our successes and look at how the EBRD and TFP have evolved over the past quarter of a century.

Our training section tells you how we celebrated our new stars of trade finance who, in March, came all the way from Asia, Europe and the Middle East to Belarus to receive their graduation certificates and celebrate their academic achievements. We feel lucky to have such overwhelming support from our partner banks.

Also in this issue we provide information on a new series of training workshops on the new Certificate of International Trade and Finance (page 5). Senior Director at the International Chamber of Commerce Academy, Thierry Senechal, continues our discussion on the importance of empowering trade finance professionals and looks at the products the ICC Academy has for this purpose (page 20). And on page 14 our expert Michaela Bergman explains the EBRD’s Gender Strategy and how it will support local businesses.

Our Taiwanese colleagues share with us on page 16 their innovative ideas about smart transport and the successful launch of the System Integration Promotion Alliance. Another TFP partner, Raiffeisen Bank, whose subsidiaries in different countries work with our programme, discusses the importance of running a business through subsidiaries and elaborates with successful examples of Priorbank, Belarus, and Raiffeisen Bank Aval, Ukraine (page 18).

And don’t forget to send us your answers for the trade finance clinic and share your opinions with the experts.

While my teenage daughter claims that “Facebook is so retro”, we find it’s a great way to share our news with you as it happens, so check out our exciting new projects by going to www.facebook.com/ebrdtfp.

Warm regards,

Kamola Makhmudova
Senior Banker, Financial Institutions, EBRD
Email: makhmudk@ebrd.com
Twitter: @kmakhmudova

INSIDE THIS ISSUE

NEWS

There are awards and workshops galore, as well as a round-up of our newest partner banks in the TFP.

IN DEPTH

Discover what the EBRD is doing to promote gender equality, how the TFP is helping subsidiary banks, and read about the ICC’s digital learning platform.

GET IN TOUCH

Banks interested in participating in the Trade Facilitation Programme (TFP) can contact us at our London office or email us at TFP@ebrd.com

TFP website: ebrd.com/tradefacilitation

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Missed or misplaced Trade Exchange?

You can now download back issues from December 2011 onwards at www.ebrd.com/trfp

Contribution agreement with the American Bankers Association and the American Bar Association’s Committee on International Financial Institutions.

Subscriptions and feedback

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The Trade Facilitation Programme (TFP) is well established in the market and we are proud that, together with our partner banks, we can make an active contribution to economic growth. For us this means that we will continuously explore new areas and activities where we can be relevant.”

Ahmed Benhayba, Head of International Division at Morocco’s BMCE Bank, a TFP participating bank, said: “We started working with the EBRD at a time when commercial banks were exiting Morocco because of the financial crisis. But commercial banks and financial crises come and go. We wanted to build a cooperation with the EBRD that would last well into the future.”

“CELEBRATING THE BEST OF TFP BANKS”

The TFP event in London culminated in an awards ceremony to honour the TFP’s most successful partner banks. Opening the ceremony, Nick Teaseyman, EBRD Managing Director, Financial Institutions, said: “Over the last 15 years the TFP has gained recognition and appreciation from the industry and from its clients. The programme has played a key role in supporting the growth of small and medium-sized firms that are crucial for sustainable growth and job creation.”

Ambassador Chih-Kung Liu, Head of the Taipei Representative Office, congratulated all the winners.

“The CITF programme is an interesting and comprehensive tool, and the EBRD CITF workshops help to bring the whole process to life.”

Marco Nindl
TFP Principal Banker, EBRD

The TFP has launched a series of workshops to provide training on basic trade finance topics and to prepare participants for the new Certificate of International Trade and Finance (CITF) test.

The headquarters of the International Chamber of Commerce (ICC) in Paris and the IFS University College in London have teamed up to create this new international certificate in response to market need.

The CITF is designed for people who need to gain and demonstrate a thorough understanding of key procedures, practices and legislation in trade finance on an international level. It will supplement existing ICC training material, which includes:

- the trade environment and the role of the ICC
- ICC international model contracts
- an introduction to trade terms and Incoterms
- the nature of financial, commercial and transport documents used in international trade risk and mitigation, including foreign exchange
- payment mechanisms, including open account, collections, documentary credits and bank payment obligations
- guarantees and standby letters of credit

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TFP annual event and awards ceremony

The Trade Facilitation Programme (TFP) held its annual information session and awards ceremony on 10 May 2016, ahead of the Bank’s 2016 Annual Meeting and Business Forum in London. The event attracted more than 200 representatives of the Bank’s 2016 Annual Meeting and awards ceremony.

