



# 9th Global Conference on Letters of Credit

11 – 12, June 2015

This year's topics include amongst others:

- **Global Trade – Trends & Challenges**
- **Transferable L/Cs and the term negotiation**
- **Warehouse Financing**
- **FQA on Negotiation**
- **Drafting Back-to-back LCs**
- **Country Issue: Turkey, Ukraine & Russia**
- **Do's and don'ts on drafting commercial letters of credit**
- **Trade related financing to banks around Letters of Credit**
- **Sanctions & Embargoes**
- **Up-date on ISBP 745 and ICC Opinions**
- **Insights into the underlying transaction (incl. Incoterms) of a L/C**
- **SWIFT: the new Swift 700 messages & the new KYC register**

Venue: Raiffeisen Bank International  
Am Stadtpark 9  
1030 Vienna, Austria

*With this conference  
you earn 12 PDUs.*



# 9<sup>th</sup> Global Conference on Letters of Credit

Thursday 11<sup>th</sup> & Friday 12<sup>th</sup> of June 2015

9 am – 5 pm

New markets – as in Myanmar and Africa - as well as difficult times - as the present developments in Crimea show - seem to always arise somewhere. So the demand for secure payment through Letters of Credit increases steadily.

With ICC Austria's "Global Conference on Letters of Credit" you conquer the challenges of modern trade and stay up to date on recent developments as well as practice and meet your peers from some 50 countries.

What makes this conference different and successful is our strong and distinctive focus on content. We provide a truly international forum that addresses the challenges and seeks to answer the questions LC practitioners face in their daily business environment.

Every year we arrange a unique collection of topics. These include the industries' latest trends and developments, sessions designed to analyse the legal and practical issues in Letters of Credit, which explain their uses, highlight the areas of potential risk, show how to circumvent looming problems and teach effective drafting and documentation techniques.

ICC Austria can rely on the most distinguished expert speakers with long, successful careers in this global industry and active involvement in the standard setter the ICC Banking Commission.

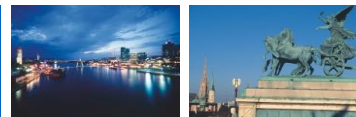
Do not miss the chance to take part in in-depth training sessions, discussion of the current challenges and the invaluable opportunity to meet with your peers from around the globe.

**For International Letters of Credit Experts – Vienna is the place to meet!**

**With this conference you can earn 12 PDUs.**

## Recommended for:

- International Letter of Credit Experts
- Trade finance specialists
- Project finance specialists
- Risk managers
- Compliance managers
- Commodity Trader
- Managers - Financial Institutions
- Plant engineering & construction
- Internat. manufacturers & traders
- Lawyers
- Insurance & Logistic

**SPEAKERS:**

**Kürşad Akpınar**, Executive Vice President of Banking Operations Group of Yapi ve Kredi Bankasi A.S., Turkey ([www.yapikredi.com.tr](http://www.yapikredi.com.tr)); Member of ICC Banking Commission since 2006; expert in foreign trade transactions, credit operations, treasury operations, risk management and big scope projects

**Bart Claeys**, head of the KYC Compliance Services team within the Banking & Compliance group at SWIFT, since 2013. He is leading the SWIFT initiative to create a global KYC Registry for correspondent banking.

**Saibo Jin**, Lawyer, Partner, Tong Shang Beijing Commerce & Finance Law Offices; China; Ph.D and LL.M of international law. Vice Chairman, Financial Securities Commission of All China Lawyers Association, Vice Chairman, Special Arbitration Commission on Financing Disputes of China International Economic and Trade Arbitration Commission (CIETAC).

**Gabriele Katz**, Director, Deutsche Bank AG, Germany; in charge of Global Transaction Banking in Product Management for the Documentary Trade Business for Europe & MENA; has a more than 25 years' experience in the LC and BG business. Member of the ICC Germany Banking Committee.

**Sergiy Kostogryz**; Head of Trade Finance Department, Raiffeisen Bank Aval, Ukraine (since 2006). Graduated from Zaporizhzhya Institute of Economics and Information Technologies. In 2001 he started as Dealer in Interbank Dealing Team (Treasury) at JSC AvtoZAZbank. In 2005 he joined Raiffeisen Bank Aval (then Joint Stock Postal Pension Bank Aval); member of Banking Commission, ICC Ukraine

**Robert Marchal**, Standards/Business Analyst, SWIFT. Robert has joined SWIFT Standards in 2000, and focused on Trade and Payments business area. He is a member of the ISO 20022 Trade SEG and Payments SEG. He is responsible for the maintenance of FIN category 4 and 7 (L/C, BG).

**Vincent O'Brien**, a leading member of the International Chamber of Commerce Banking Commission is Chairman of its Market Intelligence Group, and Director of the Electronic Business School International. He is a highly experienced practitioner of trade finance with more than 20 years trade banking experience.

