



# Case Studies on Bank Guarantees & Letters of Credit

22 May 2019

Difficult and unusual cases presented and discussed by:

This year's speakers include amongst others:

- Don Smith, USA
- Andrea Hauptmann, Austria
- Hugo Verschoren, Belgium
- Gabriele Katz, Germany
- Christina Elisabeth Seierup, Denmark
- Claude Cagnoncle, France
- Glenn Ransier, USA

*After the conference, celebrate with the London Institute of Banking and Finance & us the new CDCS and CSDG certificate holders!*

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

CDCS® and CSDG® holders  
attending will earn 6 PDU points



## Case Studies on Bank Guarantees & Letters of Credit

Wednesday 22 May, 2019

9am – 4.30pm (registration starts at 8:15am)

“Case Studies” are the future of Trade Finance Trainings because they allow participants to create their own content by submitting their actual challenges, problems and cases to a panel of experts. What is more in this “Case Studies on Bank Guarantees & Letters of Credit” on Wednesday, June 20th we combine case studies on Demand Guarantees with those on Letters of Credit to strengthen interaction and foster understanding between LC and Bank Guarantee experts.

This conference offers an exceptional opportunity to discuss with a highly qualified panel consisting of international bankers and practitioners delicate and controversial cases which delegates of this conference experienced in their daily practice.

***Do you have interesting cases you would like to have analyzed and discussed or have encountered a challenge you would like to share with your colleagues or the expert panel? Please, send a short outline – anonymized if required – at your earliest convenience to [e.treu@icc-austria.org](mailto:e.treu@icc-austria.org) !***

**“This is your opportunity to ask questions to experts in the field of:  
Bank Guarantees, LCs, Insurance, Transportation, and Trade Finance.”**

*Kindly note, that due to the success of the event, we might receive more cases, than we perhaps are able to accommodate in the session. Therefore, we will work on a first come, first served basis but shall discuss those of greatest interest to all first.*

**This annual Vienna-based conference has established itself as the only true global platform dedicated to Bank Guarantees and Letters of Credit. Profit from our unique combination of lecturers, panellists and attendees that meet, network, exchange ideas and solve mutual problems of their business.**

**“for International Trade Finance Experts – Vienna is the place to meet!”**

**With this conference, you can earn 6 PDUs.**

### Recommended for:

- Letters of Credit experts
- Trade finance specialists
- Project finance specialists
- Managers Financial Institutions
- Commodity Trading specialists
- International Traders & Manufacturers
- Risk managers
- Compliance Managers
- Lawyers & Insurance companies
- Logistic companies



## 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;

**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;

**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;

**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, Dankse 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 Forfaiting, 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;



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## 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

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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"/>
<b>Early Bird Fee</b> 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)
<b>Regular Fee</b>	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

#### Monday, 20 May 2019

directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

I will attend  
 I will not attend

#### Thursday, 23 May 2019

directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

I will attend  
 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