ICC Austria & EBRD Technical Assistance Workshop:

Case Studies on Documentary Credits & Bank Guarantees

- **Step 1:** Submit your real-life cases
- **Step 2:** Discuss your challenges with many colleagues from around the globe
- **Step 3:** Receive insights and advise from industries’ experts
- **Step 4:** Leave with tailor-made, hands-on solutions

*Do not miss the unique opportunity to question renowned experts on your daily challenges*

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

17 + 18 November 2021,
2.00 – 5.00 p.m.
ZOOM Meeting Platform

[Register here](#)
**Target Group**

- Heads of Trade Finance Departments
- Senior Trade Finance Officers
- Trade Finance Specialists
- Correspondent Bankers

**Background**

This unique 2 days technical Master Class workshop on unusual cases in international Trade Finance is organised by EBRD together with ICC Austria. 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, Performance Bonds, Forfaiting or any other instrument will be answered by practitioners and lawyers. 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 **1st November to 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 would solve the problem in the plenary session**
   - The solution found by the different groups will then be presented in the plenary session which is moderate by the experts.

4. **Take the solution to your case back home**
Speakers

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, Director, Deutsche Bank AG, Germany. She is in charge in Global Transaction Banking in Product Management for the Documentary Trade Business for Europe and MENA. She has a more than 25 years’ experience in the documentary and guarantee business. After her apprenticeship at Deutsche Bank AG, Freiburg, Germany she earned a degree as Bankfachwirt from the Bankakademie in Germany and also is certified as a training supervisor of the Chamber of Industry and Commerce, Düsseldorf, Germany. She is also member of the National Committee of the ICC Banking Commission in Germany.

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.

Registration Form

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☎ Tel.: +43-1-504 83 00-4306  
responsible for the content: Ass. iur. Eleonore Treu

other ICC Austria online-trainings:

- The new ISDGP  
  16 Nov 2021, ONLINE

For further details please visit:  www.icc-austria.org

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Case Studies on Documentary Credits & Bank Guarantees  
REGISTER HERE !  
17+18 Nov 2021  
9:00am-12:00 New York — 2:00 -5:00pm Vienna — 9:00pm-12:00 Singapore

Registration Fee per person  
€ 600,00 EUR excl. VAT  
incl. electronic training documents, certification of participation

Technical Requirements

Computer/Laptop/Tablet with internet connection.

The webinar will be held via Zoom. If your company does not use Zoom by default, a participation is still possible. If you have any questions, please contact your in-house IT department or contact us directly.

You will receive the link and access data for participation in the online training 3 working days before the webinar starts.