A full report of the event will appear in the autumn/winter 2016 edition of Trade Exchange.
**BANK SIGNINGS**

**Join the club!**

We are pleased to welcome our new partner banks to the Trade Facilitation Programme

- **15 SEPTEMBER 2015**
  - Optima Bank, Kyrgyz Republic | US$ 2 million

- **27 OCTOBER 2015**
  - Pibabank, Turkey | US$ 20 million

- **29 OCTOBER 2015**
  - National Bank of Kuwait, Egypt | US$ 20 million

- **30 DECEMBER 2015**
  - Bank of Cyprus, Cyprus | €50 million

- **22 JANUARY 2016**
  - Obedina Banka A.D. Skopje, FYR Macedonia | US$ 4 million

- **18 DECEMBER 2015**
  - Odeabank, Turkey | US$ 50 million

- **29 MARCH 2016**
  - Credit Agricole, Ukraine | €10 million

- **22 MARCH 2016**
  - Hellenic Bank, Cyprus | €20 million

- **29 MARCH 2016**
  - National Bank of Greece, Greece | €30 million

**TRADE FINANCE AWARD**

**Eurobank Cyprus wins TFP Deal of the Year 2015**

Eurobank Cyprus has been recognised for its role in a road construction project in Egypt by winning the TFP Overall Deal of the Year 2015. The award was presented during the TFP annual information and awards ceremony on 10 May 2016.

The Road El Sheikh Fadi-Ras Sharab project involves the construction of a new 90km, three-lane highway connecting El Sheikh Fadi on the Nile with Ras Gharib at the Gulf of Suez.

The project was chosen not only because it supports intra-regional trade through the export of construction services by a publicly listed Cypriot company, Nemesis Constructions, to Egypt, but also because it will significantly boost tourism and the economy in the area between Minya and Beni Mazar cities.

Eurobank Cyprus was the issuing bank providing a counter guarantee of €1.89 million (equivalent) covering a performance bond. Eurobank Cyprus’s counter guarantee was supported by an EBRD guarantee under the TFP.

Achilleas Malliotis, CEO and General Manager of Eurobank, commented: “It is an honour for Eurobank to be awarded the TFP Overall Deal of the Year during its first year of cooperation with the EBRD, and to be provided with such recognition and opportunities to excel. This award is an acknowledgement of Eurobank Cyprus’s commitment to not only its clients but also the country’s export potential as a whole through the complex international trade transactions that it executes.”

Since the TFP expanded into the southern and eastern Mediterranean (SEMED) it has supported trade transactions worth over €420 million. To date 16 issuing banks have been signed, five of which have been in Egypt.

**Future events**

- **EBRD Trade Finance Forum**
  - 19-20 OCTOBER 2016
  - FRANKFURT, GERMANY
  - For more information contact the TFP team at tfpconference@ebrd.com

- **ICC Austria’s Trade Finance for Practitioner’s Week**
  - 10-14 OCTOBER 2016
  - VIENNA, AUSTRIA
  - This week of training, conferences, exchanges and technical assistance will cover inventory finance, fraud in trade and supply chain finance, documentary credits, forfaiting and bank guarantees, and factoring.
  - For more information contact Eleonore Treu at e.treu@icc-austria.org

- **Technical meeting of the ICC Banking Commission**
  - 7-9 NOVEMBER 2016
  - ROME, ITALY
  - For more information contact David Bischof at david.bischof@iccwbo.org

- **EBRD Annual Meeting and Business Forum**
  - 10-11 MAY 2017
  - CYPRUS
  - For more information contact Kamola Makhmudova at makhmudk@ebrd.com
EBRD comes out top again

The EBRD has once again been recognised for its trade finance work by being named Best Global MFIs/DFI by Euromoney’s Trade Finance magazine and Best Development Bank in Trade by GTR. These prestigious awards acknowledge the outstanding work of the TFP team in promoting foreign trade to, from and among the countries where the EBRD invests.

