



## Case Studies on

# Bank Guarantees & Letters of Credit

**8 June 2016**

**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

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

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





## Case studies on Bank Guarantees & Letters of Credit

Wednesday 8<sup>th</sup> of June 2016

9am – 5pm (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, June 8th 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](mailto: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:

More to be announced soon:

**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**, 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](http://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.

**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 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 8th of June 9am – 4:30pm**

From 8:15 a.m	<i>Start of registration Morning networking session. Meet fellow delegates over a cup of coffee</i>	<b>Chair: Don Smith</b>
9:00	<b>Welcome and Introduction</b>	M. Burger-Scheidlin
	<b>Case Studies Bank Guarantees – Part 1</b> <ul style="list-style-type: none"> <li>Cases submitted by participants</li> </ul>	Don Smith, Andrea Hauptmann Christina Seierup Stephen Tricks Gabriele Katz Hugo Verschoren
<b>10:30 – 11:00</b> <i>Contact Break</i>		
	<b>Case Studies Bank Guarantees – Part 2</b> <ul style="list-style-type: none"> <li>Cases submitted by participants</li> </ul>	Don Smith, Andrea Hauptmann Christina Seierup Stephen Tricks Gabriele Katz Hugo Verschoren
<b>12:45 – 13:45</b> <i>Lunch</i>		
	<b>Case Studies Letters of Credit– Part 3</b> <ul style="list-style-type: none"> <li>Cases submitted by participants</li> </ul>	Don Smith, Andrea Hauptmann Christina Seierup Stephen Tricks Gabriele Katz Hugo Verschoren
<b>15:15 – 15:45</b> <i>Contact Break</i>		
	<b>Case Studies Letters of Credit– Part 4</b> <ul style="list-style-type: none"> <li>Cases submitted by participants</li> </ul>	Don Smith, Andrea Hauptmann Christina Seierup Stephen Tricks Gabriele Katz Hugo Verschoren

***End of conference***

Please note that the programme can be subject to changes



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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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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 20 May 2016**

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