



## Save-the-Date

ICC Austria Conference

# Golden Rules of Inventory Finance

Monday, 10 October 2016, Vienna

Imperial Riding School Renaissance Vienna Hotel; Ungargasse 60, 1030 Vienna

- ◆ Inventory finance explained (oil & gas, soft commodities, metals, etc)
- ◆ Learn how to structure an inventory finance credit line (including Basel III requirements)
- ◆ Identify and mitigate the legal risks in Stock Monitoring and Collateral Management Agreements
- ◆ Best practices in monitoring and collateral management operations
- ◆ When goods disappear: “first aid kit” for distressed bankers and traders

CDCS® and CSDG® holders attending will  
earn **6** PDUs towards recertification.

**Chaired by: Patrick Eberhardt, Eversheds, Switzerland**

Other speakers include:

Philippe Guibert, BNP Paribas and Matthieu Delorme, Cotecna

## Target Group

- Trade finance bankers
- Risk managers
- Inhouse lawyers
- Traders
- Inspection company specialists
- Banks + financial institutions
- Import/Export trading companies
- Inspection Companies
- Insurance Companies
- Law Firms

## Background

Inventory finance is the backbone of the “real economy”. Each day banks and traders enter into transaction over millions of tons of commodities that are stored around the globe in warehouses, silos, tanks, yards or other storage facilities, be it oil & gas, soft commodities, metal or other commodities.

The sums invested in inventory finance are substantial. If a transaction is badly planned or executed, the losses are huge. On all levels, specialist knowledge is necessary be it financial, operational or legal. At this conference, a group of proven experts share their know-how and the Golden Rules that any banker, trader or inspector should follow. If observed, the Golden Rules will allow you to steer clear from the major risks.

This day of intensive learning will start off with presentations by each expert on his field of competence. The second part of the day will be reserved for inter-active learning based on case-studies. Participants will be invited to submit their own questions and case studies in advance.

**For International Trade Finance Experts – Vienna is the place to meet!**

## Speakers

**Patrick Eberhardt** is a partner with Eversheds and is based in Geneva. He focuses on international trade and trade finance and advises banks, traders, inspectors and insurers. Patrick 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 represents his clients in large scale and multi-jurisdictional disputes before state courts and arbitration tribunals. He has a long track record in pursuing fraud in trade finance. Patrick is member of the legal committee of the Banking Commission of the International Chamber of Commerce (ICC) in Paris. He lead the group of experts that recently published the guide “Inventory Finance: Golden Rules to mitigate legal risks”.

**Matthieu Delorme** is Executive Vice President since 2001 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. Mr Delorme’s first assignments took him to Latin America for a decade, followed by regional postings in Asia of similar duration until the late 1990’s. Mr Delorme is now based in Geneva, with a global mandate.

**Philippe Guibert** is head of STS EMEA, and is currently heads the Mining & Metals and Oil & Gas Groups within BNP Paribas’ Specialized Trade Solutions, Switzerland. These groups are composed of about 50 professionals and are dedicated to providing working capital and asset base financing solutions. Philippe started his career with Société Générale before joining Paribas in 1992 where he has ever since occupied various positions within the Energy & Commodity division. Based in Paris, he was Global Head of the commodities operations line. He joined BNP Paribas in Geneva in his current position 3 years ago. While still based in Paris, Philippe was a member of the ICC National Committee. Philippe was also an appointed expert at the ICC Docdex dispute resolution panel for documentary credits.

## Registration Form

### ICC Austria Trade Finance for Practitioners: The golden rules of inventory finance

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

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#### 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: .....

#### Registration – closing date 26 September 2016

	10 Oct 2016	11 Oct 2016	12 – 13 Oct 2016	14 Oct 2016
<b>I want to register for:</b>	<b>Golden Rules of Inventory Finance</b> <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"/>
<b>Early Bird Fee</b> registration received till August 10, 2016 and payment credited till August 17, 2016	<b>EUR 450,--</b> (plus 20% VAT)	<b>EUR 450,--</b> (plus 20% VAT)	<b>EUR 790,--</b> (plus 20% VAT)	<b>EUR 450,--</b> (plus 20% VAT)
<b>Regular Fee</b>	<b>EUR 560,--</b> (plus 20% VAT)	<b>EUR 560,--</b> (plus 20% VAT)	<b>EUR 990,--</b> (plus 20% VAT)	<b>EUR 560,--</b> (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.

.....  
Date

.....  
Signature