

18 May 2022

## MINUTES OF THE DSI INDUSTRY ADVISORY BOARD MEETING #4

Meeting 4. Industry Advisory Board Meeting

<b>Date</b>	18 May 2022
<b>Time</b>	14:00-15:30 CET / 20:00-21:30 SGT
<b>Place</b>	Video Conference call

### Present

#### DSI Industry Advisory Board Members

Gerard Hartsink (Chair)  
Miguel-Angel Lopera (GS1)  
Lynn Ng (ING, Chair of ICC Global Banking Commission)  
Stephan Wolf (GLEIF)  
Daniel Lit (DBS)  
Venkatraman Panchapakesan (HSBC)  
Benoit Cosserat (CMA CGM)  
Peggy Mah (Rio Tinto)  
Eiji (Eddy) Matsuzaki (Toyota Tsusho)  
Thomas Bagge (DCSA)  
Pat Antonacci (SWIFT)  
Patrizia Kern (IUMI)

#### ICC Management

Andrew Wilson (Global Policy Director)

#### ICC DSI

Hannah Nguyen (Director – Digital Ecosystems, DSI)  
Raoul Renard (Deputy Director – Legal Reform, DSI)  
Wong Wai Yee (Programme Coordinator, DSI)

#### IAB Observers

Henri Barthel (GS1)  
Bénédicte Nolens (BIS)  
Emmanuelle Ganne (WTO, DSI Governance Board)  
Brendan O'Hearn (WCO, DSI Governance Board)  
Valentina Mintah (ICC Executive Board Member, Legal Reform Advisory Board Co-Chair)  
Tejo Kusuma (WCO)  
Sue Probert (UNCEFACT)  
Merlin Dowse (JP Morgan, Co-Chair of ICC Global Banking Commission)  
Deepak Sharma (Tata Steel)  
Kazuhiro Yoshida (Toyota Tsusho)  
Ryosuke Katsuragi (Toyota-Tsusho)  
Yuko NAGAI (Toyota Tsusho)  
Iida Pulliainen (GLEIF)  
Lucelia Tinembart (FIATA)  
Albert Marti Molina (Inditex)  
Erick Tavares (Vale)  
Judy Van Heukelem (BHP)

<b>Absent</b>	<p>Wang Si (Vale)</p> <p>Kirsty Keane (Anglo American)</p> <p>Richard Morton (IPCSA)</p> <p>Grant Hunter (BIMCO)</p> <p>Stéphane Graber (FIATA)</p> <p>Zanna McComish (BHP)</p> <p>Natasha Condon (JP Morgan)</p> <p>Christian Bockelt (DB Schenker)</p> <p>Aliyu Suleiman (Dangote)</p> <p>Vincent Lu (China Merchants Port Holdings)</p> <p>Derrick Loi (Ant Group)</p> <p>Juan Saavedra Ortiz (Inditex)</p> <p>Sarajit Jha (Tata Steel)</p> <p>Richard Wulff (ICISA)</p> <p>Mencia Bobo (Santander)</p>
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<b>NO.</b>	<b>TOPICS</b>
<b>1</b>	<p><b>Welcome and Introduction of New Members by IAB Chairman</b></p> <p>The Chair of the IAB, Gerard Hartsink, laid out the agenda and made a brief note on members who were absent with reasons from this meeting.</p> <p>The Chair introduced new member, Ms Patrizia Kern (International Union of Marine Insurance “IUMI”), who had joined the IAB meeting. Ms Kern made a brief introduction about herself and her organisation.</p> <p>The Chair further shared some general remarks:</p> <ul style="list-style-type: none"> <li>- The core discussion for the meeting will be the updates from the Working Groups (WGs) and in particular a discussion about the proposed merger of 2 WGs.</li> <li>- There will be discussion and decision to be made regarding a proposal to meet in-person in 4Q 2022.</li> <li>- The IAB Governance Board could consider two additional members for the remaining IAB positions as specified under IAB Charter Article 4. The Governance Board however did not support a recent nomination of a new member (as required in the IAB Charter Article 9) to ensure industry balance (IAB Charter Article 8) and this was communicated accordingly to the existing IAB member who made the nomination.</li> <li>- Global search for a new Managing Director for the DSI programme is ongoing and official announcement will be made by the ICC once the selection process is finalised.</li> </ul>
<b>2</b>	<p><b>Governance Matters by IAB Chairman</b></p> <p>The Chair noted there was no comment received regarding the circulated Minutes of Meeting #3 of 17 February 2022 and the same had been published on the DSI website. The Minutes of Meeting #3 was formally approved with no remarks or questions.</p> <p><b>Relaunch of the IAB page on DSI website</b></p> <p>The Chair invited Ms Hannah Nguyen, DSI Director, Digital Ecosystem, to update members on the new IAB page on <a href="http://www.dsi.iccwbo.org">www.dsi.iccwbo.org</a>. Ms Nguyen thanked all members</p>

for their assistance in providing their photos and bios and explained that the objectives of the revamped page were to (a) allow easier navigation and access to information relating to the IAB, (b) ensure transparency of the board's activities, and (c) facilitate networking for the members. The team is similarly working on a new page for the Legal Reform Advisory Board (LRAB).

