

# INCOTERMS® 2020

## MENA REGIONAL LAUNCH SUMMIT

5 December 2019  
Fairmont Quasar İstanbul Hotel, Turkey

### DRAFT AGENDA

09.30 - 10.00	<b>Registration</b>
10.00 - 10.15	<b>Welcome Address</b> <ul style="list-style-type: none"> <li>– M. Rifat Hisarcıkloğlu, President of Union of Chambers and Commodity Exchanges of Turkey (TOBB) and Chair of the Board of ICC Turkey National Committee</li> </ul>
10.15 - 10.30	<b>Keynote Speaker:</b> <ul style="list-style-type: none"> <li>– Julian Kassum, Global Development Director, ICC Headquarters, Paris “How Incoterms positioned among ICC Trade Tools?”</li> </ul>
10.30- 11.30	<p style="text-align: center;"><b>SESSION 1</b></p> <p style="text-align: center;"><b>INTRODUCTION TO INCOTERMS 2020: GENERAL OVERVIEW OF INCOTERMS, PRESENTATION OF THE NEW TERMS</b></p> <p>Moderator:</p> <ul style="list-style-type: none"> <li>– Prof. Dr. Ercüment Erdem, Chair of ICC CLP Commission; Member of Incoterms 2020 Drafting Group; Professor of Law, Galatasaray University; Partner, Erdem &amp; Erdem; Member, ICC Arbitration Court (Turkey)</li> </ul> <p>Speakers:</p> <ul style="list-style-type: none"> <li>– Charles Debattista, Special Advisor of Incoterms 2020 Drafting Group, Counsel and Arbitrator, 36 Stone (UK) “General Overview of Incoterms 2020: the Main Features”</li> <li>– Christoph Martin Radtke, Co-Chair of Incoterms 2020 Drafting Group; Partner, Fiducial Legal by Lamy; Chair, the URDG Working Group of ICC CLP Commission (France) “What is new in Incoterms 2020?”</li> </ul> <p style="text-align: center;"><b>Q &amp; A (20 min)</b></p>
11.30- 12.00	<b>Coffee Break</b>

12.00 – 13.00	<p style="text-align: center;"><b>SESSION II</b></p> <p style="text-align: center;"><b>INCOTERMS 2020: DRAFTING PROCESS, INCOTERMS 2020 AND THE UNDERLYING CONTRACTS</b></p> <p>Moderator:</p> <ul style="list-style-type: none"> <li>– Christoph Martin Radtke, Co-Chair of Incoterms 2020 Drafting Group; Partner, Fiducial Legal by Lamy; Chair, the URDG Working Group of ICC CLP Commission (France)</li> </ul> <p>Speakers:</p> <ul style="list-style-type: none"> <li>– Emily O'Connor, Member of Incoterms 2020 Drafting Group; Director of Multilateral Rules for Trade &amp; Investment, ICC HQ, (France) <i>“Incoterms 2020 and its drafting process”</i></li> <li>– Prof. Dr. Ercüment Erdem, Chair of ICC CLP Commission; Member of Incoterms 2020 Drafting Group; Professor of Law, Galatasaray University; Partner, Erdem &amp; Erdem; Member, ICC Court (Turkey) <i>“Incoterms 2020 and underlying contracts”</i></li> </ul> <p style="text-align: center;"><b>Q &amp; A (20 min)</b></p>
13.00– 14.30	<b>Lunch</b>
14.30 – 15.30	<p style="text-align: center;"><b>SESSION III</b></p> <p style="text-align: center;"><b>INCOTERMS IN CARRIAGE AND INSURANCE PRACTICE</b></p> <p>Moderator:</p> <ul style="list-style-type: none"> <li>– Charles Debattista, Special Advisor of Incoterms 2020 Drafting Group (UK); Counsel and Arbitrator, 36 Stone</li> </ul> <p>Speakers:</p> <ul style="list-style-type: none"> <li>– Prof. Dr. Hakan Karan, Representative of ICC Turkey in ICC Commission on Customs and Trade Facilitation; Professor of Law, Ankara University <i>“Incoterms 2020 and Contract of Carriage / logistics”</i></li> <li>– Prof. Dr. Ahmet Samim Ünan, Professor of Law, Galatasaray University <i>“Incoterms 2020 and Insurance”</i></li> </ul> <p style="text-align: center;"><b>Q &amp; A (20 min)</b></p>
15.30 – 16.00	<b>Coffee Break</b>
16.00 – 17.00	<p style="text-align: center;"><b>SESSION IV</b></p> <p style="text-align: center;"><b>INCOTERMS IN BANKING PRACTICE &amp; CUSTOM FORMALITIES</b></p> <p>Moderator:</p> <ul style="list-style-type: none"> <li>– Emily O'Connor, Member of Incoterms 2020 Drafting Group; Director of Multilateral Rules for Trade &amp; Investment, ICC HQ, (France)</li> </ul> <p>Speakers:</p> <ul style="list-style-type: none"> <li>– Abdurrahman Özalp, Chair of ICC Turkey Banking Commission <i>“Payment Methods and Incoterms 2020”</i></li> <li>– Oliver Peltzer, Vice Chair of the ICC Commission on Customs and Trade Facilitation <i>“Incoterms and Custom Formalities”</i></li> </ul> <p style="text-align: center;"><b>Q &amp; A (20 min)</b></p>
17.00	<b>Closing</b>