



# 11th Global Conference on Letters of Credit

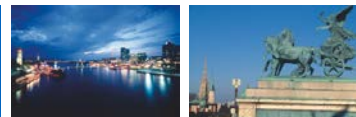
18 – 19 May 2017

This year's topics include amongst others:

- Country Issue: **India**
- **Practice in China:** Negotiation under Letters of Credit
- **Typo or discrepancy** – an evergreen
- **Corporates' perspectives:** Nokia & Siemens Financial Service
- Avoiding pitfalls in **commercial Standby L/Cs**
- Understanding the carrier's perspective
- The **ICC Global Survey:** Recent Trends and Data
- **Blockchain:** fad or future?
- Up-date on **Basel IV** & Sanctions & Compliance
- Discuss the latest **ICC opinions** with the *ICC Technical Advisor Glenn Ransier*
- Meet & discuss with your **Bangladeshi counter-parts**

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

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



# 11<sup>th</sup> Global Conference on Letters of Credit

Thursday 18 & Friday 19 May 2017

9 am – 5 pm

Africa – the continent of the next decade? Uncertainty in Brazil, Central Asia etc... As politics shift, 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

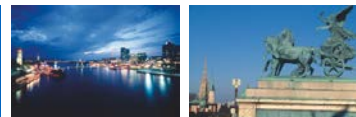
Do not miss the chance to take part in in-depth training sessions, discussion of the current challenges and the invaluable opportunity to meet with your peers from around the globe.

**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



**SPEAKERS:**

**Vincent O'Brien**, Leading Member, ICC Banking Commission; Chairman of ICC's Market Intelligence Group; Director of Electronic Business School International.

**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;

**Jari Hänninen** Head of Structured Finance, Credit Products, Nokia Corporation; in charge of Trade Finance, Customer and Supplier Analyses and ECA Co-ordination for the group; has more than 20 years' experience in related matters in Nokia. Chair of Finance Working Group, The Finnish Technology Industries; Member, Export Finance Advisory Board, Finnvera Plc.

**Zhu Hongsheng**, Chief Guarantee Expert, Transaction Banking Department, China Minsheng Banking Corp. Ltd., Beijing, China. He is Legal Counsellor on Trade Financing and General Manager of Products Center; member of ICC TF on Guarantees; ICC Docdex Expert; Vice Chair, Guarantee Group of ICC China. Regular speaker on guarantees and trade finance and consulted with the Supreme Court of China on the new Chinese Independent Guarantees Rules. He developed new products such as TF Assets Securitization, Trade Asset Management, Structured Forfaiting under Domestic L/Cs and Payment Guarantees, A/R assignment & reimbursement under Cross-border Renminbi L/Cs, Structured performance Guarantee Solutions.

**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;

**Sander van Loosbroek** is leading the distributed ledger research and development activities for Cegeka, a European IT service provider, Germany. Since 2015 Cegeka developed several Trade Finance blockchain Proof-of-Concepts and won an EFMA award for the Digital Trade Chain application it built for KBC.

**Glenn Ransier**, Global Standby and Demand Guarantee Product Manager, USA; He maintains strong ties to domestic and global trade communities; has been actively involved in trade finance for 32 years. Glenn is Technical Advisor for the ICC Banking Commission.

**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;

**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;



## Solve your problems with Bangladesh:

47 bankers from 17 different banks in Bangladesh will attend our conference. For further information, please write to Katja Ludl, [k.ludl@icc-austria.org](mailto:k.ludl@icc-austria.org)