**Glenn Ransier**, VP North America Import Product Head, Citibank NA, New York; He maintains strong ties to domestic and global trade communities; has been actively involved in trade finance for 32 years; maintains the website [www.loc.cc](http://www.loc.cc), providing trade finance information and support.

**Don Smith**, President, Global Trade Advisory, Ltd., USA. Chair of ICC-IFA drafting group for Uniform Rules for Forfeiting, member of the US delegation to the ICC Banking Commission since 1998, co-chair of the original International Standard Banking Practices (ISBP), Docdex Expert, former VP Trade Product Management Citibank NY and has over 35 years international banking experience.

**Tatiana Shalashnikova**, graduated from Financial Academy, Moscow; member of ICC Banking Commission on technique and practice since 2000, Member of Banking Commission ICC Russia; member of working group for translation of UCP 600 into Russian: Since 1997 with ZAO Raiffeisenbank in Russia in Trade Finance area, started as a Manager of Documentary Business Unit and build up Trade Finance Division (Letters of Credit, guarantees and factoring) Executive Director, Division Head since 2007.

**Oliver Spitz**, UniCredit Bank AG, Vice President, Global Transaction Banking, Germany; Head of Trade Services IT, he has developed and implemented products in connection with BPO for UniCredit groupwide. He is a member of the ICC Banking Commission and ICC URBPO Consulting Group.

**Stephen Tricks**, Lawyer, Consultant, Clyde & Co, London, UK since 1986, specialized in international trade and insurance. Clients include traders, banks, carriers, insurers. Member of ICC UK Banking Committee; Member of the Legal Committee and the Task Force on Bank Guarantees of the ICC Banking Commission; DocDex expert.

**Hugo Verschoren** Senior Expert, Center of Excellence, Trade Finance Services, ING group Belgium. Regular training provider, within ING and externally to corporates and banks related to all aspects of Trade Finance; chair of the ICC Banking Commission Netherlands and a member of the BPO Educational Group, the Trade Finance Register Steering Group and the Financial Crime Risk and Policy Group with ICC.



**PROGRAMME:**

**Thursday 11<sup>th</sup> of June**

**Registration and Morning networking session:** Meet fellow delegates over a cup of coffee.

**Welcome to the 8<sup>th</sup> Global Conference on Letters of Credit**

*Opening and Introduction – aims of this conference:* Peter Lennkh Max Burger-Scheidlin

*Chair: of the Morning: Don Smith /Chair of the afternoon: Saibo Jin*

**Session 1: Global Trade Finance – trends and challenges** Vin O'Brien

**Session 2: Update on the revision of Swift 700 messages** Robert Marchal

*Coffee Break*

**Session 3: Negotiation: Frequently Asked Questions** Gabriele Katz

- *What is exactly meant under UCP 600 when Letter of Credits are available by negotiation?*
- *What are the differences to Letter of Credits available by payment?*
- *Are there common features between Letter of Credits available by negotiation and by payment?*

**Session 4: Transferable LCs and the term negotiation** Don Smith

**Session 5: Country issue: Turkey** Tba.

*Lunch Break*

**Session 6: Drafting Back to back LCs** Don Smith

**Session 7: Review of Qingdao LC Fraud Cases and other New LC Leading Cases in Chinese Court.** Saibo Jin

*Coffee Break*

**Session 8: Country issue: Ukraine** Sergey Kostogryz

**Session 9: Up-date on ICC Banking Commission Opinions** Don Smith  
Glenn Ransier

**Cocktail reception**

Please, note that the programme can be subject to changes



## Friday 12<sup>th</sup> of June

**Morning networking session:** Meet fellow delegates over a cup of coffee.

*Chair: of the Day: Glenn Ransier & Hugo Verschoren*

<b>Session 10: Do's and don'ts on drafting commercial letters of credit</b>	Glenn Ransier
<b>Session 11: Warehouse financing</b>	Stephen Tricks
<i>Coffee Break</i>	
<b>Session 12: Why choose BPO – corporate's perspective on moving from open account to BPO</b>	Oliver Spitz
<b>Session 13: Sanctions – Update 2015</b> <ul style="list-style-type: none"> <li>• <i>Sanctions and Embargoes affecting LC</i></li> <li>• <i>Recent Developments</i></li> <li>• <i>Current issues under EU and US sanctions</i></li> </ul>	Stephen Tricks, Tatiana Shalashnikova, Sergey Kostogryz
<i>Lunch</i>	
<b>Session 14: Up-date on ISBP</b>	Gabriele Katz
<b>Session 15: Country issue: Russia</b>	Tatiana Shalashnikova
<b>Session 16: The new KYC register by SWIFT</b>	Bart Claeys
<i>Coffee Break</i>	
<b>Session 17: Nature of the underlying Sales and Purchase Agreement (incl Incoterms)</b>	Stephen Tricks
<b>Session 18: Trade related financing to banks around Letters of Credit</b> <ul style="list-style-type: none"> <li>• <i>Post-financing</i></li> <li>• <i>BA financing</i></li> </ul>	Hugo Verschoren
<b>Closing remarks</b>	Max Burger

