



## Save the Date

### ICC Austria

# International Trade Finance Week

14 – 18 June 2021, Vienna, Austria

#### 16th Global Conference on Bank Guarantees

14 + 15 June 2021  
Vienna, Austria

#### Case Studies on Bank Guarantees & Letters of Credit

16 June 2021  
Vienna, Austria

#### 15th Global Conference on Letters of Credit

17 + 18 June 2021  
Vienna, Austria

***Excellent networking opportunity with 500 leading L/C and Bank Guarantee experts from various sectors and 50 countries!***

- Impact of **Covid-19** on Demand Guarantees
- **The new ISDGP**
- The new **Uniform Rules for Digital Trade (URDT)**
- Country issues:
  - **Afghanistan**
- Custom Guarantees and Brexit
- Corporates' perspective **Volkswagen**
- Corporates' **Parent Guarantees**
- Understanding the **new Incoterms2020**
- Recent developments:
- Compliance and Sanctions up-date

\*Topics may be subject to change

**Difficult & unusual** cases are presented from the bankers, corporates, traders, forwarders & insurance point of view

Please submit **your** own anonymized interesting or difficult cases to  
[e.treu@icc-austria.org](mailto:e.treu@icc-austria.org)

Welcome the young experts:  
**Celebrate** with us the **Graduation** of the recent **CDCS & CSDG** exam absolvents!

- Impact of **Covid-19** on LCs
- **What's new in Digitisation?**
- The new **Uniform Rules for Digital Trade (URDT)**
- Country issues:
  - **Afghanistan**
- **Corporates' perspective Volkswagen**
- Understanding the **new Incoterms2020**
- Compliance and Sanctions
- Discuss the **ICC Opinions** with the **ICC Technical Advisor Glenn Ransier**

#### Meet and discuss with the world's leading international experts:

*Claude Cagnoncle, France; Neil Chantry, UK; Thomas Claus, Germany; Nataliya Frolova, UK; Andrea Hauptmann, Austria; Gabriele Katz, Germany; Glenn Ransier, USA; Bob Ronai, Australia; Nawid Saboori, Afghanistan; Christina Seierup, Denmark; Don Smith, USA; Hugo Verschoren, Belgium; and many more ...*

For more information: [www.tradefinanceweek.org](http://www.tradefinanceweek.org)

Application for PDUs for CDCS® and CSDG® holders is currently pending.



## SPEAKERS:

**Petra Bischoff**, 27 years of experience in Trade Finance Group Treasury VW AG, Specialist for VW Trade Finance and Logistics.

**Claude Cagnoncle**, President of CREDIMPEX France, the French association of Trade Finance Specialists. He delivers trainings on L/Cs, Standby L/Cs, Collections for both ICC France and the Paris Chamber of Commerce. Member of the ICC Banking Commission, the CLP Commission & the Commission on Customs and Trade;

**Neil Chantry**, Independent Consultant on Trade Finance & Compliance, UK. 40 years with HSBC - on the international executive staff, serving countries in the Middle East & East Africa, on the UK Group executive staff, specialising in Trade Finance operations, procedures, finance, compliance. Recently, consultancy with Standard Chartered Bank. Neil held many ICC positions, e.g. Former Chair, Wolfsberg Group Trade Finance Committee; Joint Wolfsberg Group; Financial Crimes & Anti-Terrorist Financing Group; ICC & BAFT drafting group for the "Compliance Principles Paper; former Chair of the Executive Committee;

**Thomas Claus**, Director of Trade Finance Group Treasury VW AG. 25 years of experience in VW Financial Services and the automotive division. Responsible for policy making, steering and operative business of dedicated Group companies. Member of the ICC Banking Commission (Working Group Digitalisation).

**Nataliya Frolova**, Independent consultant, UK, has worked for major international banks and corporates performing various roles in international trade, cash management, syndications, corporate affairs, trade and corporate finance. For more than 7 years in her last corporate role Nataliya was leading a trade and corporate finance team at an international energy trading group of companies headquartered in London (UK) with subsidiaries in Singapore, Switzerland, France, Germany and USA supporting global commodity trading (gas, LNG, power, oil and oil products) in Europe, Americas and Asia.

**Andrea Hauptmann**, Senior Global Consultant in Trade Finance, Raiffeisen Bank International AG, Austria; Chair and founding member ICC Task Force on Bank Guarantees; regular speaker at international conferences since 1991; member of the Executive Committee of ICC Banking Commission;

**Gabriele Katz**, (invited) 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;

**Glenn Ransier**, Head of Documentary Trade and SBLCs, Wells Fargo, USA; Glenn is furthermore one of the Technical Advisors of the ICC Banking Commission; He maintains strong ties to domestic and global trade communities; has been actively involved in trade finance for more than 35 years;

**Bob Ronai**, independent consultant; assisting exporters and importers; active member of ICC Australia's Banking Commission; author of numerous articles on export/ import for "Australian Small Business and Investing", "Dynamic Small Business", "Ragtrader", "Food Australia", "Daily Commercial News", "Australian Business Solutions";

**Christina Elisabeth Seierup**, Vice President, Trade Finance Operations, Dankse Bank AS, Denmark; Member Danish Banking Committee. Since 2010 Head of Training & Education for Trade Finance, Danske Bank Group - responsible for corporate Trade Finance and related subjects as AML trainings; She joined Danske Bank A/S in 1985 and has been working with International corporates since 1989;

**Nawid Saboori**, Ghazanfar Bank, Afghanistan. An Afghan National he is an experienced banker over a decade working in different key positions which includes Compliance Department, Trade Finance and currently heading Credit Department with Ghazanfar Bank, a local licensed commercial bank in Afghanistan. His different association includes SIT (Succession in Trade) Member of Banking Commission ICC, First Deputy Chairman of Standing Credit Committee of Afghanistan Banking Association (ABA), and Representative of ABA for Financial Inclusion – Central Bank of Afghanistan.

