



9th Global Conference on Letters of Credit

11 – 12, June 2015

This year's topics include amongst others:

- **Global Trade – Trends & Challenges**
- **Transferable L/Cs and term negotiation**
- **Warehouse Financing**
- **FQA on Negotiation**
- **Drafting Back-to-back LCs**
- **Country Issue: Russia & Turkey**
- **Do's and don'ts on drafting commercial letters of credit**
- **Sanctions & Embargoes**
- **Up-date on ISBP 745 and ICC Opinions**
- **Insights into the underlying transaction (incl. Incoterms) of a L/C**
- **SWIFT: the new Swift 700 messages & the new KYC register**

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

*Application of PDUs is
currently pending.*



9th Global Conference on Letters of Credit

Thursday 11th & Friday 12th of June 2015

9 am – 5 pm

New markets – as in Myanmar and Africa - as well as difficult times - as the present developments in Crimea show - seem to always arise somewhere. So the demand for secure payment through Letters of Credit increases steadily.

With ICC Austria's "Global Conference on Letters of Credit" you conquer the challenges of modern trade and stay up to date on recent developments as well as practice and meet your peers from some 50 countries.

What makes this conference different and successful is our strong and distinctive focus on content. We provide a truly international forum that addresses the challenges and seeks to answer the questions LC practitioners face in their daily business environment.

Every year we arrange a unique collection of topics. These include the industries' latest trends and developments, sessions designed to analyse the legal and practical issues in Letters of Credit, which explain their uses, highlight the areas of potential risk, show how to circumvent looming problems and teach effective drafting and documentation techniques.

ICC Austria can rely on the most distinguished expert speakers with long, successful careers in this global industry and active involvement in the standard setter the ICC Banking Commission.

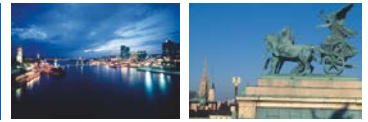
Do not miss the chance to take part in in-depth training sessions, discussion of the current challenges and the invaluable opportunity to meet with your peers from around the globe.

For International Letters of Credit Experts – Vienna is the place to meet!

[The application for approval to earn PDUs with this conference is pending -we will keep you up-dated](#)

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:

Hasan Apaydin (invited), Aktif Yatirim Bankasi A.S., Turkey

Bart Claeys, head of the KYC Compliance Services team within the Banking & Compliance group at SWIFT, a position he has held since 2013. In this role he is leading the SWIFT initiative to create a global KYC Registry for correspondent banking.

Gary Collyer (invited) UK, Managing Director of Collyer Consulting LLP; Chair UCP 600 Drafting Group;

Saibo Jin, Lawyer, Partner, Tong Shang Beijing Commerce & Finance Law Offices; China; Ph.D and LLM of international law. Vice Chairman, Financial Securities Commission of All China Lawyers Association, Vice Chairman, Special Arbitration Commission on Financing Disputes of China International Economic and Trade Arbitration Commission (CIETAC),

Gabriele Katz, 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;

Elena Medvedeva, (invited) Deputy Head of Documentary Business and Trade Finance Div. ZAO Raiffeisenbank Russia;

Robert Marchal, Standards/Business Analyst, SWIFT. Robert has joined SWIFT Standards in 2000, and focused on Trade and Payments business area. He is a member of the ISO 20022 Trade SEG and Payments SEG. He is responsible for the maintenance of FIN category 4 and 7 (L/C, BG);

Vincent O'Brien, a leading member of the International Chamber of Commerce Banking Commission is Chairman of its Market Intelligence Group, and Director of the Electronic Business School International. He is a highly experienced practitioner of international trade finance with more than 20 years inter-national trade 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; maintains the website www.loc.cc, providing trade finance information and support;

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;

Oliver Spitz, UniCredit Bank AG, Vice President, Global Transaction Banking, Germany; Head of Trade Services IT, he has developed and implemented products in connection with BPO for UniCredit groupwide. He is a member of the ICC Banking Commission and ICC URBPO Consulting Group

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

Hugo Verschoren (invited) Sr. Product Manager Trade Finance Services, ING group Belgium. He is a regular provider of trainings, internally within ING and externally to corporates and banks related to all aspects of Trade Finance; president of the National Committee of the ICC Banking Commission Netherlands and a member of the UR BPO Consulting Group, the BPO Educational Group, the Trade Finance Default Steering Group and the Compliance Task Force with ICC.

