



Case Studies on

Bank Guarantees & Letters of Credit

Wednesday, 10th June 2015

Difficult and unusual cases presented and discussed by:

This year's speakers include amongst others:

- Don Smith,
- Glenn Ransier,
- Andrea Hauptmann,
- Bob Ronai,
- Stephen Tricks,
- Hugo Verschoren,
- Gabriele Katz,
- **Also hear - Jörgen Holmgren of Volvo on**

"The Corporate's perspective on Trade Finance Instruments"

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

*With this conference
you earn 5,5 PDUs.*



Case studies on Bank Guarantees & Letters of Credit

Wednesday 10th of June 2015

9am – 5pm (registration starts at 8:15am)

Due to the great interest we have seen in our “Case Studies on L/C” session over the last years and increased demands for a “Case Studies of Guarantees” session we have created a combined “Case Studies on Bank Guarantees & Letters of Credit” session all day Wednesday, June 10th

With this, we also seek to strengthen interaction and foster understanding between LC and Bank Guarantee experts. This conference offers an exceptional opportunity to discuss with a highly qualified panel consisting of international bankers and practitioners delicate and controversial cases which delegates of this conference experienced in their daily practice.

Do you have interesting cases you would like to have analyzed and discussed or have encountered a challenge you would like to share with your colleagues or the expert panel? Please, send a short outline – anonymized if required – at your earliest convenience to e.treu@icc-austria.org !

**“This is your opportunity to ask questions to experts in the field of:
Bank Guarantees, LCs, Insurance, Transportation, and Trade Finance.”**

This annual Vienna-based conference has established itself as the only true global platform dedicated to Bank Guarantees and Letters of Credit. Profit from our unique combination of lecturers, panellists and attendees that meet, network, exchange ideas and solve mutual problems of their business.

For International Trade Finance Experts – Vienna is the place to meet!

With this conference you can earn 5,5 PDUs.

Recommended for:

- Letters of Credit experts
- Trade finance specialists
- Project finance specialists
- Managers Financial Institutions
- Commodity Trading specialists
- International Traders & Manufacturers
- Risk managers
- Compliance Managers
- Lawyers & Insurance companies
- Logistic companies



SPEAKERS:

Andrea Hauptmann, Senior Director, Raiffeisen Bank International AG, Austria; Chair and founding member ICC Task Force on Bank Guarantees; regular speaker at international conferences since 1991; member, Executive Committee of ICC Banking Commission;

Jörgen Holmgren, Director Corporate Finance, AB Volvo, Sweden. Responsible for coordination and development of Trade Finance products used within the Group.

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.

Vincent O'Brien, a leading member of the International Chamber of Commerce Banking Commission is Chairman of its Market Intelligence Group, and Director of the Electronic Business School International. He is a highly experienced practitioner of international trade finance with more than 20 years inter-national trade banking experience.

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;

Bob Ronai, independent trade consultant; Australia; assisting exporters and importers; active member of ICC Australia's Banking Commission; author of numerous articles on export/import for "Australian Small Business and Investing", "Dynamic Small Business", "Ragtrader", "Food Australia", "Daily Commercial News", "Australian Business Solutions";

Don Smith, President, Global Trade Advisory, Ltd., USA. Chair of ICC-IFA drafting group for Uniform Rules for Forfeiting, 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 and has over 35 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

Hugo Verschoren Senior Expert, Center of Excellence, Trade Finance Services, ING group Belgium. He is a regular provider of trainings, internally within ING and externally to corporates and banks related to all aspects of Trade Finance; chair of the National Committee 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.



Programme:

Wednesday 10th of June 9am – 4:15pm

From 8:15 a.m	<i>Start of registration Morning networking session. Meet fellow delegates over a cup of coffee</i>	Chair: Don Smith
9:00	Welcome and Introduction	M. Burger-Scheidlin
	Case Studies Bank Guarantees – Part 1 <ul style="list-style-type: none"> Cases submitted by participants 	Don Smith, Glenn Raniser Andrea Hauptmann Bob Ronai Stephen Tricks Hugo Verschoren Vin O'Brien
10:30 – 11:00 <i>Contact Break</i>		
	Trade Finance Instruments from a Corporate's perspective	Jörgen Holmgren
	Case Studies Bank Guarantees – Part 2 <ul style="list-style-type: none"> Cases submitted by participants 	Don Smith, Glenn Raniser Andrea Hauptmann Bob Ronai Stephen Tricks Hugo Verschoren Vin O'Brien
12:45 – 13:45 <i>Lunch</i>		
	Case Studies Letters of Credit– Part 3 <ul style="list-style-type: none"> Cases submitted by participants 	Don Smith, Glenn Raniser Andrea Hauptmann Bob Ronai Stephen Tricks Hugo Verschoren Vin O'Brien
15:15 – 15:45 <i>Contact Break</i>		
	Case Studies Letters of Credit– Part 4 <ul style="list-style-type: none"> Cases submitted by participants 	Don Smith, Glenn Raniser Andrea Hauptmann Bob Ronai Stephen Tricks Hugo Verschoren Vin O'Brien

End of conference

Please note that the programme can be subject to changes



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EXPORT
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**International Trade Finance Conference Week
June 8 - 12, 2015**

RBI – Raiffeisen Bank International, 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

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 May 25, 2015

	June 8+9 2015	June 10, 2015	June 11+12, 2015
I want to register for:	10th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/>	9th Global Conference on Letters of Credit <input type="checkbox"/>
Regular Fee	EUR 990,-- (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

Please provide the conference documentation	<input type="checkbox"/> on a USB-Device *	<input type="checkbox"/> printed in a folder	<input type="checkbox"/> both for EUR 20,-- **
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* No computers, no connection for power supply, no Internet access available ** incl. VAT (EUR 16.67 + 20% VAT) price per conference/seminar

Side Events – please register

Monday, June 8, 2015 directly following the conference (available only for conference participants)	Do not miss: the Celebration of the 10 th anniversary of our Bank Guarantees Conference	<input type="checkbox"/> I will attend <input type="checkbox"/> I will not attend
Thursday, June 11, 2015 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 4 - 6 weeks to get the visa.**

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.

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Date

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Signature