



ICC Austria & EBRD Technical Assistance Workshop:

## Case Studies on Documentary Credits & Bank Guarantees

- ◆ 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 renowned experts on your daily challenges*

**Andrea Hauptmann, Gabriele Katz, Vin O'Brien & Stephen Tricks**

**Thursday & Friday,  
28 + 29 September 2017**

**9.00 a.m. – approx. 4.00 p.m.**

Imperial Riding School Renaissance Vienna Hotel  
1030 Vienna, Austria

application for PDUs for CDCS® and  
CSDG® holders is pending

## Target Group

- ◆ Heads of Trade Finance Departments
- ◆ Senior Trade Finance Officers
- ◆ Trade Finance Specialists
- ◆ Correspondent Bankers

## Background

This unique 2 days technical Master Class workshop on unusual cases in international Trade Finance is organised by EBRD together with ICC Austria. 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 Letter of Credits, Stand-bys, Bank Guarantees, Performance Bonds, Forfaiting or any other instrument will be answered by practitioners and lawyers. 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.

## How it works

### 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 **8 September** to [e.treu@icc-austria.org](mailto: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 moderate by the experts.

### 4. Take the solution to your case back home

## Speakers

**Andrea Hauptmann;** Executive Director, 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,** Director, Deutsche Bank AG, Germany. She is in charge in Global Transaction Banking in Product Management for the Documentary Trade Business for Europe and MENA. She has a more than 25 years' experience in the documentary and guarantee business. After her apprenticeship at Deutsche Bank AG, Freiburg, Germany she earned a degree as Bankfachwirt from the Bankakademie in Germany and also is certified as a training supervisor of the Chamber of Industry and Commerce, Düsseldorf, Germany. She is also member of the National Committee of the ICC Banking Commission in Germany.

**Vincent O'Brien,** Leading Member, ICC Banking Commission; Chairman of the ICC's Market Intelligence Group; Director of Electronic Business School International. Vin is a highly experienced practitioner of international trade finance with more than 20 years inter-national trade banking experience.

**Stephen Tricks,** Lawyer, Consultant, Clyde & Co, London, UK since 1986, specialized in international trade and insurance. Clients include traders, banks, carriers, insurers. Member of ICC UK Banking Committee; Member of the Legal Committee and the Task Force on Bank Guarantees of the ICC Banking Commission; DocDex expert.

## Publications On request we will provide you with our complete list of publications!

Publ. Nr.	Language	Title	€
745	EN	ISBP - International Standard Banking Practice 2013 revised Edition	25,00
600	EN	Uniform Customs and Practice for Documentary Credits (UCP 600)	25,00
758	EN	Uniform Rules for Demand Guarantees (URDG 758) - 2010 revision	30,00
800	EN	ICC Uniform Rules for Forfaiting - URF 800	25,00
680	EN	Commentary on UCP 600	65,00
694	EN	User's Handbook for Documentary Credits under UCP 600	65,00
702	EN	Guide to ICC Uniform Rules for Demand Guarantees URDG 758	149,00
1099	EN	A Drafter's Note to URDG	36,66

**All prices additionally 10 % postage and packaging and 10% VAT**

more publications: [www.icc-austria.org](http://www.icc-austria.org) – Publikationen

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## ICC Austria - *Your Partner for International Trade and Law*

ICC Austria assists its members in their daily legal & practical questions – please call in...

- Bank Guarantees, Letters of Credit, Trade Finance and contracts
- import-export contracts, Incoterms, International trade terms and conditions,
- Dispute prevention, dispute resolution and arbitration
- Prevention of corruption, commercial crime, counterfeiting, investment fraud, shipping fraud
- International negotiations in the light of cross cultural differences

**Registration Form**

**ICC Austria & EBRD Case Studies on  
Documentary Credits & Bank Guarantees**

Imperial Riding School Renaissance Vienna Hotel,  
Ungargasse 60, 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  
Fax: +43-1-504 83 00-113718

**Participant Information**

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 11 September 2017** **ICC Albania**

	25 Sep 2017	27 Sep 2017	28 – 29 Sep 2017
I want to register for:	<b>Financing Trade with Financial Institutions</b> <input type="checkbox"/>	<b>ISBP For the Examination of Documents under Documentary</b> <input type="checkbox"/>	<b>EBRD &amp; ICC Austria Case Studies on Documentary Credits &amp; Bank Guarantees</b> <input type="checkbox"/>
<b>EARLY BIRD FEE</b> registration received by 11 Aug. and <b>payment credited</b> by 25 Aug. 2017	<b>EUR 450,--</b> (plus 20% VAT)	<b>EUR 450,--</b> (plus 20% VAT)	<b>EUR 790,--</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)

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

**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