In 2015 most of the EBRD’s transactions supported the import of small machinery and equipment and food commodities, as Rudolf Putz, Head of the EBRD’s TFP, explained: “Slower economic growth resulted in lower demand for larger machinery and production equipment. TFP support was particularly needed by smaller and medium-sized banks and banks in countries with lower country risk ratings which, as yet, do not have sufficient trade finance facilities from foreign commercial banks.”

He continued: “Larger partner banks in the more advanced countries and the southern and eastern Mediterranean region predominately used the TFP for large-volume trade finance transactions which foreign commercial banks were not ready to finance.”

Accepting the award from Euromoney was Marco Nindl, Principal Banker, EBRD, who commented: “On behalf of the TFP team I am very pleased to have received this award from Euromoney’s Trade Finance magazine. It is recognition of our hard work over the last year and the satisfaction of service we provide to our partner banks in the programme.”

Rudolf Putz accepted the award from GTR, saying: “We are delighted that trade finance experts all over the world have recognised the EBRD’s contribution to the development of trade finance.”

We look back on a quarter of a century of successful support for emerging economies, and ahead to the challenges and opportunities of the future.

Since its creation in 1991, the EBRD has played a key role in the transformation of a region that now spans three continents – from Mongolia in Central Asia to Morocco on the shores of the Atlantic Ocean, from Estonia on the Baltic to Egypt on the Mediterranean.

At a ceremony to mark the anniversary, the EBRD’s sixth President, Sir Suma Chakrabarti, said: “As we celebrate our birthday this week, we can take great pride in our achievements.”

The President said that the EBRD would not rest on its laurels but continue to deliver change for good in the countries that it served. Many tasks still had to be addressed. “We are not daunted by the scale that it served. Many tasks still had to be undertaken in conjunction with the World Bank that captures the expectations, hopes and fears of thousands of citizens across countries in transition.”

Sir Suma added. “We relish them,” Sir Suma added.

The EBRD has played a key role in the growth of small businesses that are so crucial to job creation, and has helped to ensure more equality of opportunity.

The EBRD has invested more than €100 billion in projects that have reached out to broad sections of economies in more than 30 countries. It has helped to narrow infrastructure gaps and improve the quality of services delivered by local authorities. It has helped to narrow environmental inequalities and has promoted the development of environmentally friendly energy to fuel a remarkable process of deep economic transformation and structural reform over the last 25 years. However, large parts of the population in the region remain unsatisfied with their lives.

“Closing the ‘happiness gap’ between East and West – through continued economic growth, more macroeconomic stability and more inclusive institutions – is not only important in and of itself. Limited life satisfaction undermines popular support for market reforms, development of the private sector and democratic politics, and therefore the EBRD’s work in the transition region continues to be crucial,” the report said.

For more information please visit www.ebrd.com/ebrd-at-25.
As the EBRD celebrates its 25th anniversary, we look back at our history, from our inception in 1998, through the first transactions, expansion and up to the present day.

**OUR TFP JOURNEY SO FAR**

- **DECEMBER 1998**: The EBRD Board of Directors approves the Trade Facilitation Programme.
- **JUNE 1999**: The first issuing bank agreements are signed in FYR Macedonia, Russia and Ukraine.
- **MAY 1999**: The first confirming bank agreements are signed during the EBRD Annual Meeting and Business Forum.
- **AUGUST 2002**: The first transaction with a Taiwanese confirming bank is issued, First Commercial Bank, Ltd., covering the import of machinery into Moldova.
- **JULY 1999**: The first guarantee transactions are issued. The issuing bank is Komercijalna Banka, FYR Macedonia, and the confirming bank is Rabobank, Netherlands.
- **SEPTEMBER 2013**: The EBRD extends the TFP to include Egypt, Jordan, Morocco and Tunisia.
- **MAY 2014**: Greece becomes a temporary EBRD recipient country. TFP agreements are signed with Eurobank Cyprus, Bank of Cyprus and Hellenic Bank.
- **AUGUST 2002**: The first transaction with a Taiwanese confirming bank is issued, First Commercial Bank, Ltd., covering the import of machinery into Moldova.
- **2006**: The TFP introduces a new product – factoring.
- **MARCH 2015**: Greece becomes a temporary EBRD recipient country. The first issuing bank agreement is signed with National Bank of Greece.
- **SEPTEMBER 2012**: The EBRD extends the TFP to include Egypt, Jordan, Morocco and Tunisia.
- **MAY 2016**: The TFP celebrates the EBRD’s 25th anniversary at the EBRD Annual Meeting and Business Forum in London.
Gender equality is widely recognised as a key element in the reduction of poverty, sustainable development and economic growth. Here, Michaela Bergman of the EBRD explains what the Bank is doing to promote gender equality throughout its operations.