## End of Conference

Please, note that the programme can be subject to changes



**Sponsors**  
**Institutional & Media Partners**

**Platinum Sponsor**



**Raiffeisen Bank  
International**

**Bronze Sponsor**

*BankTrade*  
**Enterprise Wide Trade Finance Solutions**

**Institutional Partners**



**European Bank**

for Reconstruction and Development



**Media Partners**



**AMPERSAND  
WORLD** Commodity Business Partner

**Exclusive press coverage by**



TRADE &  
EXPORT  
FINANCE



**International Trade Finance Conference Week**  
**June 8 - 12, 2015**  
**RBI – Raiffeisen Bank International, 1030 Vienna – Austria**

Mail or Fax to:

ICC Austria – International Chamber of Commerce  
 Wiedner Hauptstrasse 57, 1040 Vienna-Austria

Mrs. Cennet Kacan  
 @ E-Mail: [c.kacan@icc-austria.org](mailto:c.kacan@icc-austria.org)

Tel.: +43-1-504 83 00-3718  
 Fax: +43-1-504 83 00-113718

**Participant Information**

Mr.  Mrs.

Family Name: ..... First Name: .....

Organisation / Company: .....

Address: .....

City, Postal code: ..... Country: .....

Telephone: ..... Fax: .....

E-Mail: ..... Job Title / Position: .....

**Invoice data**

Organisation / Company: .....

VAT Number:\* .....

Address: .....

City, Postal code: ..... Country: .....

\* Obligatory for invoicing participants from EU member states

**Registration – closing date May 25, 2015**

	June 8+9 2015	June 10, 2015	June 10, 2015	June 11+12, 2015
I want to register for:	<b>10th Global Conference on Bank Guarantees</b> <input type="checkbox"/>	<b>Case Studies on Letters of Credit and Bank Guarantees</b> <input type="checkbox"/>	<b>Bank Payment Obligation The Corporates' Perspective</b>	<b>9th Global Conference on Letters of Credit</b> <input type="checkbox"/>
<b>Regular Fee</b>	<b>EUR 990,-- (plus 20% VAT)</b>	<b>EUR 560,-- (plus 20% VAT)</b>	<b>EUR 560,-- (plus 20% VAT)</b>	<b>EUR 990,-- (plus 20% VAT)</b>

Package Prices: 4 or 5 days – 10% discount

Please transfer the course fees after receipt of invoice free of charges for ICC Austria to:

UniCredit Bank Austria, Vienna - Austria  
 IBAN: AT88 1100 0016 4633 2500 / BIC/SWIFT: BKAUATWW

The package price will also apply if two (or more participants) from the same institute register at the same time for different conferences!

**Once confirmed by ICC Austria, your registration is legally binding! The regular fee shall be paid within two weeks from receipt of invoice- in case of late registration verifiably before the Conference starts!**

## ICC Austria Trade Finance Week

9<sup>th</sup> Global Conference on Letters of Credit 11<sup>th</sup> - 12<sup>th</sup> June 2015



### Conference Materials

Please provide the conference documentation

on a USB-Device \*

printed in a folder

both for EUR 20,-- \*\*

\* No computers, no connection for power supply, no Internet access available \*\* incl. VAT (EUR 16.67 + 20% VAT) price per conference/seminar

### Side Events – please register

Monday, June 8, 2015  
directly following the conference  
(available only for conference participants)

Do not miss: the Celebration of the 10<sup>th</sup>  
anniversary of our Bank Guarantees  
Conference

I will attend  
 I will not attend

Thursday, June 11, 2015  
directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

I will attend  
 I will not attend

### Visa information (only fill in if you need a visa)

**Visa applications must be made at the Austrian embassy or consulate in your country of residence well in advance!  
It takes 4 - 6 weeks to get the visa.**

For visa letter please send us your passport details:

Full name .....

Passport number .....

Date of birth .....

Date of issue and expiry .....

Alternately, send us a copy of your passport.

### Hotel information

After we receive your registration, you will get a confirmation in which you will also find a list of hotels close to the conference venue. We advise you to make your hotel reservations in one of the recommended hotels as soon as possible, as the demand in June is usually very high.

### Cancellation Policy

**A full refund will only be given for cancellations received up to 20 working days before the event.**

Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

.....  
Date

.....  
Signature