



10th Global Conference on Letters of Credit

9 – 10 June 2016

Celebrating the 10th anniversary of our Global Conference on Letters of Credit

This year's topics include amongst others:

- LC in **Islamic Banking**
- Sanctions & Embargoes
 - **Iran**
- **Basel IV**: everything you need to know about the new proposal
- Country issue: **Myanmar**
- **Old ICC Opinions** that are not included in the ISBP
- Current Challenges of UCP 600 - a revision on the horizon?
- BPO: the **client/bank** recommendation by ICC
- **Art 55 BRRD** and its implications for the LC business
- What not to do in a LC
- Discuss the **latest ICC Opinions**

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

CDCS® and CSDG® holders
attending will earn **12 PDUs**
towards recertification.

ICC Austria Trade Finance Week

10th Global Conference on Letters of Credit 9 - 10 June 2016





10th Global Conference on Letters of Credit

Thursday 9th & Friday 10th of June 2016

9 am – 5 pm

Celebrate with us our 10th Global Conference on Letters of Credit attended annually by practitioners from almost 50 countries.

New markets in Africa as well as difficult times - as the present developments in China or the ongoing situation in Russia show - seem to always arise somewhere. So the demand for secure payment through Letters of Credit remains.

With ICC Austria's "Global Conference on Letters of Credit" you conquer the challenges of modern trade and stay up to date on recent developments as well as practice and meet your peers from some 50 countries.

What makes this conference different and successful is our strong and distinctive focus on content. We provide a truly international forum that addresses the challenges and seeks to answer the questions LC practitioners face in their daily business environment.

Every year we arrange a unique collection of topics. These include the industries' latest trends and developments, sessions designed to analyse the legal and practical issues in Letters of Credit, which explain their uses, highlight the areas of potential risk, show how to circumvent looming problems and teach effective drafting and documentation techniques.

ICC Austria can rely on the most distinguished expert speakers with long, successful careers in this global industry

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.

For International Letters of Credit Experts – Vienna is the place to meet!

With this conference you can earn 12 PDUs.

Recommended for:

- International Letter of Credit Experts
- Trade finance specialists
- Project finance specialists
- Risk managers
- Compliance managers
- Commodity Trader
- Managers - Financial Institutions
- Plant engineering & construction
- Internat. manufacturers & traders
- Lawyers
- Insurance & Logistic



PROGRAMME:

Thursday 9th of June

Registration and Morning networking session: Meet fellow delegates over a cup of coffee

Welcome to the 8th Global Conference on Letters of Credit

Session 1: Celebrating the 10th Global Conference on Letters of Credit *Don Smith*

Session 2: Old ICC Opinions that are not included in the ISBP *Claude Cagnoncle*

Coffee Break

Session 3: Country Issue: Myanmar *Anurag Mishra*

a) ICC Opinions *Don Smith/
Glenn Ransier*

Lunch Break

b) ICC Opinions *Don Smith/
Glenn Ransier*

Session 4: Basel IV: everything you need to know about the new proposal *Hugo Verschoren*

Session 5: Sanctions – Update 2016 *Stephen Tricks*
 • *Iran* *Mohammad Reza*
Shaker Donyavi

Coffee Break

Session 6: Country Issue: Iran and LCs in Islamic Banking *Mohammad Reza*
Shaker Donyavi

c) ICC Opinions *Don Smith/
Glenn Ransier*

Keynote: Winds of change – How trading patterns will change in the future *Trevor Williams*

*End of day one
followed by
Cocktail Reception Celebrating 10th Global Conference on Letters of Credit*

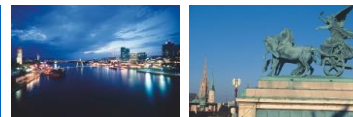


Friday 10th of June

Morning networking session: Meet fellow delegates over a cup of coffee.

Session 7: FITF – a new regulatory requirement and its implication for Trade Finance?	<i>Hugo Verschoren</i>
Session 8: Insurance and UCP/ISBP	<i>Stephen Tricks</i>
d) ICC Opinions	<i>Gabriele Katz/ Christina Seierup</i>
<i>Coffee Break</i>	
e) ICC Opinions	<i>Gabriele Katz/ Christina Seierup</i>
Session 9: Art 55 BRRD and its implications for the LC business	<i>TBA</i>
Session 10: Up-date on BPO: the Client/Bank recommendation by ICC	<i>Hugo Verschoren</i>
<i>Lunch</i>	
e) ICC Opinions	<i>Gabriele Katz/ Christina Seierup</i>
Session 11: Current challenges of UCP 600	<i>All Speakers</i>
Session 12: What not to do in a LC	<i>Radek Dobas</i>
<i>Coffee Break</i>	
Session 12: Mock case	<i>Don Smith/ Glenn Ransier/ Stephen Tricks</i>
f) ICC Opinions	<i>Gabriele Katz/ Christina Seierup</i>
Closing remarks	<i>Don Smith Max Burger</i>

