Trade Finance in Iran post-sanctions

8 June 2016  9 a.m. – 5 p.m.

- Iran's Banking Sector back in Business: Challenges & Perspectives in Trade and Export Finance
- (Re-)connecting Iran to Europe: Current handling of & best practice in Bank Guarantees & LCs in Iran
  - Sharia Law influences
  - Direct Guarantees without Iranian Banks?
- Legal & Compliance issues when dealing with Iran
- Inside Iran: fulfilling European compliance and KYC requirements
- Up-date on the current status of US-Sanctions
- ECA’s perspective and possibilities of coverage
- Corporate’s perspective

Speakers include:
Farideh Tazhibi, Iran; Mohammad Reza Shaker Donyavi, Iran; Jan-Philipp Apkin, Germany;
Gerhard Berger, Austria; Thorsten Güldner-Bervoets; Austria; Stephen Tricks, UK.

Venue: Raiffeisen Bank International
Am Stadtpark 9
1030 Vienna, Austria
Trade Finance in Iran – post sanctions
Wednesday 8th of June 2016
9am – 5pm (registration starts at 8:15am)

Since the “Implementation Day” in January 2016 the old Iranian sanctions are partly lifted, theoretically most non-dual-use goods can again circulate freely. However some of the US sanctions are still in place, the risk of a snap-back is ever present and the US is still wary on financial dealings.

Swift announced the completion of the onboarding process for delisted Iranian banks on Feb. 17th 2016 – with a complimentary statement on Iran’s Central Bank website. So theoretically Iranian banks are able to resume their trade finance operations, and international banks are endeavoring to come back to the market.

However EU and US compliance experts trying to reconnect their banks and business with Iran are facing considerable challenges due to FATF rules and others. Serious compliance issues and risks assessments to be taken into consideration.

As the Iran business and trade finance is still surrounded by many uncertainties ICC Austria decided to offer a one day in-depth seminar on Wednesday June 8th with speakers from Iran and Europe, with experts coming from trade finance and compliance.

“Do not miss this exceptional opportunity to discuss your questions with a highly qualified panel consisting of international bankers & practitioners!"

This annual Vienna Trade Finance Week 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!”

Recommended for:
- L/C & Guarantee 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:

Jan-Philipp Apking, Senior Manager, PwC, Head of Underwriting & Financial Institutions at the German Export Credit Agency, PwC Euler Hermes AG. Jan-Philipp is leading a team of Senior Underwriters assessing FI counter-party/credit risk and manages relationships with key FI clients worldwide. He is responsible for Ship Financing as well as new business in Iran. In his previous roles at PwC Euler Hermes AG Jan-Philipp was involved in Structured and Project Finance Deals in the energy and mining. Prior to joining PwC in 2007, he worked as a Contract Manager at The Linde Group, a world leading supplier of industrial, process and specialty gases;

Gerhard Berger, Director, Relationship Manager for Financial Institutions and Sovereigns in Iran, selected Middle Eastern countries and the Indian sub-continent. Deputy Head of Financial Institutions & Sovereigns Overseas department in Raiffeisen Bank International, Vienna, Austria. Prior to joining Raiffeisen Zentralbank Oesterreich in 2000 he worked as a Senior Manager in the Trade and Export Finance area in various banks. He has been active in the international banking business for more than 30 years.

Thorsten Güldner-Bervoets, AML/CFT & Sanctions Expert, Certified Compliance Officer, Head of Financial Sanctions Compliance, Executive Director at Raiffeisen Zentralbank Österreich AG, Vienna, Austria;

Mohammad Reza Shaker Donyavi, Iran, commercial bank consultant. He is a member of the Iranian Banking committee. His 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 at various banks;

Farideh Tazhibi, Secretary, ICC Banking Commission, Teheran, Iran. Farideh is a regular trainer on Anti-Money Laundering, Guarantees & Compliance in Central Bank of Iran and commercial banks; a Member of the ICC Task Force on Guarantees, the ICC Financial Crime Risk and Policy Group and the Wolfsberg/ICC Trade Finance Principles Drafting Group; Farideh holds a Master’s Degree on International Law, Institute for International Studies, Tehran University;

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.
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ifs University College
incorporated by Royal Charter

ITFA
# Participant Information

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- **Mrs.**

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**City, Postal code:** ……………………………………….  **Country:** …………………………………………………

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**E-Mail:** …………………………………………………  **Job Title / Position:** …………………………………………………

# Invoice data

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* Obligatory for invoicing participants from EU member states

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## Registration – closing date 20 May 2016

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<th>I want to register for</th>
<th>6+7 June 2016</th>
<th>8 June 2016</th>
<th>9+10 June 2016</th>
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<tr>
<td>11th Global Conference on Bank Guarantees</td>
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<td>IRAN Trade Finance</td>
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<tr>
<td>10th Global Conference on Letters of Credit</td>
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**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: AT98 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

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<th>Date</th>
<th>Event Description</th>
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<th>Not attend</th>
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<tr>
<td>Monday, June 6, 2016</td>
<td>Cocktail/Social event and Networking</td>
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<tr>
<td>Thursday, June 9, 2016</td>
<td>Do not miss: the Celebration of the 10th anniversary of our Letters of Credit Conference</td>
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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.

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Date                                      Signature