### **Cooperation with SDOs**

The Chair updated the IAB members on some ongoing dialogues with new Standards Development Organizations (SDOs), specifically ISO and UN/CEFACT, to leverage the expertise of those standard-setting bodies to help align efforts of the DSI programme with existing and developing standards.

## **2 Interim Update from WG 1 – Key Trade Data Elements**

The WG Chair Miguel Lopera invited his Co-chair Henri Barthel to update the IAB members. Mr Barthel informed that the WG has held 5 working sessions and 3 alignment meetings since kick-off in March.

The WG is working towards a recommendation to the IAB by November 2022, through the following proposed process:

- a) **Identify** the relevant trade documents
- b) **Determine** essential data elements used in these documents, giving priority to Identifiers
- c) **Document** the standards where these data elements are defined
- d) **Analyse** the potential conflicts
- e) **Resolve** the conflicts by pointing out the appropriate standard
- f) **Compile** glossary of critical data elements with reference to standard definitions

Mr Barthel also presented the structure of the future deliverable and reiterated that the key purpose of the WG is to make recommendations for the IAB meeting for the digitalisation of international trade and make the supply chain processes more effective.

## **3 Interim Update from WG 2 – Key Trade Documents**

WG Co-chair Mr Venkatraman P., updated the board that the WG had initially identified three broad sets of documents to focus on but eventually started working on two particular documents, i.e., Certificate of Origin (CoO) and Commercial Invoice.

Mr Venkatraman shared that while digitalising the document is not difficult, some of the challenges encountered in terms of adoption of the electronic CoO include varying levels of acceptance at importing countries, potential regulatory/compliance driver behind the paper-based requirements and interoperability issues. Hence it is critical to create solutions that help drive acceptability and adoption.

Co-chair Ms Peggy Mah, updated members on the work done so far on Commercial Invoice which largely involved mapping the existing UN/CEFACT standard (as recommended in the ICC-WTO "[Standards Toolkit for Cross-border Paperless Trade](#)") with several types of invoices issued by her company.

	<p>She highlighted the need to widen corporate participation in the WG to make the exercise more meaningful and to discover any potential gaps between existing standards and commercial reality. Ms Mah concurred that there is a lot of dependencies between WG1 and WG2, hence the proposal to merge two WGs makes sense.</p>
<b>4</b>	<p><b>Interim Update from WG 3 – Trusted Technology Environment</b></p> <p>WG Co-chair Mr Stephan Wolf, informed that the WG has held 8 working sessions since kick-off in March. The key objective for now is to focus on the enabling standards but not on specific technologies and implementation.</p> <p>The WG has made considerable progress in terms of agreeing on a Table of Content for the final paper which will be submitted to the IAB in November 2022. So far, they have confirmed several writers who have been actively contributing. Mr Wolf thanked members of WG3 for their contributions and made a call for additional contributors to the working paper. Interested volunteers or questions are to be directed to the 2 Co-chairs.</p>
<b>5</b>	<p><b>Discussion on Working Groups</b></p> <p>The Chair referred back to the five foundational pillars of the DSI programme and directed members to focus on the two pillars on Key Data Elements for Trade and Key Trade Documents (which consists of eight documents identified through the IAB survey).</p> <p>The Chair informed that a dialogue between the co-chairs of WG1 and WG2 was held recently, and it was agreed that the two WGs be combined to (a) enhance the efficiency of the process, (b) speed up on the deliverables and (c) to avoid duplication of work and efforts.</p> <p>The combined WG will start with immediate effect after the IAB meeting. Mr Miguel Lopera will serve as the Chair, while Mr Henri Barthel will co-lead as Project Manager. All current members of the previous two WGs will become members of the combined WG.</p> <p>The IAB gave unanimous support to the proposal to merge the two existing WGs which will be renamed as “WG on Key Trade Documents and Data Elements (KDE)”.</p> <p>The Chair informed that the new combined WG will start on the eight documents that have been identified as critical and will move on to work on other trade documents, if required, later.</p> <p><b>Call for experts</b></p> <p>The IAB Chair thanked all co-chairs for their valuable contributions and issued a Call for more experts to join the combined WG, especially people with specific working knowledge of the Certificates of Origin (CoO), Commercial Invoice (VAT), Warehouse Receipts, Packing Lists, Bills of Lading, Declaration Forms (Customs), Insurance Certificates and Customs Bonds. He adds that for each of those documents the WG should have at least one expert. The nomination of experts or questions are to be directed to Mr Henri Barthel and the DSI Secretariat.</p>
<b>6</b>	<p><b>In-person IAB Meeting Proposal @ SIBOS</b></p> <p>The Chair made the proposal to have an in-person IAB meeting on the sides of SIBOS 2022 which will take place in Amsterdam on 10-13 October 2022. Mr Pat Antonacci, Chief</p>

Customer Experience Officer, SWIFT, reiterated that SWIFT will endeavor to provide the necessary support to facilitate the meeting.