PROGRAMME:

Thursday 11th of June

Registration and Morning networking session: Meet fellow delegates over a cup of coffee.

Welcome to the 8th Global Conference on Letters of Credit
*Opening and Introduction – aims of this conference by Max Burger and the
Chair: of the Morning: Don Smith /Chair of the afternoon: Saibo Jin*

Session 1: Global Trade Finance – trends and challenges

Vin O'Brien

Session 2: Update on the revision of Swift 700 messages

Robert Marchal

Coffee Break

Session 3: Transferable LCs and term negotiation

Don Smith

Session 4: Negotiation: Frequently Asked Questions

Gabriele Katz

- *What is exactly meant under UCP 600 when Letter of Credits are available by negotiation?*
 - *What are the differences to Letter of Credits available by payment?*
 - *Are there common features between Letter of Credits available by negotiation and by payment?*
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Lunch Break

Session 5: Country issue: Turkey

*Hasan Apaydin
(invited)*

Session 6: Up-date on recent Chinese L/C Fraud Cases

Saibo Jin

Coffee Break

Session 7: Insights into the underlying transaction of an LC

Stephen Tricks

- *In what way can the nature of the underlying Sales and Purchase Agreement in particular Incoterms influence the LC or the documents that need to be presented*
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Session 8: Drafting Back to back LCs

Don Smith

Cocktail reception

Please note that the programme can be subject to changes

ICC Austria Trade Finance Week 8th – 12th June 2015

Friday 12th of June

Morning networking session: Meet fellow delegates over a cup of coffee.

Chair: of the Day: Gary Collyer (invited)

Session 9: Do's and don'ts on drafting commercial letters of credit *Glenn Ransier*

Session 10: Warehouse financing *Stephen Tricks*

Coffee Break

Session 11: Why choose BPO – corporate's perspective on moving from open account to BPO *Oliver Spitz*

Session 12: Sanctions – Update 2015

- *Sanctions and Embargoes affecting LC*
- *Recent Developments*
- *Current issues under EU and US sanctions*

Stephen Tricks
Maxim Grinchenko
(invited)
Elena Medvedeva
(invited)

Lunch

Session 13: Up-date on ISBP *Gary Collyer*

Session 14: Country Issue: Russia *Elena Medvedeva*
(invited)

Session 15: The new KYC register by SWIFT *Bart Claeys*

Coffee Break

Session 16: Update on the ICC Banking Commission Opinions *Gary Collyer*
(invited)
Glenn Ransier
Gabriele Katz

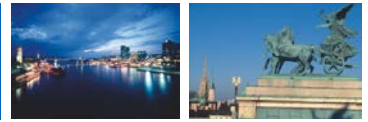
Closing remarks

Max Burger Gary
Collyer

End of Conference

Please note that the programme can be subject to changes

ICC Austria Trade Finance Week 8th – 12th June 2015



International Trade Finance Conference Week
June 8 - 12, 2015
RBI – Raiffeisen Bank International, 1030 Vienna – Austria

Mail or Fax to:

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

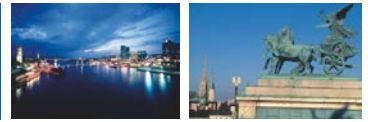
Mrs. Cennet Kacan
 @ E-Mail: c.kacan@icc-austria.org

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

Participant Information	ICC CZ
<input type="checkbox"/> Mr. <input type="checkbox"/> 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 25, 2015			
	June 8+9 2015	June 10, 2015	June 11+12, 2015
I want to register for:	10th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/>	9th Global Conference on Letters of Credit <input type="checkbox"/>
Early Bird Fee <small>registration received till April 6, 2015 and payment credited till April 13, 2015</small>	EUR 790,-- (plus 20% VAT)	EUR 450,-- (plus 20% VAT)	EUR 790,-- (plus 20% VAT)
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: <div style="text-align: right; margin-top: 5px;"> UniCredit Bank Austria, Vienna - Austria IBAN: AT88 1100 0016 4633 2500 / BIC/SWIFT: BKAUATWW </div>			
<small>The package price will also apply if two (or more participants) from the same institute register at the same time for different conferences!</small> 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

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 (EUR 16.67 + 20% VAT) price per conference/seminar

Side Events – please register

Monday, June 8, 2015 directly following the conference (available only for conference participants)	Do not miss: the Celebration of the 10 th anniversary of our Bank Guarantees Conference	<input type="checkbox"/> I will attend <input type="checkbox"/> I will not attend
Thursday, June 11, 2015 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 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. 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