Since 1991, the EBRD has focused on creating a robust private sector and market economy – two key conditions for transition and economic growth. But to advance transition and growth you need a sustainable business environment, and a vital part of this is gender equality.

Building on experience gained under its Gender Action Plan 2009 and Strategic Gender Initiative, the EBRD approved at the end of 2015 its first ever Gender Strategy. Within the strategy, the Bank has identified three areas of financing where it can respond best to the need to diversify, reach new markets and deliver better business, while actively encouraging gender equality.

**FINANCIAL INSTITUTIONS**

First, supporting financial institutions throughout the region where the EBRD invests is a pillar of the Bank’s business. This makes it a natural place to promote gender equality, and the business case is clear: there is a global gender credit gap estimated at US$ 285 billion, and up to 70 per cent of women-led small and medium-sized enterprises (SMEs) are under-served financially. The EBRD’s Women in Business programme, target financing to women entrepreneurs.

Second, many of the EBRD’s partners are keen to move the diversity agenda forward. The EBRD is able to work closely with them to design business solutions that address issues of staff turnover, retention and career progression, particularly in those sectors where women, as a rule, have been significantly under-represented.

Not only does the EBRD play a key role in cooperation to help partner financial institutions reach women-led enterprises. In addition to credit lines, tailor-made products offer gender-relevant training, support for marketing initiatives and the improvement of management information systems. In parallel, the Bank’s Advice for Small Business team provides training to women entrepreneurs to empower them through capacity building in areas such as, for example, business planning and administration, financial management and marketing, and the acquisition of key skills, such as those related to the negotiation of their business needs. Five such programmes, which will encompass some 16 countries throughout the EBRD region, are already in place.

**DIVERSITY**

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Not only does the EBRD play a key role in supporting the growth of the private sector, but it also works with governments by encouraging them to remove various legal barriers to women seeking employment in key and highly paid sectors, ranging from agriculture to manufacturing and extractive industries. The EBRD’s new strategy will provide the tools to support businesses as they strive to grow in a responsible and sustainable manner.

**INFRASTRUCTURE DEVELOPMENT**

Third, a significant proportion of EBRD business involves financing basic infrastructure in the transition region, which is another key driver of economic growth. Every year the EBRD finances transport and municipal infrastructure projects worth over €1 billion. The EBRD’s Gender Strategy provides the tools with which the Bank can support its national, municipal, regional and private sector clients in identifying and responding to the needs of both male and female users. This falls within the remit of the strategy because we know that women tend to be affected to a higher degree when basic facilities, such as safe transport and reliable water supply, are limited or even non-existent. Robust assessments of the needs of the population, encouraged by the strategy, can lead to enhanced design and delivery, ensuring the maximum benefit for all users.

Through its Gender Strategy, the EBRD is acknowledging the importance of equality of opportunities for men and women and the role the Bank can play in supporting the private sector to achieve this.

Research is one of the tools that the EBRD uses to help address the gender imbalance in the countries where it invests. It is how we obtain our knowledge on current barriers, best practices and opportunities so that we can improve the advisory services we offer our clients.

Now, thanks to Taiwanese donor funding, we are able to conduct a series of innovative studies over the next two to three years that will examine how equal the opportunities are for women and men in terms of participating in the economies of countries in the EBRD region.

The research will identify issues within the economy of formal and informal care work, as well as how to improve work-life balance and boost equal opportunities in the workplace. Other studies will focus on the participation of women-led SMEs in agriculture supply chains in Central Asia, and on the changing roles and practices of men in transition economies over the past 25 years (the latter will be the first study of its kind in the EBRD region).

The TaiwanBusiness-EBRD Technical Cooperation Fund is committing €725,000 for the research programme, which will help the Bank to implement its newly adopted Gender Strategy in the countries where it invests (see main article).