**Don Smith**, President, Global Trade Advisory, Ltd., USA. Chair of ICC-IFA drafting group for Uniform Rules for Forfaiting, 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, with over 40 years international banking experience;



**Hugo Verschoren**, Hugo Verschoren, independent consultant, and owner of goVer Trading Technologies. Previously with ING in various positions inside and outside Trade Finance. Regular training provider and frequent speaker at conferences worldwide. Member of the ICC Belgian National committee. Technical Adviser to the International Chamber of Commerce, member of the ICC Regulatory Advocacy Group, the ICC Trade Finance Register Steering Group; the ICC Financial Crime Risk & Policy Group.

**Martin Wolfbauer**, International Legal Department of STRABAG Group (CML). Martin is an Austrian and New York qualified lawyer. In STRABAG's legal department he is in charge of guarantees in international projects. He gained extensive experience in reviewing, drafting and negotiating guarantees for major construction contracts in various countries but also advises and supports STRABAG entities in litigation and arbitration proceedings related to guarantees. Martin holds lectures on international law and securities.

## Sponsors & Institutional Partners

### Platinum Sponsor



# Raiffeisen Bank International

### Institutional Partners



**European Bank**  
for Reconstruction and Development

### Media Partner:





## International Trade Finance Conference Week

14 – 18 June 2021

RBI – Raiffeisen Bank International, Am Stadtpark 9, 1030 Vienna – Austria

Mail or Fax to:

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

Mrs. Cennet Kacan

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

Fax: +43-1-504 83 00-113718

FOR A VALID REGISTRATION, PLEASE FILL IN BOTH PAGES OF THE REGISTRATION FORM

### Participant Information

☐ Mr. ☐ Mrs.

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

Organisation / Company: .....

Address: .....

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

E-Mail: .....

Telephone: ..... Job Title / Position: .....

### Invoice data *\*please ensure to enter your data in according with your invoice requirements*

Organisation / Company: .....

VAT Number: \* .....

Address: .....

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

\* Obligatory for invoicing participants from EU member states

### Registration – closing date 28 May 2021

	14 + 15 June 2021	16 June 2021	17 + 18 June 2021
I want to register for:	16th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Bank Guarantees and Letters of Credit <input type="checkbox"/>	15th Global Conference on Letters of Credit <input type="checkbox"/>
Early Bird Fee registration received by 12 March and payment credited by 26 March 2021	EUR 830,-- (plus 20% VAT)	EUR 470,-- (plus 20% VAT)	EUR 830,-- (plus 20% VAT)
Regular Fee	EUR 1040,-- (plus 20% VAT)	EUR 590,-- (plus 20% VAT)	EUR 1040,-- (plus 20% VAT)

Package Prices: 4 or 5 days – 10% discount, cannot be combined with other special offers or discounts.

After receiving the registration, we will sent a confirmation with the invoice attached.

Please transfer the course fees – free of charges for ICC Austria – via banktransfer. **We do not accept payments by credit card.**

In exceptional cases, a payment in cash is possible on site.

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!**



## Conference Materials

All conference materials will be made available electronically to registered participants [payment in total received] three days before the conference

☒ electronic materials

In addition I would like to order

☐ printed materials in a folder for EUR 25,-- \*

\* incl. VAT (Eur 20.83 + 20% VAT), price per conference/seminar – not available for Case Studies  
Please note: No computers, no connection for power supply available at the conference venue.

## Side Events – please register

**Monday, 14 June 2021**

directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

☐ I will attend  
☐ I will not attend

**Thursday, 17 June 2021**

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 approx. some 8 weeks to get the visa (please contact your local Austrian Embassy early on – for local regulations)**

For visa letter please send us your passport details:

Full name (as in passport) .....

Passport number .....

Date of birth .....

Date of issue + expiry, Place of issue .....

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 / Data Protection

Upon signature of this registration form the General Terms and Conditions of ICC Austria are deemed accepted; available with <https://www.icc-austria.org/en/About-us/General-terms-and-conditions/Seminars.htm>. A full refund will only be given for written cancellations received up to 20 working days before the event. Should you be unable to attend, you can nominate a colleague as replacement. I acknowledge that my data is stored electronically for registration purposes. ICC Austria will not submit my data to third parties.

☐ I agree to receive mail notifications on latest up-dates on conferences and training sessions with similar content.

Modification/Cancellation is possible by [delete@icc-austria.org](mailto:delete@icc-austria.org).

Please be advised that ICC Austria will be taking and using photographs and/or video recordings at the event, including images of the participants and speakers both internally and externally to promote ICC Austria. These images could be used in print and digital media formats including print publications, websites, e-marketing, posters banners, advertising, social media, etc. ICC Austria will not sell photographs and/or video recordings to any third party. Upon written request ICC Austria will remove a photo or video recording. More details <https://www.icc-austria.org/en/About-us/Privacy-Policy.htm>

.....  
Date

.....  
Signature