



Trade Finance Week 2025

19– 23 May | Vienna, Austria

20th Global Conference on Bank Guarantees

Mon/Tue 19 + 20 May 2025; WKO, Wiedner Hauptstrasse 63, 1040 Vienna

- Regulatory Environment: Basel 4 and the classification of guarantees
- Country Issue: India
- Jurisdiction clauses and applicable law
- URDG vs ISP98 vs UCP
- ISP98 – DocDex Decisions
- Conflicting interest of Applicants, Banks, and Beneficiaries
- Corporates' perspective and round table discussion
- Guarantee trends: Guarantees based on Green Declarations
- Parent Guarantees
- Spotlight Africa
- Sanctions & Compliance
- Keynote: Guaranteeing the Future: Trade, Trust & Transformation
- Celebrating the 20th Conference on Guarantee

*All topics may be subject to change

Excellent networking opportunity with 200 leading Demand Guarantee experts
from various sectors and 40 countries.



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 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 demand guarantees. This year we will celebrate our 20th Global Conference on Bank Guarantees. Educationally, we will cover how to get drafting right, and look at jurisdiction clauses, and the difference between URDG, UCP, and ISP98. Finally, we will cover latest trends on the current hot topics: digitalization and sanctions & compliance.

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

Stephanie Powell, CSDG, Senior Consultant Trade Finance Advisory at Siemens Mobility GmbH, Germany. Stephanie joined Siemens in 2010 and after various operative roles moved to trade finance in 2017, where she gained substantial experience advising Siemens' large-scale projects on guarantee and suretyship topics as well as corporate risk mitigation measures. Since 2019, she has been specializing exclusively on mobility projects, providing guarantee advisory to projects as well as providing internal trainings on guarantee-related risk and risk mitigation.

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;

Good to know

NEW VENUE: [WKO](#).

[Wiedner Hauptstrasse 63, 1040 Vienna](#)

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

Networking events: You are warmly invited to a cocktail reception on 19th of May, 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.

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 Dede, c.dede@icc-austria.org.



Judith Schmalnauer, Senior Trade Finance Advisor, Primetals Technologies (former Siemens VAI), Austria. Judith joined Primetals Technologies in 2011 where she gained extensive experience in trade finance activities as well as export financing for projects all over the globe. In 2015, when MHI became the main shareholder and Primetals was founded, Judith was greatly involved in setting up the new centralized Center of Competence for guarantees and LCs. Since then, she is servicing the Primetals group on all trade finance related questions as well as globally responsible for harmonizing guarantee and LC wordings with Primetals' customers worldwide, executing and updating of the internal processes and guidelines hereto.

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;

Sharad Sinha, Global Product Management Team at Standard Chartered, Singapore, his primary responsibility is to manage and commercialise Guarantees and Standbys portfolio for the bank globally. Additionally, he represents bank in industry discussions on trade digitization and trade facilitation. He has been with the bank in various capacities within the bank including in Head of Trade Operations, Mumbai; Documentary Trade Head, Group Trade Operations, as Head of Trade AML Advisory and as Head of Global Operations for supply chain and receivable services, a back-office vertical which he helped establish for the bank.

Lorna Strong, Managing Director, Strong Consulting Group (SCG) & Associate Programme Director, MSc Law & Finance, London School of Economics (LSE), UK. For over 20 years, Lorna Strong has advised financial institutions on legal and regulatory risk, including international trade finance, financial crime compliance (AML & sanctions), int disputes, ESG, digital innovation, and policy development, and risk management and played a lead role in the finance industry's regulatory and policy debates. For the last ten years, Lorna Strong has held the position of Managing Director and global lead counsel for HSBC Global Trade. In 2024, Lorna left HSBC to join the Finance Department of LSE as Associate Programme Director of the MSc Law and Finance Programme and to set up Strong Consulting Group.

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.