### PROGRAMME:

**Thursday 18 May**

**9am – 5pm**

**8:30 – 9:00 Morning networking session:** Meet fellow delegates over a cup of coffee.

**Welcome to the 11<sup>th</sup> Global Conference on Letters of Credit** by Peter Lennkh and Max Burger

<b>Session 1: The ICC Global Survey: Recent Trends and Data</b>	<i>Vin O'Brien</i>
<b>Session 2: A case study on handling of Letters of Credit in Bangladesh</b>	<i>tba</i>
<i>Coffee Break</i>	
<b>Session 3: Country Issue: India</b>	<i>tba</i>
<b>Session 4: Typo or discrepancy – an evergreen</b>	<i>Claude Cagnoncle</i>
<i>Lunch Break</i>	
a) ICC Banking Commission Opinions	<i>Gabriele Katz, Christina Seierup &amp; Glenn Ransier</i>
<b>Session 5: Avoiding pitfalls in commercial Standby L/Cs</b>	<i>Claude Cagnoncle</i>
<b>Session 6: Up-date on Sanctions and Compliance</b>	<i>Stephen Tricks</i>
<ul style="list-style-type: none"> <li>• <i>Recent developments</i></li> <li>• <i>The Wolfsberg Group, ICC and BAFT Trade Finance Principles</i></li> </ul>	
<i>Coffee Break</i>	
<b>Session 7: Corporate's perspective</b>	<i>Siemens Financial Service</i>
b) ICC Banking Commission Opinions	<i>Gabriele Katz, Christina Seierup &amp; Glenn Ransier</i>

**Keynote by Mr. Muhammad Abdul Ali & Mr. Helal Ahmed Chowdhury**

**End of day one followed by cocktail and networking reception at Sky Bar top floor RBI**



**Friday 19 May**  
**9am – 5pm**

**8:30 – 9:00 Morning networking session:** Meet fellow delegates over a cup of coffee.

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**Session 8: Practice in China: Negotiation under the Letter of Credit**

*Zhu Hongsheng*

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d) ICC Banking Commission Opinions

*Gabriele Katz,  
Christina Seierup &  
Glenn Ransier*

*Coffee Break*

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**Session 9: The future is digital – recent developments**

- *SWIFT MT 798 – corporate's perspective*
- *electronic LC*
- *Blockchain fad or future*
- *Swift updates on the new MT700 forms*
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*Jari Hänninen,  
Sander van Loosbroek  
Robert Marchal*

*Lunch*

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c) ICC Banking Commission Opinions

*Gabriele Katz,  
Christina Seierup &  
Glenn Ransier*

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**Session 10: Shipping**

- *Risk Management from a Transport Industry perspective*
- *Digitisation*
- *Understanding FOB*

*Georg Schäfer  
Stephen Tricks*

*Coffee Break*

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**Session 11: Recent developments**

- *Up-date on UCP revision*
- *LC light*
- *Up-date on Basel IV*
- *Incoterm's revision*
- *Up-date on Art 55 BRRD*

*Hugo Verschoren  
Stephen Tricks  
Karl Mayrl*

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**Closing remarks**

*Chair and Max Burger*

*programme can be subject to change*



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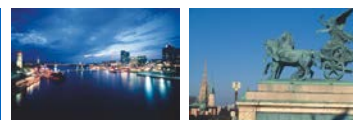
**Raiffeisen Bank  
International**

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**European Bank**  
for Reconstruction and Development

**The London Institute  
of Banking & Finance**



## International Trade Finance Conference Week 15 – 19 May 2017

**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

Mrs. Cennet Kacan  
@ E-Mail: [c.kacan@icc-austria.org](mailto:c.kacan@icc-austria.org)

Tel.: +43-1-504 83 00-3718  
Fax: +43-1-504 83 00-113718

### 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 28 April 2017

	15 + 16 May 2017	17 May 2017	17 May 2017	18 + 19 May 2017
I want to register for:	<b>12th Global Conference on Bank Guarantees</b> <input type="checkbox"/>	<b>Case Studies on Letters of Credit and Bank Guarantees</b> <input type="checkbox"/>	<b>Islamic Trade Finance – a Dynamic Proposition</b> <input type="checkbox"/>	<b>11th Global Conference on Letters of Credit</b> <input type="checkbox"/>
<b>Regular Fee</b>	<b>EUR 990,-- (plus 20% VAT)</b>	<b>EUR 560,-- (plus 20% VAT)</b>	<b>EUR 560,-- (plus 20% VAT)</b>	<b>EUR 990,-- (plus 20% VAT)</b>

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, 15 May 2017 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, 18 May 2017 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

**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 May 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