The proposal was supported unanimously by the board. The Chair and DSI Secretariat will proceed to develop agenda for this meeting (possibly hybrid) with more details to follow.

## **7 Legal Reform Advisory Board Update**

Mr. Raoul Renard, DSI Deputy Director, Legal Reform gave an update on the latest developments from the Legal Reform Advisory Board (LRAB).

Following early advocacy wins such as the G7 Ministerial Declaration in April 2021, the most notable developments recently include the United Kingdom's proposal of the Electronic Trade Documents Bill which will provide for legal recognition of electronic transferable records. This is after a significant piece of work undertaken by the UK Law Commission and is said to make UK law consistent with the provisions of the UNCITRAL Model Law on Electronic Transferable Records (MLETR). Another positive development is the Digital Ministerial Declaration under the German Presidency of the G7 which resolved to continue championing MLETR.

Meanwhile, the DSI continues to update the toolbox by adding to the suite of documents currently on the DSI website (under the 'Policymakers' tab) to assist governments and industry players to advocate for the adoption of MLETR.

Mr Renard informed that the first LRAB meeting was held in February 2022 and the next meeting will be in June. There are currently 20 members in the LRAB comprising senior stakeholders from multilateral development banks, industries associations, UN entities, and representatives from UNESCAP and UNCITRAL. A brief introduction of the current LRAB members was given by Mr Renard. The aim of the board is to coordinate various efforts that are already ongoing and through synergising the various groups, catalyse more legal reform projects, especially in emerging economies.

In addition to the legal reform projects, DSI will also be creating a monitoring framework to provide an overview of where different states are at in terms of their journey, i.e., from socialising MLETR to entry into force of legislation.

A member commented that despite all the good efforts and progress made by the DSI and other industry players, interoperability between trading platforms is still a major issue and asked if a separate WG to focus specifically on interoperability will be formed to address the issue. The Chair suggested a call to be organised by DSI with interested members (SWIFT, GLEIF, DCSA) on the proposed idea.

## **8 Revenue Model Discussion – Final Call**

Ms Nguyen recapped the thinking on the Sustainable Revenue (view till 2026, aligned to Five-year plan) which would need to be solidified by end of Q2 2022 and go into effect in Q4 2022 to allow sufficient time for member's budgeting cycle.

Ms Nguyen added that while current seed funding would last through 2023, the objective is to maintain sustainability for the IAB activities itself. The sliding scale of the membership

fees is consistent with the model of other standards organisations. Ms Nguyen also added that the work that the DSI does is not limited to ICC members and involves collaboration with many parties, associations and organisations who are not ICC members.

Ms Nguyen thanked IAB members who have given their gesture of support and urged members who have not engaged with DSI on this topic to give their confidential feedback individually by end of June. DSI would then consolidate and work through a process to solidify a realistic model.

ICC Global Policy Director, Mr Andrew Wilson, shared that the ICC has made considerable contribution so far into the DSI's core budget. He stressed that DSI is committed to maintain the momentum of the work done and urge all IAB members to continue supporting the DSI through the proposed sustainable revenue model.

A member asked to clarify the difference between the two options. The Chair informed that all IAB members can contact the DSI Secretariat separately to discuss and reminded all members to give their final feedback to the DSI by end June.

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## **AOB**

### **9.1 2022 IAB meetings proposal**

The Chair suggested that given the evolution of the programme and to provide more time for the WGs to complete their reports, the next two meetings will be:

- a) **IAB Meeting #5** – from virtual meeting on 18 Aug 2022 to 'in-person' meeting on 13 October 2022 (during the SIBOS 2022 event in Amsterdam).
- b) **IAB Meeting #6** – from 17 November 2022 to January 2023

All members agreed to the proposal and Meeting #5 is now confirmed for October. The Chair and DSI will proceed to plan and develop the details/agenda.

### **9.2 Closing**

The Chair welcomed any remarks or questions from members, and announced a few follow-ups before concluding the meeting:

- Meeting Minutes to be made available to all IAB Members for review. The plan is to publish the Minutes asap after IAB members have reviewed.
- Slides presented during the meeting to be sent to all IAB members asap.
- A call be organised by DSI with interested members (SWIFT, GLEIF, DCSA) on the proposed idea of an Interoperability WG
- All members who have not shared their feedback with the DSI on the proposed revenue model are invited to do so on individual basis by end June 2022.
- Call for more experts to join the combined WG.
- Call for additional editors to contribute to the working paper by WG3.

May 2022

**Gerard Hartsink**  
Chairman of the IAB

**Hannah Nguyen**  
Director – Digital Ecosystems, DSI