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

Shona Tatchell, Director, Trade Facilitation Programme, EBRD. She leads the Trade Facilitation Programme at the EBRD, bringing over 30 years of trade finance experience from senior roles at Chase Manhattan, HSBC, and Barclays. She is the founder and former CEO of Halotrade, a Barclays fintech spin-out that developed ESG-linked financing solutions tied to supply chain sustainability data. Shona has worked across the UK, Middle East, and Asia, and holds an MA in Modern Languages from the University of Oxford.

Programme

Monday 19 May 2025

8.15 – 9.00am Registration & Networking Session. Meet fellow delegates over a cup of coffee.

Welcome to the 20th Global Conference on Bank Guarantees
by Herbert Stepic, President of ICC Austria

Session 1: Country Issue: India

Sharad Sinha

Session 2: Conflicting Interest of Applicants, Banks and Beneficiaries

Christina Seierup

11.00 - 11.45am

Coffee Break

Session 3: DocDex Decision on Bank Guarantees under URDG and
ISP98

Glenn Ransier

Session 4: Jurisdiction and Applicable Law
Incl. jurisdictional issues of Digitisation

Lorna Strong

1.15 - 2:45pm

Lunch Break

Session 5: Regulatory Environment: Basel 4 and the Classification of
Guarantees

Mireille Troosters

Session 6: Guarantee trends: Guarantees based on Green
Declarations

Stephanie Powell

4.00 – 4.45pm

Coffee Break celebrating 20 years of BG conference

Keynote: Guaranteeing the Future: Trade, Trust & Transformation –
a development bank's perspective

Shona Tatchell,
Head of TFP EBRD

5.15pm on

Closing of Day 1

Celebrate 20 years Guarantee Conference

Cocktail Reception

supported by Raiffeisen Bank International

Hotel Jaz in the City, Windmühlgasse 28, 1060, Wien

Sponsored by



Welcome by Sabine Koszteczy (Head of TF RBI)

Partner



LIBF — Accredited CPD
Programme

Programme

Tuesday 20 May 2025

From 9.00am	Brief Welcome to Day 2 – Housekeeping	ICC Austria
	Session 7: ISP98 vs URDG vs UCP	Glenn Ransier
	Session 8: Corporate Panel: Siemens Mobility, Primetals, and Strabag on the current trends and challenges in Trade Finance	Stephanie Powell, Judith Schmalnauer & Martin Wolfbauer Moderated by Eleonore Treu
10.45 – 11.30am	Coffee Break	
	Session 9: Parent guarantees	Martin Wolfbauer
	Session 10: Sanctions and Compliance Up-date	Lorna Strong
1.00 – 2.30pm	Lunch Break	
	Session 11: Beyond the Border: Understanding Tariffs and Their Role in Trade Finance	Introduction by Lorna Strong All speakers panel discussion
	Session 12: Spotlight Africa	Hakim Berrah
4.00 – 4.30pm	Coffee Break	
Until 5.00pm	Wrap-up and Closing Session	All speakers

See you next year at our 21st Global Conference on
Bank Guarantees, 8 and 9 June 2026 in Vienna

Partner

ICC Publications

International Standard Banking Practice - ISBP (2023)

Eur 22 (incl VAT)

International Standard Demand Guarantee Practice for URDG 758 (ISDGP)

Eur 22 (incl VAT)

Uniform Rules and Practice for Documentary Credits (UCP 600)

Eur 22 (incl VAT)

Uniform Rules for Demand Guarantees (URDG 758)

Eur 22 (incl VAT)

Guide to ICC Uniform Rules for Demand Guarantees URDG 758

Eur 192.50 (incl VAT)

Pre-order

and pick up at the conference

To get these and further ICC publications and rule books 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.



ICC Austria Trade Finance Week

19 - 23 May 2025

REGISTER ONLINE HERE

	<u>20th Global Conference</u> on <u>Bank Guarantees</u> 19+20 May 2025	<u>Case Studies on</u> <u>Bank Guarantees and</u> <u>Letters of Credit</u> 21 May 2025	<u>19th Global Conference</u> on <u>Letters of Credit</u> 22+23 May 2025
Regular Fee per person	€ 1.335,-- (+ 20% VAT)	€ 775,-- (+ 20% VAT)	€ 1.335,-- (+ 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 send 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.