



ICC Austria & EBRD Technical Assistance Workshop:

Case Studies on Factoring

- ◆ Step 1: **Submit** your real-life cases
- ◆ Step 2: **Discuss** your challenges with many colleagues from around the globe
- ◆ Step 3: Receive **insights** and **advise** from industries' experts
- ◆ Step 4: Leave with **tailor-made, hands-on solutions**

*Do not miss the unique opportunity
to question the renowned experts on Factoring regarding your daily challenges*

John Brehcist & Simon Peterman

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

Friday, 14 October 2016

9.00am – ca. 4pm

Imperial Riding School Renaissance Vienna Hotel
Ungargasse 60; 1030 Vienna



For a strong future.

Target Group

- ◆ Heads of Factoring Departments
- ◆ Factoring Specialists
- ◆ Supply Chain Finance Officers
- ◆ Correspondent Bankers
- ◆ Heads of Trade Finance Departments
- ◆ Trade Finance Specialists

Objective & How it works

This unique 1 day technical Master Class workshop on unusual cases in international Trade Finance is organised by EBRD together with ICC Austria and supported by Factors Chain International. World class experts are ready to discuss and give solutions to

- unusual and difficult cases
- as well as answer your individual problems and specific situations (please submit – in anonymized form – your cases – we will treat all details submitted with strict confidence as to its origins)

Your challenges, questions, hick-ups or unusual cases occurring in your daily business around Factoring will be answered by practitioners. This international workshop will adapt to your special needs !

The *European Bank for Reconstruction and Development* (EBRD) with its mandate to facilitate trade through its Trade Facilitation Programme (TFP) and provide access to trainings and education and *ICC Austria* – a successful rule maker, conference provider and consultant - decided to establish an annual platform that offers you the unique possibility to debate your personal cases with your colleagues as well as experts from around the globe with the aim of finding legally correct, but more importantly practical solutions to your problems.

We developed a simple **four step programme** for your practical needs:

1. Submit your case

- Upon registration you will receive a template ppt slide that you can use to submit your cases anonymously (if required) until the **8th of September** to e.treu@icc-austria.org. They will then be forwarded to all participants and experts prior to the event in order to review them (as preparation).

2. Discuss your problem within a working group

- Next to the template you will receive during registration, you will be asked to fill out a **participants' profile** which enables us to set up suitable working groups. A working group will consist of 5-8 participants (depending on the overall number of registrations). Together, you will work through your first pack of cases, discuss them and draft a possible solution.

3. See how other groups as well as experts would solve the problem in the plenary session

- The solution found by the different groups will then be presented in the plenary session which is moderated by the experts.

4. Take the solution to your case back home

Speakers/Speaker – confirmed

John Brehcist's consultancy Roundwindow specialises in Strategic Management Development, helping CEOs and their companies define and develop their strategy, structure, process and people. He is an Independent Director of NFC, a leading Russian ABL business. Retained as a Consultant to the Factors Chain International, he also acts as the Coordinator of the EU Federation for the Factoring and Commercial Finance Industry. Previously the Head of Strategy and Research for Lloyds TSB Commercial Finance, a UK market leading ABL provider, he also has large scale invoice finance operational experience.

Simon Peterman; Member of Management Board, Invictus FS, Slovenia which is part of the biggest independent factoring group in West Balkans and previously managing the biggest factoring groups in CEE; Raiffeisen and Erste; Member of the ICC Global SCF Steering Group; Chairman CEE Chapter of Factor Chain International, Netherland.

Registration Form

ICC Austria & EBRD Case Studies on Factoring Imperial Riding School Renaissance Vienna Hotel Ungargasse 60; 1030 Vienna

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

Tel.: +43-1-504 83 00-3718
Fax: +43-1-504 83 00-113718

Participant Information

ICC CZ

Family Name: First Name: Mr. Mrs.
 Organisation / Company:
 Address:
 Postal Code, City: Country:
 E-Mail: Telephone:
 Job Title / Position :

Invoice data

Organisation / Company:
 VAT Number (obligatory for invoicing for European participants):
 Address:
 Postal Code: City:
 Country:

* Obligatory for invoicing participants from EU member states

Registration – closing date 26 September 2016

	10 Oct 2016	11 Oct 2016	12 – 13 Oct 2016	14 Oct 2016
I want to register for:	Golden Rules of Inventory Finance <input type="checkbox"/>	Fraud in Trade and Supply Chain Finance <input type="checkbox"/>	EBRD & ICC Austria Case Studies on Documentary Credits & Bank Guarantees <input type="checkbox"/>	EBRD & ICC Austria Case Studies on Factoring <input type="checkbox"/>
Early Bird Fee registration received till August 10, 2016 and payment credited till August 17, 2016	EUR 450,-- (plus 20% VAT)	EUR 450,-- (plus 20% VAT)	EUR 790,-- (plus 20% VAT)	EUR 450,-- (plus 20% VAT)
Regular Fee	EUR 560,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 990,-- (plus 20% VAT)	EUR 560,-- (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 events!

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 event starts!

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 4 - 6 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

We will provide a list of hotels close to the conference venue as soon as possible.

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