



**P.E.E.R. Consultancy Ltd.**

*Practical, Educational, Entertaining & Rewarding*

International Chamber of Commerce - Hong Kong, China 國際商會 - 中國香港區會

*The world business organization*

**6.5 CDACS PDU's granted,  
Law Society CPD and RME Points applied for**

**New Program**

## **Advanced International Trade Finance Workshop**

**(A comprehensive legal and risk review of UCP 600 and practical solutions to the pitfalls of your trade finance products)**

### **A survival kit for**

**Bankers (Risk Management, Product, Relationship, Operations & In-house Counsel),  
Lawyers, Commodities Traders, Importers & Exporters**

### **Unique features:**

1. Unlike other introductory courses, this advanced program will put you into the position of the transaction parties and the facilitators will guide you through each critical decision making process step-by-step.
2. After identifying the issues under various case scenarios, you will be provided with the relevant legal principles and ICC guidelines in analyzing the issues by way of group discussions.
3. You will then bring along all the risk mitigating factors, documentation defects, suggested amendments and, more importantly, practical handling approach back to your office.

### **Highlights:**

1. The latest court cases on UCP 600 that will give you insights into the best L/C law and practice
2. The real trade dispute cases personally handled by the two facilitators will assist you to prevent similar pitfalls and remedy problems in the most cost- and time-effective manner
3. The most controversial articles of UCP 600 after its implementation since 1 July 2007 and corresponding remedial actions required
4. How to identify the pitfalls and mitigate the inherent risks of the following popular trade finance products through proper documentation:
  - a. L/C reissuance (as issuing bank or processing agent / legal status of the applicant bank / conflict of law / typical deficiencies of L/C terms and conditions)
  - b. L/C refinancing (disclosed or undisclosed reimbursing bank / applicability of URR 725 / agreement by SWIFT / local tax of the issuing bank's country)
  - c. Forfaiting (assignment v. negotiation / injunction risk / with or without recourse)
  - d. Risk participation (funded or unfunded / pros and cons compared with forfaiting)
  - e. Silent confirmation (legality / nominated bank status v. assignee / proper structure of such agreement)
  - f. L/C issuance application, export L/C processing application and covering letters
5. Classic trade fraud, injunction and detention of cargo cases in Hong Kong, China, France and Belgium.

## Facilitators:

### 1. **Mr. Fung King Tak**

- Partner of Stephen Mok & Co./Eversheds specializing in Banking and International Trade Law and Practice
- Member of the ICC Consulting Group on UCP 500 Revision and Forfaiting
- Expert of ICC Documentary Instruments Dispute Resolution Expertise (“**DOCDEX**”) Rules
- Former Vice President and Head of Trade Finance at Bank of America N.A.
- Trade Finance & Banking Expert Witness in Hong Kong Courts
- Accredited mediator of HK International Arbitration Centre
- Member of the Banking Committees of ICC - HK, China
- Author of "UCP 600 - Legal Analysis & Case Studies" (2008) and “Leading Court Cases on Letters of Credit” (2005)
- Mr. Fung has conducted over 400 legal and banking workshops in Asia, Europe and USA since 1998. Over 30,000 judges, lawyers, bankers, insurance and trade practitioners as well as business executives have attended his highly interactive workshops with excellent feedback.

### 2. **Mr. Michael Yau**

- Partner of Stephen Mok & Co./Eversheds specializing in Banking and International Trade Law and Practice
- Specialist in drafting and enforcing sales contract rights, Factoring and A/C Receivables Financing, Guarantees and Standby L/Cs, Debt Recovery, Inventory Finance, Trade Dispute Resolution, Structured Trade Finance, Security Taking and Enforcement

## Logistics:

**Medium :** Cantonese with an English Workbook

**Registration:** Please return the registration form together with the cheque / bank transfer receipt to:

Unit 1612, Tower II, Grand Central Plaza,  
138 Sha Tin Rural Committee Road, Shatin, N.T., HK  
OR Fax to: **2869 0360**.

**Early Bird Discount :** Only if you register and pay on or before **20 August, 2011**.

**Cancellation :** There is no refund for cancellation of booking initiated by the applicant. However, the registration may be transferred to another person from the same company or organization at no extra charge, subject to the prior consent of ICC-HK.

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

**Enquiry :** Contact Ms Christy Li at TEL: 2973 0060 or  
e-mail to : **publn@icchkcbc.org**

**Reference Book:** **"UCP 600 - Legal Analysis and Case Studies" by Fung King Tak**

**Special Features :** By way of Q & A technique addressing 99 highly controversial trade finance issues and analyzing 55 landmark court and banking cases.

**Price:** HK\$900 per copy Special discount for workshop attendees: HK\$800 per copy



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**REGISTRATION FORM**

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**\*ICC – HK\***  
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138 Sha Tin Rural Committee Road,  
Shatin, N.T., HK  
OR, fax to: 2869 0360,  
OR, e-mail to publ@icchkcbc.org

**Date** : 10 September, 2011 (Saturday)  
**Time** : 9:00am – 5:00pm  
**Venue** : Picasso Room, Basement I, Intercontinental Grand  
Stanford Hong Kong Hotel, 70 Mody Road,  
Tsimshatsui East, Kowloon, Hong Kong  
**Medium** : Cantonese with an English workbook

**Subject** : **“Advanced International Trade Finance Workshop”**

**Name** : Mr / Ms (Family name) \_\_\_\_\_ (First name) \_\_\_\_\_

**Position** : \_\_\_\_\_ **Department:** \_\_\_\_\_

**Company** : \_\_\_\_\_

**Address** : \_\_\_\_\_

**Telephone** : \_\_\_\_\_ (Mobile) **Fax** : \_\_\_\_\_

**E – mail** : \_\_\_\_\_

*(Please provide the direct e-mail address of each participant)*

**Registration Fee** : Please tick (√) the appropriate fee : (registration fee including course materials, lunch and two refreshments)

- HK\$ 3,800/person** (regular)
- HK\$ 3,400/person** (“early-bird”- if register and pay on or before **20 August, 2011**)
- HK\$ 3,300/person** (ICC-HK members)
- HK\$ 3,200/person** (“early-bird” for ICC-HK members - if register and pay on or before **20 August, 2011**)
- HK\$ 9,300/group** (for a group of 3 persons from the same company, **HK\$3,100** for each extra registrant in the same group - if register and pay on or before **20 August, 2011**)
- HK\$ 28,000/group** (for a group of 10 persons from the same company, **HK\$2,800** for each extra registrant in the same group - if register and pay on or before **20 August, 2011**)

*(please supply the name and e-mail address of each participant in the group)*

**Extra Book Order** : **HK\$800** x \_\_\_\_\_ copies of **“UCP 600 - Legal Analysis and Case Studies”**

**Total Payment:** **HK\$** \_\_\_\_\_

**Methods of Payment** : By cheque made payable to **“Int’l Chamber of Commerce – HK, China”**  
By bank transfer to: **“HSBC, No. 1, Queen’s Road Central, Hong Kong, Account No: 500-423736-001”**

**CDCS PDU** :  **Required**      **HK Law Society’s CPD & RME Points:**  **Required**

**Please return this registration form together with the cheque or copy of bank transfer receipt.**