



## 16<sup>th</sup> Global Conference on Bank Guarantees

15 - 16 June 2020

This year's topics include amongst others:

- Understanding the new **Incoterms2020**
- Country issues:
  - **Afghanistan**
  - **Uzbekistan**
- **Brexit** – Impact on Trade finance and Demand Guarantee Issuance
- The new **ISDGP** – International Standard Demand Guarantee Practice
- Focus on Corporates:
  - Corporates' perspective **Volkswagen**
  - Corporates' Parent Guarantees
  - Round table debate – what do corporates expect
- Recent developments:
  - **Turkey**
  - **Force Majeure – the impact of Coronavirus**
- The new Swift changes – first experience
- The new Uniform Rules for Digital Trade Transactions (URDTT)
- Compliance and Sanctions up-date

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

CDCS® and CSDG® holders will  
earn 12 PDUs towards their re-  
certification.



## 16th Global Conference on Bank Guarantees

Monday 15<sup>th</sup> & Tuesday 16<sup>st</sup> of June 2020  
9am-5.00pm

**For more than a decade ICC Austria has hosted this annual Global Conference on Bank Guarantees attended every year by practitioners from almost 50 countries.**

What makes this conference different and successful is our strong and distinctive focus on content. Our vision is to provide for a truly international forum that addresses the challenges and seeks to answer the questions Bank Guarantee 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 bonds 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.

**With this conference, you can earn 12 PDUs.**

***For International Bank Guarantee Experts – Vienna is the place to meet!***

### Recommended for:

- International bank guarantees experts
- Trade finance specialists
- Project finance specialists
- Risk managers
- Compliance managers
- Managers - Financial Institutions
- Plant engineering & construction
- Internat. manufacturers & traders
- Lawyers & Insurance companies
- Logistic companies



## SPEAKERS:

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

**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;

**Glenn Ransier**, Head of Documentary Trade and SBLs, 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";

**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 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;

**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 HSBC's contribution to regulatory and policy debates on trade finance. Ms. Strong has additionally been instrumental in advising innovative digital solutions for trade finance and leading the HSBC Legal team who



advised the first financial trade block chain transactions, including the award winning block chain platform we.trade.

**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

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# Raiffeisen Bank International

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## International Trade Finance Conference Week 15 – 19 June 2020

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 29 May 2020

	15 + 16 June 2020	17 June 2020	17 June 2020	18 + 19 June 2020
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"/>	Understanding Documents in Trade Finance <input type="checkbox"/>	15th Global Conference on Letters of Credit <input type="checkbox"/>
<b>Early Bird Fee extended</b> registration received by 03 April and payment credited by 17 April 2020	EUR 830,-- (plus 20% VAT)	EUR 470,-- (plus 20% VAT)	EUR 470,-- (plus 20% VAT)	EUR 830,-- (plus 20% VAT)
<b>Regular Fee</b>	EUR 1040,-- (plus 20% VAT)	EUR 590,-- (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, 15 June 2020</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, 18 June 2020</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).

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>

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Date

.....  
Signature