Taiwanese donor contributions have been generous ever since the EBRD was established in 1991. Their funding has been especially important in the information technology-related areas of the knowledge economy, business advice to small and medium-sized enterprises, the EBRD’s Women in Business programme, and municipal and environmental infrastructure.

CASE STUDY: TAIWANBUSINESS-EBRD TECHNICAL COOPERATION FUND

**Taiwanese funds boost gender research**

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FUTURE IS THE TRANSPORT

Devices, new, smart ways of managing safety of those who travel. Enhancing the convenience, comfort and consumption and pollution, as well as relieving traffic congestion, reducing energy transport policy. By introducing such fast becoming a key element of government traditional transport systems and they are indispensable for improving the efficiency of overall container loading/discharging. The resulting traffic flow is much faster, and carbon dioxide emissions and fuel consumption are reduced as vehicles no longer need to stop and pay. And not only are flexible rates available for peak and off-peak hours to help ease traffic congestion, but also users are charged according to distance travelled as opposed to the time they use the motorway. It is the first motorway network to adopt this distance-related charging. ETC systems can also go a step further to operate as mobile payment tools. For example, ETC-enabled vehicles can link to fuel station payment systems so that the user is automatically charged according to the amount of fuel purchased. Another example is smart parking, where drivers do not need to open car windows to take a parking receipt, allowing for rapid gate clearance and automatic fee payment on departure. This saves both time and staff overheads. Future installations include bridges, tunnels and city roads.

Big data analytics can also be used to work with ETC information to help relieve congestion. Other value-added services are also possible, such as travel planning and even disaster prevention, by installing middleware readers; for example, the ETC system can issue warnings of floods or mudslides via an app to drivers. The integrated systems support multiple types of cards and e-tickets so that the public can switch between transport systems without difficulty. People can access real-time public transport information via either digital signage or mobile apps to avoid delays and disruption.

THE GREEN REVOLUTION AND URBAN CYCLING

Problems stemming from global warming are becoming more serious, driving many countries to join the green revolution. Today, the Taiwanese have successfully built up one of the world’s most user-friendly, cloud-based urban bicycle rental systems, thus giving the public a reliable and environmentally friendly alternative transport method for short distances. With 10 million bike trips equating to a reduction of 15,000 tonnes in carbon emissions otherwise caused by cars, this leads to a significant improvement in the city environment.

ELECTRONIC PORT SERVICES

The Taiwanese are the first to use wireless sensor networks and vehicle positioning techniques in container terminal operations. The system uses paperless registration to create an environmentally friendly and low energy electronic environment. The efficiency of overall container loading/unloading operations has increased by 50 per cent, and with an average rate of nearly 60 containers per hour calculated monthly, Taiwanese harbours outperform their labour-intensive competitors around the world, which have an average rate of between 20 and 25. This has led to a 20 per cent increase in revenue.

TRANSPORT IS THE FUTURE

Transportation is a key enabler of growth, providing the physical networks and services upon which the economy depends for the movement of people and goods. It has always been one of the most important aspects of urban development and governance. With development comes technological innovation, with information and communication technology (ICT) playing a role in almost every aspect of our lives today, including transport. ICT-based smart technologies are indispensable for improving the efficiency of traditional transport systems and they are fast becoming a key element of government transport policy. By introducing such technologies, the efficiency of transport systems can be greatly increased, thereby relieving traffic congestion, reducing energy consumption and pollution, as well as enhancing the convenience, comfort and safety of those who travel. With the proliferation of mobile devices, new, smart ways of managing transportation have flourished and are now linked to many of our daily activities, including commuting, through things such as electronic toll collection (ETC), urban bicycle rental systems and intelligent logistics. And the open data movements with the advent of cloud computing and big data analytics have brought about innovative transportation application services such as intelligent bus telematics (which consolidate GPS vehicle tracking, ticketing, security and fleet management systems).

www.sipa.org.tw
INTERNATIONAL CONNECTIONS

Subsidiary banks are key to successful, international, cross-border banking groups. Here, Raiffeisen Bank International talks about two of its subsidiaries – Raiffeisen Bank Aval in Ukraine and Priorbank in Belarus – and how the EBRD’s TFP has helped them.

