



## Save the Date

### ICC Austria

# International Trade Finance Week

20 – 24 May 2019, Vienna, Austria

#### 15th Global Conference on Bank Guarantees

20 + 21 May 2019  
Vienna, Austria

#### Case Studies on Bank Guarantees & Letters of Credit

22 May 2019  
Vienna, Austria

#### 14th Global Conference on Letters of Credit

23 + 24 May 2019  
Vienna, Austria

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

- Guarantees under **Georgian Law**
- **Arbitration** in Guarantee matters
- **Insurance vs Bank vs Corporate** Guarantees
- **Corporates' perspective STRABAG**
- The **new SWIFT Form** – one year of use
- Drafting: **Counter-Guarantees**
- Recent developments & local jurisdictions
- The new **ISDGP**
- Compliance and Sanctions update

**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](mailto:e.treu@icc-austria.org)

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

- **UPAS** (usance payable at first sight) and other forms of discounting under LCs
- **Silent confirmations**
- **Drafts** friend or foe?
- Irrevocable **reimbursement undertakings**
- **Warehouse inspections**
- **eUCP and eURC**
- **What's new in FinTech**
- **Shipping** industry up-date
- Discuss the **ICC opinions** with the *ICC Technical Advisor Glenn Ransier*
- Compliance and Sanctions update

*\*Topics may be subject to change*

**Meet and discuss with the world's leading international experts:**

*Claude Cagnoncle, France; Neil Chantry, UK; Andrea Hauptmann, Austria; Matthieu Delorme, Switzerland; Gabriele Katz, Germany; Mariia Minaeva, Russia; Glenn Ransier, USA; Bob Ronai, Australia; Christina Seierup, Denmark; Don Smith, USA; Hugo Verschoren, Belgium; Martin Wolfbauer, Austria and many more ...*

**For more information:** [www.tradefinanceweek.org](http://www.tradefinanceweek.org)

**CDCS® and CSDG® holders attending will earn 6 PDU points per conference day.**



#### 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 CLP Commission & the Commission on Customs and Trade;

**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;

**Matthieu Delorme (invited)** is Senior Vice President since 2002 at Cotecna Inspection SA, a leading inspection company providing services to the commodities trading and trade finance sectors. Prior to that, Mr Delorme held senior trading and management positions at commodity firms André & Cie. and Continental Grain Company, having started in the commodities business in the early 80's with Grupo Espirito Santo;

**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;

**Mariia Minaeva**, Head of Trade Finance and Documentary transactions at International Investment Bank (the IIB), is an international trade and finance practitioner with 20 years' trade finance experience in international Hong Kong holding IPC Interpetrochem Ltd. and international banks among others Deutsche Bank, Credit Europe bank ect. She stood at the origins of IIB TFSP and developed trade finance in IIB since 2014;

**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;

**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**, Hugo Verschoren, independent consultant, and owner of goVer Trading Technologies. Previously with ING in various positions inside and outside Trade Finance. Regular training provider and frequent speaker at conferences worldwide. Member of the ICC Belgian National committee. Technical Adviser to the International Chamber of Commerce, member of the ICC Regulatory Advocacy Group, the ICC Trade Finance Register Steering Group; the ICC Financial Crime Risk & Policy Group.

**Martin Wolfbauer**, International Legal Department of STRABAG Group (CML). Martin is an Austrian and New York qualified lawyer. In STRABAG's legal department he is in charge of guarantees in international projects. He gained extensive experience in reviewing, drafting and negotiating guarantees for major construction contracts in various countries but also advises and supports STRABAG entities in litigation and arbitration proceedings related to guarantees. Martin holds lectures on international law and securities.



## International Trade Finance Conference Week 20 – 24 May 2019

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

Mrs. Cennet Kacan  
@ E-Mail: [c.kacan@icc-austria.org](mailto:c.kacan@icc-austria.org)

Tel.: +43-1-504 83 00-3718  
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FOR A VALID REGISTRATION, PLEASE FILL IN BOTH PAGES OF THE REGISTRATION FORM

### Participant Information

Mr.  Mrs.

Family Name: ..... First Name: .....

Organisation / Company: .....

Address: .....

City, Postal code: ..... Country: .....

E-Mail: .....

Telephone: ..... Job Title / Position: .....

### Invoice data *\*please ensure to enter your data in according with your invoice requirements*

Organisation / Company: .....

VAT Number:\* .....

Address: .....

City, Postal code: ..... Country: .....

\* Obligatory for invoicing participants from EU member states

Registration – closing date 3 May 2019			ICC CZ
	20 + 21 May 2019	22 May 2019	23 + 24 May 2019
I want to register for:	15th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Bank Guarantees and Letters of Credit <input type="checkbox"/>	14th Global Conference on Letters of Credit <input type="checkbox"/>
<b>Early Bird Fee</b> registration received by 22 February and payment credited by 8 March 2019	EUR 830,-- (plus 20% VAT)	EUR 470,-- (plus 20% VAT)	EUR 830,-- (plus 20% VAT)
<b>Regular Fee</b>	EUR 1040,-- (plus 20% VAT)	EUR 590,-- (plus 20% VAT)	EUR 1040,-- (plus 20% VAT)
Package Prices: 4 or 5 days – 10% discount, cannot be combined with other special offers or discounts.			
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. <b>We do not accept payments by credit card.</b> 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! <b>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!</b>			



### 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 available at the conference venue.

### Side Events – please register

<b>Monday, 20 May 2019</b> 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
<b>Thursday, 23 May 2019</b> 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. 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 / Data Protection

Upon signature of this registration form the General Terms and Conditions of ICC Austria are deemed accepted; available with <https://www.icc-austria.org/en/About-us/General-terms-and-conditions/Seminars.htm>. A full refund will only be given for written cancellations received up to 20 working days before the event. Should you be unable to attend, you can nominate a colleague as replacement. I acknowledge that my data is stored electronically for registration purposes. ICC Austria will not submit my data to third parties.

I agree to receive mail notifications on latest up-dates on conferences and training sessions with similar content.

Modification/Cancellation is possible by [delete@icc-austria.org](mailto:delete@icc-austria.org).

.....  
Date

.....  
Signature