



Save the Date

ICC Austria

International Trade Finance Week

18 - 22 June 2018, Vienna, Austria

14th Global Conference on Bank Guarantees

18 + 19 June 2018
Vienna, Austria

Case Studies on Bank Guarantees & Letters of Credit

20 June 2018
Vienna, Austria

12th Global Conference on Letters of Credit

21 + 22 June 2018
Vienna, Austria

Excellent networking opportunity with 500 leading L/C and Bank Guarantee experts from various sectors and 50 countries!

- Country Issues:
 - Vietnam
 - China
- **Understanding Compliance with Neil Chantry**
- Guarantees under **Swiss Law**
- **Asymmetrical jurisdiction clauses**
- **Fraud** in Demand Guarantees
- The new SWIFT Form – a step back in time?
- Drafting: extend or pay
- Up-dates on Art 55 BRRD & local jurisdictions
- Up-date on the new **ISDGP**

Difficult & unusual cases are presented from the bankers, corporates, traders, forwarders & insurance point of view

Please submit **your** own anonymized interesting or difficult cases to e.treu@icc-austria.org

Welcome the young experts: **Celebrate** with us the **Graduation** of the recent **CDCS & CSDG** exam absolvents!

- **Understanding Compliance with Neil Chantry**
- Country Issue:
 - Vietnam
- **Digitalisation:** from operational enablers to changing how trade works
- What doc-checkers need to know
- Up-date on **Basel IV**
- **Transferable LC:** what not to do
- **eUCP**
- Discuss the **ICC opinions** with the **ICC Technical Advisor Glenn Ransier**

**Topics may be subject to change*

Meet and discuss with the world's leading international experts:
Claude Cagnoncle, France; Neil Chantry, UK; Patrick Eberhardt, Switzerland; Andrea Hauptmann, Austria; Gabriele Katz, Germany; Zhu Hongsheng, China; Glenn Ransier, USA; Bob Ronai, Australia; Christina Seierup, Denmark; Don Smith, USA; Hugo Verschoren, Belgium; and many more ...

For more information: www.tradefinanceweek.org

CDCS® and CSDG® holders attending will earn CPD/PDU points towards recertification.



SPEAKERS:

Claude Cagnoncle, President of CREDIMPEX France, the French association of Trade Finance Specialists. He delivers trainings on L/Cs, Standby L/Cs, Collections for both ICC France and the Paris Chamber of Commerce. Member of the ICC Banking Commission, the Commercial Law and Practice Commission and the Commission on Customs and Trade Facilitation;

Neil Chantry, Independent Consultant on Trade Finance & Compliance, UK. 40 years with HSBC - on the international executive staff, serving countries in the Middle East & East Africa, on the UK Group executive staff, specialising in Trade Finance operations, procedures, finance, compliance. Recently, consultancy with Standard Chartered Bank. Neil held many ICC positions, e.g. Former Chair, Wolfsberg Group Trade Finance Committee; Joint Wolfsberg Group; Financial Crimes & Anti-Terrorist Financing Group; ICC & BAFT drafting group for the "Compliance Principles Paper; former Chair of the Executive Committee;

Patrick Eberhardt, Partner, Eversheds, Geneva. He focuses on international trade; has extensive experience in structuring and securing trade finance transactions. He advises on the appropriate title documents (BL, FCR, etc.), storage arrangements (CMA, SMA.), security structure and payment methods. He is member of the ICC Legal Committee, and published the guide "Inventory Finance: Golden Rules to mitigate legal risks";

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

Gabriele Katz, (invited) 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;

Glenn Ransier, Head of Documentary Trade and SBLCs, Wells Fargo, USA; Glenn is furthermore one of the Technical Advisors of the ICC Banking Commission; He maintains strong ties to domestic and global trade communities; has been actively involved in trade finance for more than 35 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. Since 2010 Head of Training & Education for Trade Finance, Danske Bank Group - responsible for corporate Trade Finance and related subjects as AML trainings; She joined Danske Bank A/S in 1985 and has been working with International corporates since 1989;

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, with over 40 years international banking experience;

Hugo Verschoren, 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, ICC Banking Commission Netherlands; member of the BPO Educational Group, the Trade Finance Register Steering Group; the ICC Financial Crime Risk & Policy Group;

Zhu Hongsheng, Chief Guarantee Expert, Transaction Banking Department, China Minsheng Banking Corp. Legal Counsellor on Trade Finance; General Manager of Products Center; member of ICC TF on Guarantees; ICC Docdex Expert; Vice Chair, Guarantee Group, ICC China. Regular speaker on guarantees & trade finance; Consultant to Supreme Court of China on new Chinese Bank Guarantees Law. Zhu 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.



International Trade Finance Conference Week

18 – 22 June 2018

RBI – Raiffeisen Bank International
Am Stadtpark 9, 1030 Vienna – Austria

The London Institute
of Banking & Finance

Mail or Fax to:

ICC Austria – International Chamber of Commerce
Wiedner Hauptstrasse 57, 1040 Vienna-Austria

Mrs. Cennet Kacan
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Tel.: +43-1-504 83 00-3718
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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 1 June 2018

prices include all discounts for Graduates

LIBF

| | 18 + 19 June 2018 | 20 June 2018 | 21 + 22 June 2018 |
|--|---|---|---|
| I want to register for: | 14th Global Conference on Bank Guarantees <input type="checkbox"/> | Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/> | 12th Global Conference on Letters of Credit <input type="checkbox"/> |
| Early Bird Fee registration received by 16 March and payment credited by 30 March 2018 | EUR 632,-- (plus 20% VAT) | EUR 50,-- (plus 20% VAT) | EUR 632,-- (plus 20% VAT) |
| Regular Fee | EUR 792,-- (plus 20% VAT) | EUR 50,-- (plus 20% VAT) | EUR 792,-- (plus 20% VAT) |

Package Prices: 4 or 5 days – 10% discount

After receiving the registration, we will sent a confirmation with the invoice attached.

Please transfer the course fees – free of charges for ICC Austria – via banktransfer. **We do not accept payments by credit card.**

In exceptional cases, a payment in cash is possible on site.

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, 18 June 2018

directly following the conference
(available only for conference participants)

Cocktail/Social event and Networking

I will attend
 I will not attend

Thursday, 21 June 2018

directly following the conference
(available only for conference participants)

Cocktail/Social event and Networking

I will attend
 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. some 8 weeks to get the visa (please contact your local Austrian Embassy early on – for local regulations)

For visa letter please send us your passport details:

Full name (as in passport)

Passport number

Date of birth

Date of issue + expiry, Place of issue

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