CASE STUDY

RAFFEISEN BANK AVAL

Agriculture is one of the pillars of the Ukrainian economy, and Raiffeisen Bank Aval has strong historical ties to this sector that are retained to this day. In February 2016, the bank’s EBRD’s TFP was recognised as the “Most active issuing bank in Belarus” for the eighth time in 2015. In February 2016, the bank’s TFP was awarded the “Most active issuing bank in Belarus” by the EBRD for the eighth time in 2015.

Agrorewors

Case Study

February 2016

Saw Raiffeisen Bank Aval namned the best financial institution for agribility in “Agrobrand 2016”

After joining the TFP in 2001

Raiffeisen Bank Aval has become one of the most active TFP issuing banks in Ukraine.

Established in 1989

Priorbank has built a reputation as a long-term partner for corporate customers and correspondent banks.

IN DEPTH

BELARUS AND UKRAINE
Digital learning platforms offer sophisticated, up-to-the-minute content, convenient access, consistent and secure examination, and even networking opportunities, says Thierry Senechal, Senior Director at the International Chamber of Commerce Academy.

Trade finance professionals face a barrage of change, with new demands made on their knowledge and skills every day. They need to respond to new trading patterns, ongoing regulatory change and the constant challenge of technological innovation. The answer to many of these challenges is education. Yet busy professionals often feel this is the last thing they have time for.

However, the International Chamber of Commerce (ICC) Academy allows students anywhere in the world convenient access to the very highest quality of professional education on a digital platform. Trade finance professionals can get up to speed on new developments, keep pace with innovation, improve their skills and build their professional qualifications towards one of two globally recognised trade finance certificates.

**Riding the Wave of Change**

The trade finance world is increasingly complex and diverse. World trade is shifting towards south-south trade which now represents as much as 46 per cent of global exports. The pace of regulatory change in recent years has been breathtaking - in relation to both prudential and financial crime frameworks.

Add to this technological changes – reinforced by large corporates demanding centralised trade finance operations and sophisticated trade finance analytics – and a picture is quickly building of a near-perfect storm of demands on the beleaguered trade finance professional.

To address these challenges, the ICC Academy’s portfolio of business education courses has recently been augmented by the launch of seven new e-courses teaching global trade finance essentials.

The new courses provide a comprehensive introduction to trade finance, documentary credits, collections, guarantees, capital and pricing, distributor finance and cross-border trade. By extending the range offered, these courses enable trade finance professionals to gain a fundamental and practical understanding of trade finance basics, wherever they are in the world.

Participants can select courses individually or as part of a tailored package in preparation for the Global Trade Certificate (GTC), a qualification recognised internationally in both the financial and corporate sectors. More advanced learners may study for the Certified Trade Finance Professional course.

**Consistent and Trusted Education – With a Global Reach**

Effective education has to be properly examined and accredited to ensure it delivers a consistently high standard of competency wherever it is studied. The examination process must be fully transparent and trusted.

To receive a certification, the ICC Academy’s students take an assessment at the end of each course, and a final assessment at the end of the programme, to ensure they complete it with a comprehensive view of all they have learned. The ICC’s examinations are delivered online and use sophisticated algorithms and systems to ensure their integrity.

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**Connecting Professionals Through Education**

Finally, in addition to breaking down traditional barriers to education, the ICC Academy’s digital platform also does away with the isolation traditionally associated with distance-learning by allowing students to network and collaborate on projects with other individuals anywhere in the world. Students can join a global network of professionals with access to specialised training, networking opportunities and exclusive publications.

The ICC Academy has also launched a Training Recognition Service that encourages students to diversify their learning experience beyond their online courses. Students earn credits towards the ICC Academy’s certification programmes by attending workshops, conferences, seminars and other events focusing on their area of study.

Modern trade finance professionals require a great deal from their education. Luckily, modern digital learning platforms are able to provide convenient access from anywhere in the world to high quality education, allowing today’s trade finance professionals to ride the wave of change and innovation coming their way.

“The ICC Academy allows students anywhere in the world convenient access to the very highest quality of professional education on a digital platform”

Contrary to what some might expect, these examinations are more – not less – secure than exams taken in an examination hall, with ICC’s staff monitoring students’ screens remotely.

