



# Trade Finance Week 2023

12 – 16 June | Vienna, Austria

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

## 18th Global Conference on Bank Guarantees

Mon/Tue 12 + 13 June 2023

- Understanding corporates' needs
- Contingency management  
Prepare for the unexpected
- "Confirmation" of Guarantees
- Country Issue: Spain
- Compliant Demand
- Indirect Guarantees
- Modification and Exclusions of URDG
- Sanctions & Compliance  
How to approach regulators

\*All topics may be subject to change

## Case Studies on Bank Guarantees & Letters of Credit

Wed 14 June 2023

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)

## 17th Global Conference on Letters of Credit

Thur/Fri 15 + 16 June 2023

- Moving to Paperless Trade:  
Up-date Digitalisation  
MLETR: Chances & Challenges  
eUCP/eURC alignment
- Country Issue: Singapore
- Covid Clauses in LCs
- The new ISBP
- ESG: Guidance on sustainability
- Contingency management  
Prepare for the unexpected
- Modification and exclusions of UCP
- Sanctions & Compliance

Excellent networking opportunity with 500 leading L/C and Bank Guarantee experts from various sectors and 50 countries. Meet and discuss with the world's leading international experts:

**Venue:** RBI, Am Stadtpark 9, 1030 Vienna, Austria

**[www.tradefinanceweek.org](http://www.tradefinanceweek.org)**



## Who is it for

- International Bank Guarantees or LC practitioners
- Trade finance specialists in banks
- Lawyers, insurance & logistics experts
- All working with LCs and Bank Guarantees

## What it is about

What makes this conference different and successful is our strong and distinctive focus on educational content. Our vision is to provide for a truly international forum that addresses the challenges and seeks to answer the questions Bank Guarantee and Letters of Credit practitioners face in their daily business environment.

Every year we arrange for a unique collection of different topics including, the industries' latest trends and developments as well as sessions that are designed to analyse the legal and practical issues in LCs and guarantees, explain their uses, highlight the areas of potential risk, show how to circumvent looming problems and teach effective drafting and documentation techniques.

For this to be delivered, ICC Austria can rely on the most distinguished expert speakers with not only long, successful careers in this global industry but also active involvement in the continuous work of 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.

## Meet our experts

**Luca Castellani**, Legal Officer in the Secretariat of the United Nations Commission on International Trade Law (UNCITRAL). As secretary of UNCITRAL Working Group IV (Electronic Commerce), he oversaw the preparation of the UNCITRAL Model Law on Electronic Transferable Records and of the UNCITRAL Model Law on the Use and Cross-Border Recognition of Identity Management and Trust Services. He has assisted several countries in the enactment of UNCITRAL texts on electronic commerce. He is also active in the field of paperless trade facilitation and has contributed to drafting the Framework Agreement on Facilitation of Cross-border Paperless Trade in Asia and the Pacific.

**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;

## Good to know

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

**Networking events:** You are warmly invited to a cocktail reception on 12th & 15th of June, directly after the conference. Further details will be published closer to the event.

**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](mailto: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 a 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 Aygün, [c.ayguen@icc-austria.org](mailto:c.ayguen@icc-austria.org).



[Andrea Hauptmann](#), Independent international consultant, Austria. Prior to that she worked for Raiffeisen Bank International for 37 years, whereof more than 25 years as Head of Department, lastly as Senior Global Consultant in Trade Finance. Chair and founding member ICC Banking Commission Task Force on Bank Guarantees; regular speaker at international conferences since

[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;

[Elitza Kavrakova](#), Head of Institutional Clients East RBI, Austria. team of RBI AG covering CEE, CIS, SEE and Turkey. Apart from a strong focus on correspondent banking and Trade and Export Finance, Elitza has been part of a core team designing a groundbreaking business compliance framework of RBI in 2019, which is a cutting-edge tool for managing correspondent banking portfolio of RBI AG.

[Esther Nin-Camps](#), Director of International Legal Department of Banco de Sabadell, S.A., Spain; Lecturer in International Contracts and Trade finance instruments at Universitat de Barcelona, at ESADE and at Barcelona Bar Association. Regular speaker on legal aspects of International Trade, frequent lecturer at international ICC Conferences. Member of the board of the International Commission, and founder member of In house lawyers Commission, of the Barcelona Bar Association. Member of the Legal Committee and the Demand Guarantee Task Force of the ICC Banking Commission;

[Rudolf Putz](#), Head of EBRD's Trade Facilitation Programme with more than 30 years of experience in financing trade with Eastern Europe & CIS countries. Started in 1983 as Deputy Head of Commodity Trade Finance at Centro Internationale Handelsbank AG Vienna, a subsidiary of Raiffeisen Zentralbank (RZB). Joined HELM AG Hamburg as Head of Structured Trade Finance in 1993 and from 1996 to 1997 he was Deputy Head of Structured Trade Finance in Bank Austria International Trade Services. In 1997 he became Director Trade Finance in Deutsche Handelsbank AG Berlin and since 2000 he has been developing EBRD's Trade Facilitation Programme (TFP).

[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;

[Lorna Strong](#), Deputy General Counsel for HSBC Global Trade and Receivables Finance (GTRF) acts as the primary legal advisor for GTRF's operations globally; advising GTRF and playing a role in shaping HBSC's contribution to regulatory and policy debates on trade finance.

[Mireille Troosters](#), Head Expert Trade Finance at KBC Bank Belgium, Board Member of ICC Belgium. Mireille started working in KBC bank in 1992 and switched to Trade Finance in 2005, as a Trade Finance Officer (a commercial job), then as Head of Operations Documentary Credits. In 2015 she switched to being Risk Manager Trade Finance and today is combining this with being Head Expert trade finance again.

[Stefan Wichtl](#), Head of Institutional Clients Experience Business Compliance at RBI, Vienna. Started his career with RBI in 2011 in the area of Cash Management and switched to the Compliance side in 2015. He supported building up the Anti-Money Laundering function especially focusing on the Institutional Clients business segment. Starting in 2019, it was decided to create a dedicated unit on the business side focusing on first line of defense compliance responsibilities, which is led by Stefan. He developed a dedicated Business Compliance Risk Framework which re-determines the RBI Group compliance risk appetite and established digital tools to enhance the transparency and the monitoring of clients and its behaviors assuring a safe growth for RBI 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.

[Keynote by Marion Jansen](#), Director of the Trade and Agriculture Directorate at the OECD. She previously held senior positions in the World Trade Organization, the International Labour Office and the International Trade Centre. She has represented different organizations at the G7 and G20 level, led critical interagency collaborations and major interdisciplinary research networks. She has also provided support to trade negotiations and to the WTO dispute settlement system.

## ICC Austria Trade Finance Week 12 – 16 June 2023

# REGISTER ONLINE HERE

	<u>18th Global Conference</u> <u>on</u> <u>Bank Guarantees</u> 12 – 13 June 2023	<u>Case Studies on</u> <u>Bank Guarantees and</u> <u>Letters of Credit</u> 14 June 2023	<u>17th Global Conference</u> <u>on</u> <u>Letters of Credit</u> 15 – 16 June 2023
<b>Regular Fee</b> per person	€ 1.190,-- (+ 20% VAT)	€ 690,-- (+ 20% VAT)	€ 1.190,-- (+ 20% VAT)

Package Prices: 4 or 5 days – 10% discount (it cannot be combined with other special offers or discounts)

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