



Case Studies on

Bank Guarantees & Letters of Credit

17 May 2017

Difficult and unusual cases presented and discussed by:

This year's speakers include amongst others:

- Don Smith, USA
 - Andrea Hauptmann, Austria
 - Stephen Tricks, UK
 - Hugo Verschoren, Belgium
 - Gabriele Katz, Germany
 - Glenn Ransier, USA
 - Christina Elisabeth Seierup, Denmark
-
- Meet & discuss with your **Bangladeshi counter-parts**

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

CDCS® and CSDG® holders
attending will earn **6 PDU**s
towards recertification.



Case Studies on Bank Guarantees & Letters of Credit

Wednesday 17 May 2017

9am – 4.30pm (registration starts at 8:15am)

“**Case Studies**” are the future of Trade Finance Trainings because they allow participants to create their own content by submitting their actual challenges, problems and cases to a panel of experts. What is more in this “**Case Studies on Bank Guarantees & Letters of Credit**” on Wednesday, May 17th we combine case studies on Demand Guarantees with those on Letters of Credit 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.”

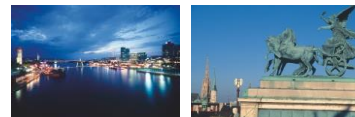
This annual Vienna-based conference has established itself as the only true global platform dedicated to Bank Guarantees and Letters of Credit. Profit from our unique combination of lecturers, panellists and attendees that meet, network, exchange ideas and solve mutual problems of their business.

“for International Trade Finance Experts – Vienna is the place to meet!”

With this conference you can earn 6 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;

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, ICC Germany Banking Committee.

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

Bob Ronai, Australia, Independent consultant assisting Australian exporters, author of numerous articles in international and local publications, appointed to the ICC's Incoterms 2020 Drafting Group, member of ICC Australia's Banking Committee and Incoterms Committee, passionately interested in improving how international trade works for the traders.

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.

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.



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

Programme:

Wednesday 17 May 9am – 5pm

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 and Letters of Credit Part 1		Don Smith, Andrea Hauptmann Christina Seierup, Stephen Tricks Gabriele Katz, Hugo Verschoren Glenn Raniser
<ul style="list-style-type: none"> Cases submitted by participants Cases seen and experienced by top experts 		
Contact Break		
Case Studies Bank Guarantees and Letters of Credit Part 2		Don Smith, Andrea Hauptmann Christina Seierup, Stephen Tricks Gabriele Katz, Hugo Verschoren Glenn Raniser
<ul style="list-style-type: none"> Cases submitted by participants Cases seen and experienced by top experts 		
Lunch		
Case Studies Bank Guarantees and Letters of Credit Part 3		Don Smith, Andrea Hauptmann Christina Seierup, Stephen Tricks Gabriele Katz, Hugo Verschoren Glenn Raniser
<ul style="list-style-type: none"> Cases submitted by participants Cases seen and experienced by top experts 		
Contact Break		
Case Studies Bank Guarantees and Letters of Credit Part 4		Don Smith, Andrea Hauptmann Christina Seierup, Stephen Tricks Gabriele Katz, Hugo Verschoren Glenn Raniser
<ul style="list-style-type: none"> Cases submitted by participants Cases seen and experienced by top experts 		

**Welcome the young experts:
Celebrate with us the graduates of CSDG & CDCS 2016**

End of conference

Please note that the programme can be subject to changes



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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

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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 28 April 2017

	15 + 16 May 2017	17 May 2017	18 + 19 May 2017
I want to register for:	12th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Bank Guarantees and Letters of Credit <input type="checkbox"/>	11th Global Conference on Letters of Credit <input type="checkbox"/>
Early Bird Fee registration received by 24 February and payment credited by 10 March 2017	EUR 790,-- (plus 20% VAT)	EUR 450,-- (plus 20% VAT)	EUR 790,-- (plus 20% VAT)
Regular Fee	EUR 990,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 990,-- (plus 20% VAT)

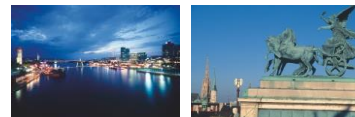
Package Prices: 4 or 5 days – 10% discount

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

All conference materials will be made available electronically to registered participants [payment in total received] three days before the conference <input checked="" type="checkbox"/> electronic materials	In addition I would like to order <input type="checkbox"/> printed materials in a folder for EUR 25,-- *
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* 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.

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 Date

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 Signature