**ICC IN NUMBERS**

14 courses are currently available at the ICC Academy

600+ students have so far enrolled on ICC Academy courses

77 countries are currently covered by the ICC Academy

IN DEPTH ICC ACADEMY
The annual graduation ceremony for the EBRD Trade Finance e-Learning Programme was once again held in Minsk, Belarus, on 17 March 2016. It took place as part of the joint EBRD and Worldwide Expert Conferences event, “Belarus: Trade Finance 2016.”

Almost 100 bankers from Armenia, Belarus, Croatia, Egypt, Jordan, Kazakhstan, the Kyrgyz Republic, Morocco, Russia and Ukraine, who successfully completed the e-learning module “Introduction to Trade Finance,” were awarded for their outstanding performance.

The ICC and ICC Academy are proud to participate in the 2016 e-Learning graduation ceremony. Our partnership with the EBRD effectively bridges the education gap in many countries by providing relevant knowledge and training that can be used to increase trade and facilitate business.”

Thierry Senechal
ICC Paris and ICC Academy

WHAT PEOPLE SAID

“China Systems are delighted to present Irina Chuvakhina with the top prize for the TFP clinic. Her answers display great technical and practical expertise. We enjoy the TFP clinic so much that it is circulated to all our offices around the world.”

Stefan Tryggvason
China Systems Corporation

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TRAINING DIGEST
AWARDING OUTSTANDING PERFORMANCE

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were recognised with prizes from our generous sponsors for their outstanding performance in the e-Learning Programme.

Alain Pilloux, VP Policy and Partnerships, EBRD, warmly welcomed the guests in Minsk, presented each award certificate on behalf of the EBRD, and thanked all the sponsors for their generous support of this important capacity building project.

The EBRD Trade Finance e-Learning Programme, which is funded by the EBRD Shareholder Special Fund, was jointly established by the EBRD and International Chamber of Commerce Paris in 2010. Since then almost 3,000 specialists in more than 187 partner banks have registered on the Programme to strengthen their skills and further their trade finance careers.

WHAT PEOPLE SAID

“BCR values education very highly and we are proud to support the TFP’s excellent educational programme with a prize for one of the best students of the EBRD Trade Finance e-Learning Programme.”

Michael Bickers
BCR

“What people said.

“This is the second year that ICC Georgia Banking Commission has presented awards for TFP clinic winners. The standard of replies is just amazing.”

Ilia Gogichaishvili
ICC Banking Commission Georgia

“What people said.

“We place immense value on imparting expertise to the next generation of banking and trade finance specialists. Equipped with the right knowledge, these students hold the key to the future success of the trade finance industry in their respective regions.”

David Bischof
ICC Banking Commission

“What people said.

“We are very pleased to host one of the best students of the EBRD Trade Finance e-Learning Programme, and we hope to build a close relationship with that student’s bank and the EBRD.”

Elena Pozzoli
Banca Popolare di Sondrio, Italy“
WHAT PEOPLE SAID.

“It is amazing to see so many graduates come to Minsk for the EBRD Trade Finance e-Learning awards ceremony. The constantly increasing number of students is the best proof of the Programme’s reach and quality.”

Zuzana Franz
BHF-BANK

Congratulations to all the graduates and award winners!

1. Anush Harutyunyan
   Araratbank, Armenia

2. Artem Gritsay
   Sberbank, Ukraine

3. Gayane Mirzoyan
   Ameriabank, Armenia

4. Madalina Naghiu
   Banca Transilvania, Romania

5. Mohamed Ahmed Methi
   QNB ALAHLI, Egypt

6. Olena Liashchenko
   Raiffeisen Bank Aval, Ukraine

7. Nejda Cindric Lakaceric
   Zagrebacka banka, Croatia

8. Sameh Zakaria Mohammed
   National Bank of Kuwait, Egypt

9. Rasha El Kenany
   QNB ALAHLI, Egypt

10. Maria Rachitskaya
     Asian-Pacific Bank, Russia

11. Elizaveta Stolareva
     Belgorodbank, Belgorod

12. Uliana Avram
     Banca Transilvania, Romania

13. Olona Buçnova
     Raiffeisen Bank Aval, Ukraine

14. Yulia Khrulikovska
     Raiffeisen Bank Aval, Ukraine

15. Irina Uzelac
     Zagrebacka banka, Croatia

16. Sergey Mazov
     Promsvyazbank, Russia

17. Alexandra Negrea
     Banca Transilvania, Romania

18. Vera Mitinenko
     Asian-Pacific Bank, Russia

19. Andrey Ropitskiy
     Sberbank, Ukraine

20. Nelli Kocharyan
     Converse Bank, Armenia

21. Fuad Rustamov
     AccessBank, Azerbaijan

22. Natalia Yablenskikh
     Asian-Pacific Bank, Russia

23. Andrea Ropar
     Zagrebacka banka, Croatia

24. Amr Mohammed Abd El Hamid Smour
     National Bank of Kuwait, Egypt

25. Lina Sami George Habash
     Cairo Amman Bank, Jordan

Attendance to ICC’s Trade Finance Week was one of the top prizes on offer.

