

Seminar

TRADE FINANCE

Trends, Recent Developments and Case Studies

10 June 2025 | Zagreb

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| 9:00 – 9:30 | Registration |
| 9:30 – 9:40 | Welcome speech <ul style="list-style-type: none"> ▪ Marina Rožić, Secretary General, CCE and ICC Croatia |
| Speaker: Vincent O'Brien , Director, ICC UAE | |
| 9:40 – 10:40 | Global Trade Trends – What are we going through? <ul style="list-style-type: none"> ▪ International Commercial Terms – Impact across jurisdictions ▪ The renewed importance of Incoterms ▪ Increasing uncertainty and the certainty provided by ICC Trade Finance Rules ▪ Concise workflow and key obligation in ICC Trade Facilitation Rules |
| 10:40 – 11:00 | Coffee break |
| 11:00 – 12:00 | Global Trade Trends – What are we going through? (continuation) <ul style="list-style-type: none"> ▪ The changing pattern of Commercial Letters of Credit V Standby Letters of Credit ▪ The increasing role of the Multilateral Development Banks in supporting global trade with emerging markets ▪ Transforming the Bill of Lading – An ICC UAE Initiative ▪ Country risk and force majeure – Inconvenient interruptions |
| 12:00 – 13:00 | Lunch & Networking |
| 13:00 – 14:30 | Legal and technical case study session <ul style="list-style-type: none"> ▪ Case study: Better for beneficiary – ISP98 or UCP600 ▪ Trade finance fraud case from USA – A criminal activity ▪ Allegation of trade fraud – Prove it ▪ Case study: Tariffs – The taxing trap |
| 14:30 – 14:50 | Coffee break |
| 14:50 – 16:20 | Legal and technical case study session (continuation) <ul style="list-style-type: none"> ▪ Case study: Sanctions – Objective or subjective (Singapore) ▪ Case study: Sanctions – Standby covering aircraft leasing (UK) ▪ ICC Opinions – The surrendered bill of lading ▪ The trade finance quiz |
| 16:20 – 16:30 | Closing remarks and distribution of certificates |