



12th Global Conference on Letters of Credit

21 - 22 June 2018

This year's topics include amongst others:

- **Understanding Compliance** with *Neil Chantry*
- Country Issue: **Vietnam, China**
- **Digitalisation: From operational enablers to changing how trade works**
 - Trade Automation – the final frontier
 - How tech changes documents in Trade
 - Applications for Blockchain – a perspective from IBM
 - eUCP
- What doc-checkers need to know
- Up-date on **Basel IV**
- **Transferable LC**: what not to do
- Handling a documentary credit dispute with another bank effectively
- Discuss the **ICC opinions** with the *ICC Technical Advisor Glenn Ransier*

Get free access to the “Exercising Due Diligence” lesson of [Coastline Solutions Trade Based Financial Crime](#) online training course.

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

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



12th Global Conference on Letters of Credit

Thursday 21 & Friday 22 June 2018

9 am – 5 pm

FinTech – simply enabler or true disruptor? Compliance – how to navigate the maze of ever-increasing regulatory demands. These are the two focus points of this year's Letters of credit conference. As always, we take policy issues and employ a practical application point of view.

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



PROGRAMME:

Thursday 21st of June 9am – 5pm

8:15 – 9:00 **Registration and Morning networking session.** Meet fellow delegates over a cup of coffee.

Welcome to the 11th Global Conference on Letters of Credit by Sabine Zucker & Max Burger

Session 1: Country Issue VietNam

Do Thanh Hang

Session 2: Badly issued credits – who is really at risk

Don Smith

Session 3: Understanding compliance

Neil Chantry

Session 4: Up-date on Basel and recent developments

Hugo Verschoren

Lunch Break

a) ICC Banking Commission Opinions

Gabriele Katz/Christina Seierup/Glenn Ransier

Session 5: Transferable LCs – What NOT to do

Don Smith/Glenn Ransier/Hugo Verschoren

b) ICC Banking Commission Opinions

Gabriele Katz/Christina Seierup/Glenn Ransier

End of day one followed by cocktail and networking reception at Sky Bar top floor RBI

Friday 22nd of June 9am – 5pm

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

Session 6: Digitalisation: Trade Automation – the final frontier

Sameer Sehgal

Session 7: Digitalisation: E-compability of ICC Rules

- *eUCP, eURC*

Hugo Verschoren

Gabriele Katz

Lunch

Session 8: Digitalisation: From operational enablers to changing how trade works

- *How tech changes documents in trade*
- *Applications for Blockchain – perspective from IBM*

Keith Bear/Shona Tatchell/Hugo Verschoren (Chair)

Session 9: Handling a documentary credit dispute with another bank effectively

Claude Cagnoncle

Session 10: What Doc-Checkers need to know

- *An interactive session*

Don Smith/Glenn Ransier

Hugo Verschoren

d) ICC Banking Commission Opinions

Gabriele Katz/Christina Seierup/Glenn Ransier

Closing remarks



SPEAKERS:

Keith Bear, Vice President Financial Markets IBM UK, is responsible globally for the strategy and development of IBM's business in Financial Markets. He works extensively with global clients on their major transformation programmes, typically on the cutting edge of shaping IBM's solutions for the Financial Markets industry. He has worked extensively with trade finance organisations, financial markets infrastructure firms and leading global banks on deployment of Blockchain.

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.

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;

Do Thanh Hang CDCS, Vice President, Import Bills Dept. of Trade Operation Center at JSC Bank for Investment and Development of Vietnam, Vietnam (BIDV). She joined BIDV in 2000 and has now over 17 years of experience in Trade operations at BIDV. Prior to that, she was Assistant Vice President, Import/Export Bills Dep, BIDV Transaction Center Branch. Furthermore, she is responsible for training on Trade Finance Operation within BIDV.

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;

Sameer Sehgal, CEO of Traydstream, a UK based Deep Tech company in the space of Trade Automation. Erstwhile 23 years banking experience with Citibank, Bank of America and ANZ Bank in Asia, Middle East and EMEA. In his last role, was heading the EMEA Trade business of Citibank, with a topline of close to \$750 Mn and with close to 200 people across the region. A Wharton, University of Pennsylvania, Faculty of Management Studies Delhi and Indian IIT Kharagpur alum.

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;

Shona Tatchell, CEO and Founder of Halotrade UK, a blockchain enabled Fintech start up focussed on the delivery of sustainable supply chain financing. Formerly Head of Innovation for Trade & Working Capital in Barclays working in partnership with Fintech. Shona was a Director with Barclays for 6 years, and was previously Global Head of FIG Trade, delivering trade finance, trade services and risk mitigation solutions to bank and non-bank clients globally. She joined from HSBC where she was a senior manager in the European Structured Trade and Advisory team within Global Trade and Supply Chain.

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;

Zhu Hongsheng, Chief Guarantee Expert, Transaction Banking Department, China Minsheng Banking Corp. Legal Counsellor on Trade Finance; General Manager of Products Center; member of ICC TF on Guarantees; ICC Docdex Expert; Vice Chair, Guarantee Group, ICC China. Regular speaker on guarantees & trade finance; Consultant to Supreme Court of China on new Chinese Bank Guarantees Law. Zhu developed new products such as TF Assets Securitization, Trade Asset Management, Structured Forfaiting under Domestic L/Cs and Payment Guarantees, A/R assignment & reimbursement under Cross-border Renminbi L/Cs, Structured performance Guarantee Solutions.

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International Trade and
Forfaiting Association

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International Trade Finance Conference Week 18 – 22 June 2018

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

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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

Organisation / Company:

VAT Number:*

Address:

City, Postal code: Country:

* Obligatory for invoicing participants from EU member states

Registration – closing date 1 June 2018

	18 + 19 June 2018	20 June 2018	20 June 2018	21 + 22 June 2018
I want to register for:	14th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/>	The Golden Rules of Inventory Finance <input type="checkbox"/>	12th Global Conference on Letters of Credit <input type="checkbox"/>
Regular Fee	EUR 990,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 990,-- (plus 20% VAT)

Package Prices: 4 or 5 days – 10% discount

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, no Internet access available at the conference venue.

Side Events – please register

Monday, 18 June 2018 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
Thursday, 21 June 2018 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 icc@icc-austria.org.

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Date

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Signature