WHAT PEOPLE SAID.

“ICC Austria is delighted to host the winners of the ICC Austria Award for Excellency, which rewards two outstanding graduates of the EBRD Trade Finance e-Learning Programme: Gayane Mirzoyan of Ameriabank, Armenia, and Housam Jeries Khoury of Bank al Etihad, Jordan. Both won fully funded participation of ICC Austria’s Trade Finance Week 2016.”

Eleonore Juliane Treu
ICC Austria
WHAT PEOPLE SAID

"Participating in this well-attended and well-run annual awards ceremony in Minsk was a joy. The energy, openness and enthusiasm shown by the students/bankers of the future is a great indicator of the quality and value placed on the EBRD’s TFP by its participants."

Stephen Clinton
Coastline Solutions

"We are proud to support the best graduates with on-the-job internships at Commerzbank. In doing so, not only do we strengthen the knowledge of these bankers, but we also reinforce our relationships with other banks."

Axel Bommersheim
Commerzbank

Read more at ebrd.coastlinesolutions.com
PIT YOUR WITS AGAINST THE EXPERTS!

Every issue of Trade Exchange includes a brain-teaser, drawn from the real-life trials of a trade finance expert. Here is your chance to demonstrate your ability to disentangle the most involved, contentious or just plain weird combinations of documents and to solve a puzzle in the field of documentary operations.

“Documents acceptable as presented”

Dear TFP Experts, we have an unusual case in hand and we would greatly appreciate your immediate guidance.

At the request of our customer we issued a letter of credit (LC) covering an import of grain. Our customer has for some time been unhappy with discrepancy fees being deducted by overseas correspondent banks and so for this latest LC the customer instructed us to include an additional condition of “documents acceptable as presented”. The justification was that this would avoid discrepancy fees. The customer is a long-standing, reliable, creditworthy customer and we have a credit line and good collateral in place.

The LC was for US$ 550,000 covering a shipment of grain (referred to a specific contract). The LC did not specify the quantity of grain to be shipped, even though the separate referenced contract was quite precise in terms of quantity to be shipped. The shipment was on a CIF basis and the LC called for the following documents (details have been abbreviated but key information is provided):

• 3/3 Original Charter Party Bills of Lading consigned to order of issuing bank marked freight paid.
• Insurance certificate for 110 per cent of CIF value with claims payable in country.
• Three original signed invoices.

The LC was for US$ 550,000 but the LC prohibits partial shipment.

1. The invoice presented was for a value of US$ 540,000 but the LC prohibits partial shipment.
2. The presentation only included one document – the reference commercial invoice - without any of the other documents specified in the letter of credit being included in the presentation we received.

At our bank we are all in agreement that this is a strange situation but disagree as to whether these two items are grounds for refusal of documents. We anxiously await your expert reply.

146A DOCUMENTS REQUIRED
• Three original signed invoices.
• Certificate of origin indicating the origin of the goods as export country.
• Insurance certificate for 110 per cent of CIF value with claims payable in country of import, and insurance indicating any exclusion clauses are not acceptable.
• 3/3 Original Charter Party Bills of Lading consigned to order of issuing bank marked freight paid.

147A ADDITIONAL CONDITIONS
• DOCUMENTS ACCEPTABLE AS PRESENTED

FOR ANSWERS TO THE CROSSWORD PLEASE GO TO EBRD.COASTLINESOLUTIONS.COM.
Participants of the Forum are invited to attend a factoring conference organised by Factors Chain International in cooperation with the EBRD on 21 September 2016 in Frankfurt.

*download a free QR reader app from the App Store, Google Play Store or Blackberry App World

CONTACT US

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www.ebrd.com/tp

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