



# 8th Global Conference on Letters of Credit

4 - 5, June 2014

This year's topics include:

- **Country focus -**
  - Nigeria, Kazakhstan, Myanmar, Algeria,
- **LCs in local currencies -**
  - Russian Roubles
- **“UN Convention of the Assignment of Receivables”**
- **ISBP – Update**
- **ISBP from an company's perspective**
- **Update - on Sanctions & Embargoes**
- **Opinions Banking Commission & DOCDEX –**
  - Cases, Disputes & Queries

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



# 8<sup>th</sup> Global Conference on Letters of Credit

Wednesday 4<sup>th</sup> & Thursday 5<sup>th</sup> of June 2014  
9 am – 5.30 pm

In difficult times + for new markets the demand for letters of credit increases. This conference highlights amongst other subjects LCs in local currencies, gives an up-date on the new ISPB including the companies perspective. It focuses on *“The UN Convention of the assignment of receivables in International Trade”*, and shows new ways to prepare for the unexpected.

Amongst others: participants benefit from gaining a deeper understanding of

- The many different ways L/Cs are handled in practice - highlighting transferable L/C
- The specifics of L/Cs in different regions with a this year’s particular focus on Kazakhstan and Nigeria Myanmar,
- L/C “specialties”, potential traps and how to circumvent looming problems
- Most recent queries on UCP 600 & the new ISBP
- **Contribute your own cases** to our round table discussion!

**This annual Vienna-based conference has established itself as the only true global platform dedicated to Letters of Credit. Our unique combination of lecturers, panellists and attendees meet, network, exchange ideas and solve mutual problems of their business. For International Letters of Credit Experts – Vienna is the place to meet!**

**With this conference you can earn 16 PDUs.**

## Recommended for:

- International Letter of Credit Experts
- Trade finance specialists
- Project finance specialists
- Risk managers
- Compliance managers
- Commodity Trader
- Managers - Financial Institutions
- Plant engineering & construction
- Internat. manufacturers & traders
- Lawyers & Insurance & Logistic



## SPEAKERS:

### Amongst others:

**Valentina Nagay**, Director International relations and trade finance department SB Sberbank JSC, Kazakhstan

**Rudolf Putz**, Head, Trade Facilitation Programme (TFP), EBRD; since 2000 developing EBRD's trade finance programme. 30 years experience in financing trade with Eastern Europe, CIS countries. In 1983 he started at Centro Internationale Handelsbank Vienna.

**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.

**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.

**Bob Ronai**, independent consultant; assisting exporters and importers; active member of ICC Australia's Banking Commission; author of numerous articles on export/ import for "Australian Small Business and Investing", "Dynamic Small Business", "Ragtrader", "Food Australia", "Daily Commercial News", "Australian Business Solutions".

**Stephen Tricks**, Lawyer, Partner, Clyde & Co, London since 1986, specialized in international trade and insurance. Clients include traders, banks, carriers, insurers. Member of ICC UK Banking Committee

**Hugo Verschoren**, Senior Product Manager Trade Finance Services, ING Bank, Amsterdam; Expert in Basel II + III and Trade Finance;

# International Trade Finance Conference Week

## June 2 - 6, 2014

**RBI – Raiffeisen Bank International, 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)

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### Participant Information

ICC CZ

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 May 16, 2014

	June 2 +3, 2014	June 4 +5, 2014	June 6, 2014
<b>I want to register for:</b>	<b>9th Global Conference on Bank Guarantees</b> <input type="checkbox"/>	<b>8th Global Conference on Letters of Credit</b> <input type="checkbox"/>	<b>Case Studies on Letters of Credit</b> <input type="checkbox"/>
<b>Early Bird</b> registration received till April 4, 2014 and payment credited till April 11, 2014	<b>EUR 790,--</b> (plus 20% VAT)	<b>EUR 790,--</b> (plus 20% VAT)	<b>EUR 420,--</b> (plus 20% VAT)
<b>Regular Fee</b>	<b>EUR 940,--</b> (plus 20% VAT)	<b>EUR 940,--</b> (plus 20% VAT)	<b>EUR 490,--</b> (plus 20% VAT)

Package Prices: 3 days – 10% discount, 4 days – 15% discount, 5 days – 20% 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 for 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!**

ICC Austria Trade Finance Week 2<sup>nd</sup> – 6<sup>th</sup> of June 2014



### Conference Materials

Please provide the conference documentation	<input type="checkbox"/> on a USB-Device *	<input type="checkbox"/> printed in a folder	<input type="checkbox"/> both for EUR 20,-- **
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\* No computers, no connection for power supply, no Internet access available \*\* incl. VAT (16.67 + 20% VAT) price per conference/seminar

### Side Events – please register

Monday, June 2, 2014 directly following the conference	Cocktail/Social event and Networking	<input type="checkbox"/> I will attend <input type="checkbox"/> I will not attend
Wednesday, June 4, 2014 directly following the conference	Cocktail/Social event and Networking	<input type="checkbox"/> I will attend <input type="checkbox"/> I will not attend

### Cancellation Policy

A full refund will only be given for cancellations received up to 16 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

### 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.**

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 and offer special rates for our participants. We advise you to make your hotel reservations in one of the recommended hotels as soon as possible, as the demand in autumn is usually very high.

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Date Signature