



**European Bank**  
for Reconstruction and Development

## Case Studies on Documentary Credits & Bank Guarantees

**[REGISTER HERE](#)**

02 + 03 October 2023  
9.00 am – 5.00 pm CET  
Vienna, Austria



Bring your own cases and discuss with renowned experts:

**Neil Chantry, Andrea Hauptmann, Gabriele Katz, &  
ICC Banking Commission Technical Advisor Glenn Ransier**

**The London Institute  
of Banking & Finance**

CSCF, CDCS® and CSDG® hold-  
ers attending will earn 12 PDU  
points towards re-certification.



## Who is it for

- Leaders in Trade Finance Departments
- Trade Finance Practitioners
- Advanced Trade Finance Officers
- Correspondent Bankers/FI

## What it is about

By popular demand: Our unique 2 days technical Master Class workshop on unusual cases in international Trade Finance organised jointly by EBRD and ICC Austria is back!

World class experts are ready to discuss and give solutions to

- unusual and difficult cases
- as well as answer your individual problems and specific situations (**please submit** – in anonymized form – **your cases** – we will treat all details submitted with strict confidence as to its origins)

Your challenges, questions, hick-ups or unusual cases occurring in your daily business around Letter of Credits, Stand-bys, Bank Guarantees, and other Trade Finance instruments will be answered by highly experienced practitioners. This international workshop will adapt to your special needs!

The European Bank for Reconstruction and Development (EBRD) with its mandate to facilitate trade through its Trade Facilitation Programme (TFP) and provide access to trainings and education and ICC Austria – a successful rule maker, conference provider and consultant - decided to establish an annual platform that offers you the unique possibility to debate your personal cases with your colleagues as well as experts from around the globe with the aim of finding legally correct, but more importantly practical solutions to your problems.

## How it works

We developed a simple four-step-programme for your practical needs:

### 1. Submit your case

Upon registration you will receive a template ppt slide that you can use to submit your cases anonymously (if required) until 28th of October to [e.treu@icc-austria.org](mailto:e.treu@icc-austria.org). They will then be forwarded to all participants and experts prior to the event in order to review them (as preparation).

### 2. Discuss your problem within a working group

Next to the template you will receive during registration, you will be asked to fill out a participants' profile which enables us to set up suitable working groups. A working group will consist of up to 8 participants (depending on the overall number of registrations). Together, you will work through your first pack of cases, discuss them, and draft a possible solution.

### 3. See how other groups as well as experts solve the problem in the plenary session

The solution found by the different groups will then be presented in the plenary session which is moderated by the experts.

### 4. Take the solution to your case home

## 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](#) per day (approval pending)

**Networking event:** You are warmly invited to a cocktail reception on 3<sup>rd</sup> of October, 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 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](mailto:c.dede@icc-austria.org).



# Meet our experts

**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;

**Andrea Hauptmann**, working for Raiffeisen Bank International for 37 years, whereof more than 25 years as Head of Department, lastly as Senior Global Consultant in Trade Finance, now working as an independent external consultant. 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 for about 10 years;

**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;

**Glenn Ransier**, Head of Documentary Trade and SBLCs, Wells Fargo, USA; Glenn is one of the three 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;



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2 + 3 October 2023

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**Regular Fee** per person

**€ 1190,-- (+ 20% VAT)**

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 bank transfer 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.