



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

23 - 24 May 2019

This year's topics include amongst others:

- What's new in FinTech
- **Compliance and Sanctions update** *with Neil Chantry*
- Irrevocable reimbursement undertakings
- Everything you need to know about: **Warehouse inspections**
- **UPAS** (usance payable at first sight) and other forms of discounting under LCs
- **eUCP** and eURC
- Silent confirmations
- **Drafts** friend or foe?
- **Shipping industry** up-date
- Discuss the **ICC opinions** with the *ICC Technical Advisor Glenn Ransier*

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

CDCS® and CSDG® holders  
attending will earn 6 PDU points  
per conference day.



# 14th Global Conference on Letters of Credit

Thursday 23 & Friday 24 May 2019

9 am – 5 pm

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

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:

**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 Commercial Law and Practice Commission and the Commission on Customs and Trade Facilitation;

**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 and compliance. Recently, completed lengthy consultancy with Standard Chartered Bank. Neil has 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 and former Chair of the Executive Committee.

**Matthieu Delorme (invited)** is Senior Vice President since 2002 at Cotecna Inspection SA, a leading inspection company providing services to the commodities trading and trade finance sectors. Prior to that, Mr Delorme held senior trading and management positions at commodity firms André & Cie. and Continental Grain Company, having started in the commodities business in the early 80's with Grupo Espirito Santo;

**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;

**Mariia Minaeva**, Head of Trade Finance and Documentary transactions at International Investment Bank (the IIB), is an international trade and finance practitioner with 20 years' trade finance experience in international Hong Kong holding IPC Interpetrochem Ltd. and international banks among others Deutsche Bank, Credit Europe bank ect. She stood at the origins of IIB TFSP and developed trade finance in IIB since 2014;

**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;

**Christina Elisabeth Seierup**, Vice President, Trade Finance Operations, Danske 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;

**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, with over 40 years international banking experience;

**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, ICC Banking Commission Netherlands; member of the BPO Educational Group, the Trade Finance Register Steering Group; the ICC Financial Crime Risk & Policy Group;



## Sponsors & Institutional Partners

Platinum Sponsor



# Raiffeisen Bank International

Institutional Partners



The London Institute  
of Banking & Finance



**European Bank**  
for Reconstruction and Development



International Trade and  
Forfeiting Association



## International Trade Finance Conference Week 20 – 24 May 2019

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  
@ 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

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 3 May 2019

	20 + 21 May 2019	22 May 2019	23 + 24 May 2019
I want to register for:	15th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Bank Guarantees and Letters of Credit <input type="checkbox"/>	14th Global Conference on Letters of Credit <input type="checkbox"/>
Early Bird Fee registration received by 22 February and payment credited by 8 March 2019	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

<b>Monday, 20 May 2019</b> directly following the conference (available only for conference participants)	Cocktail/Social event and Networking	<input type="checkbox"/> I will attend <input type="checkbox"/> I will not attend
<b>Thursday, 23 May 2019</b> directly following the conference (available only for conference participants)	Cocktail/Social event and Networking	<input type="checkbox"/> I will attend <input type="checkbox"/> 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).

.....  
Date

.....  
Signature