



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*

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

**17 + 18 November 2021,**

2.00 – 5.00 p.m. CET

ZOOM Meeting Platform

[Register here](#)

**The London Institute  
of Banking & Finance**

CSCF, CDCS® and CSDG® holders attending will earn 6 PDU points towards re-certification.

## Target Group

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

## Background

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 **1st November 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 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 moderated by the experts.

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

## Speakers

**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 SBLs, 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.

**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.

## Registration Form

Mail to:

**Mrs. Cennet Aygün**

ICC Austria – International Chamber of Commerce

@ mail: [c.ayguen@icc-austria.org](mailto:c.ayguen@icc-austria.org)

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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](http://www.icc-austria.org)

## 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

incl. electronic training documents, certification of participation

**€ 600,00 EUR** excl. VAT

## 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.