



Mastering Trade Loans

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17 November 2025

9.00 am – 4.30 pm CET

Vienna, Austria



European Bank
for Reconstruction and Development



Join us to explore how trade loans can unlock liquidity, bridge payment cycles, and support real-world trade finance.

LIBF — Accredited CPD
Programme

CSCF, CDCS® and CSDG® hold-
ers attending will earn 6 PDU
points towards re-certification.



Who is it for

- Trade Finance Specialists & Practitioners
- Legal and Compliance Officers
- Correspondent Bankers/FI
- Credit Risk Managers

What it is about

In an increasingly complex trade environment, liquidity is king. Trade loans are one of the most flexible and effective financing tools available to exporters, importers, and banks – but they are also widely misunderstood.

Whether used to bridge payment cycles, fund working capital, or complement traditional trade instruments like letters of credit, trade loans sit at the heart of real-world trade finance. As regulations evolve and digitalisation accelerates, understanding how to structure, assess, and apply trade loans is more critical than ever.

This one-day, hands-on training will equip you with the knowledge and practical tools to work with trade loans confidently – across different transaction types, counterparties, and legal environments.

Experts are ready to discuss and give solutions to

- Pre – export loans
- Advance payment loans
- Borrowing base facilities
- Inventory finance
- Use of credit default insurance – issues to watch out for.
- Difference between common and civil law approaches
- Capital treatment
- Looking ahead – Digitalisation of trade instruments (eBLs, eWHRs, eBOEs etc)

Good to know

Attendance of any of our conference will be awarded with 6 PDUs for CITF, CSDG and CDCS from [LIBF](#).

VISA support: In case you require a visa support letter, we are happy to assist. Please get in touch with Ms Verena Weinrath, v.weinrath@icc-austria.org.

All materials will be made available to you a couple of days before the conference on our designated ICC Austria networking platform which also offers you the possibility to get in touch with other attendees directly. However, kindly be reminded to bring **plenty of business cards**.

Looking for the latest **ICC publication** or rule book, let us know what you need and pre-order with us, your books will wait for you when you collect your badge at the registration desk. For further information write to Ms Cennet Dede, c.dede@icc-austria.org.

Venue information

Radisson Blue Das Triest
Wiedner Hauptstrasse 12, 1040 Vienna
[visit hotel website](#)



Expand your knowledge, you may also want to join:

This training is part of ICC Austria & EBRD TFP - Trade Finance for Practitioners.
Further sessions during the week:

- [NextGen Trade Finance – ICC Austria’s Annual Briefing on Digitization](#)
18 November 2025
- [ICC Austria & EBRD TFP Case Studies on Documentary Credits & Bank Guarantees Masterclass](#)
19 – 20 November 2025

Find more on: <https://www.icc-austria.org/TFP.htm>

Meet our experts:

Matthew Cox, Partner at Sullivan & Worcester LLP. Matthew is a trade and export finance specialist, including in the digitalisation of trade and trade finance. He advises banks, funds, traders and producers on structured trade and commodity finance, with expertise in pre-export and advance payment structures, borrowing bases, receivables, warehouse financing, commodity repos and ECA-backed financings. He also has extensive experience representing fintechs, platform providers and non-bank capital providers, assisting clients in navigating the digitalisation of trade finance across jurisdictions where he has previously worked.

(more to be announced soon)



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Early Bird Fee per person

registration received by 26 September and
payment credited by 3 October 2025

€ 590,-- (+ 20% VAT)

Regular Fee per person

€ 740,-- (+ 20% VAT)

In general fee includes electronic documents, certification of participation, coffee and lunch breaks at venue, networking events. After receiving the registration, we will send a confirmation with the invoice attached. **Visa support** is made available. Please transfer the course fees – free of charge for ICC Austria – via bank transfer or by credit card.

Once confirmed by ICC Austria, your registration is legally binding!

The registration fee shall be paid within two weeks from receipt of invoice – verifiably **BEFORE** the conference starts.

Further Requirements: The event is planned to be held in Vienna as face-to-face training. ICC Austria's reserves its right to change that to a virtual training. Important to note, we are not liable for travel costs. Therefore, refundable travel arrangements are advisable.