End of Conference

**SPEAKERS:**

Claude Cagnoncle, President of CREDIMPEX France, the French association of Trade Finance Specialists. He delivers trainings on Documentary Credits, Standby L/Cs, Collections for both ICC France and the Paris Chamber of Commerce and Industry. He is a member of the ICC Banking commission, the Commercial Law and Practice commission and the commission on Customs and Trade Facilitation;

Radek Dobáš, Expert, Documentary Business, Česká spořitelna, a.s., Praha, Czech Republic. He has been involved in documentary business since 1995. Since 2001 he has been working in the Documentary Business team of Česká spořitelna. He joined ICC Banking Commission in 2002 and has been active at its meetings and seminars, both in the Czech Republic and internationally. He took part in the latest UCP revision as a member of the ISBP Consultative Group. He is appointed by ICC International Centre for ADR as a DOCDEX expert;

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;

Anurag Mishra, Regional Lead – Asia Pacific Region, Global Trade Finance & Supply Chain Solutions, joined International Finance Corporation (IFC), World Bank Group, in 2011. He has over 20 years of experience in Banking; prior to joining IFC, he was Acting CEO and Head, Wholesale Banking, Standard Chartered Bank, Nepal. At IFC, he is a Senior member of Financial Institutions Group Team in Asia responsible for Global Trade, Supply Chain and Structured Trade Finance across the Asia Pacific Region;

Glenn Ransier, VP North America Import Product Head, Citibank NA, New York; He maintains strong ties to domestic and global trade communities; has been actively involved in trade finance for 32 years. Glenn maintains the website www.loc.cc, which provides technical trade finance information and support;

Christina Elisabeth Seierup, Vice President Trade Finance Operations, Danske Bank AS, Denmark; Member Danish Banking Committee. She joined Danske Bank A/S in 1985 and has been working with International corporates since 1989. Since 2010 she is Head of training and education for the Trade Finance product suite within the Danske Bank Group and responsible for corporate Trade Finance and related subjects such as AML trainings;

Mohammad Reza Shaker Donyavi, Iran, commercial banks consultant. He is a member of the Iranian Banking committee. He holds trainings on UCP, ISBP, URR, URC, URDG and INCOTERMS as well as other Import & Export procedures, such as Reimbursement undertaking, Letter of Credits Standby L/c, Documentary collections, Avalizing bills, Forfaiting, Discounting, SWIFT, AML. Prior to becoming a consultant Reza worked as Trade Finance Manager;

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;

Stephen Tricks, Lawyer, Consultant, Clyde & Co, London, UK since 1986, specialized in international trade and insurance. Clients include traders, banks, carriers, insurers. Member of ICC UK Banking Committee; Member of the Legal Committee and the Task Force on Bank Guarantees of the ICC Banking Commission; DocDex expert;

Hugo Verschoren (invited), 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 of the ICC Banking Commission Netherlands and a member of the BPO Educational Group, the Trade Finance Register Steering Group and the Financial Crime Risk and Policy Group with ICC;

Trevor Williams, Keynote Speaker, has been the Chief Economist at Lloyds Bank – Commercial Banking for over 20 years, he is a visiting Professor at Derby University, Chairman of the Institute of Economic Affairs Shadow Monetary Policy Committee (SMPC) and author of Trading Economics: A Guide to Economic Statistics for Practitioners. He is on the editorial board of *Economia* and the *Journal of Corporate Treasury Management*.



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International Trade Finance Conference Week

6 – 10 June 2016

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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Participant Information

Mr. Mrs.

Family Name: First Name:

Organisation / Company:

Address:

City, Postal code: Country:

Telephone: Fax:

E-Mail: Job Title / Position:

Invoice data

Organisation / Company:

VAT Number:*

Address:

City, Postal code: Country:

* Obligatory for invoicing participants from EU member states

Registration – closing date 20 May 2016

	6+7 June 2016	8 June 2016	8 June 2016	9+10 June 2016
I want to register for:	11th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/>	IRAN Trade Finance <input type="checkbox"/>	10th Global Conference on Letters of Credit <input type="checkbox"/>
Regular Fee	EUR 990,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 990,-- (plus 20% VAT)

Package Prices: 4 or 5 days – 10% discount

Please transfer the course fees after receipt of invoice free of charges for ICC Austria to:

UniCredit Bank Austria, Vienna - Austria

IBAN: AT88 1100 0016 4633 2500 / BIC/SWIFT: BKAUATWW

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, no Internet access available at the conference venue.

Side Events – please register

Monday, 6 June 2016 directly following the conference (available only for conference participants)	Cocktail/Social event and Networking	<input type="checkbox"/> I will attend <input type="checkbox"/> I will not attend
Thursday, 9 June 2016 directly following the conference (available only for conference participants)	Do not miss: the Celebration of the 10 th anniversary of our Letters of Credit Conference	<input type="checkbox"/> I will attend <input type="checkbox"/> 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. 6 – 8 weeks to get the visa – please contact your local Austrian Embassy early on.

For visa letter please send us your passport details:

Full name

Passport number

Date of birth

Date of issue and expiry

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

A full refund will only be given for cancellations received up to 20 working days before the event.

Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

.....
Date

.....
Signature