



5th Global Conference on

CDCS:
with this conference you
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Latest trends - hot issues in **Letters of Credit**

- **Sanctions imposed !** – legal & practical consequences for ongoing business
- **Structured Trade Finance and Complex L/C transactions**
 - Back2back L/Cs, Pre-Shipment Activities, Specifics for Traders...
- **The new Incoterms® 2010** and their interdependencies with L/Cs
- **Country issues:** Specifics of L/Cs in **China, Argentina, Brazil, Mexico, Venezuela**
- **ICC Updates**, Opinions of the Banking Commission & **DOCDEX** Cases
- **L/Cs under Islamic Banking** – practical & technical consequences
- **L/Cs and what is next?** Financial Supply Chain, Forfeiting, ISBP
- The Impact of **Basel II + III** on L/Cs
- **ICC/SWIFT Bank Payment Obligations** & Real Transaction Cases!
- **Round Table Discussion – Contribute your Questions and Experiences!!**

Meet + discuss with the world's leading international experts

Miguel Angel Bustamante, Mexico; **Kim Chalmer Rasmussen**, Denmark; **Andre Casterman**, Belgium; **Gary Collyer**, UK; **Jia Hao**, China; **Iqbal Karmally**, Sharjah, **Gerson Schutesky**, Brazil; **Glenn Ransier**, USA; **Jorge Luis Riva**, Argentina; **Georg-Christian Schäfer**, Germany; **Karl Sevelda**, Austria; **Don Smith**, USA; **Dan Taylor**, USA; **Stephen Tricks**, UK; **Koen Vanheusden**, Belgium; **Hugo Verschoren**, Netherlands,

Wednesday, May 11 + Thursday, May 12, 2011

9.00 a.m. - 6.15 p.m.

9.00 a.m. - 5.30 p.m.

Registration starts at 8.15 a.m.

**Raiffeisen Bank International AG,
Am Stadtpark 9, 1030 Vienna, Austria**

Who should attend ?

- Letters of Credit Experts
- International Trade Finance Specialists
- Risk Managers
- Export + Import Managers
- Lawyers
- Experts and Managers of Banks, Financial Institutions, Corporates, Transport and Insurance Companies

Purpose of this conference

In difficult times + for new markets the demand for letters of credit increases. This conference will highlight the Letter of Credit practice in Latin America, focuses on complex L/C transactions as well as the neighborhood of L/Cs such as the Financial Supply Chain, Forfeiting, etc. and shows new ways to prepare for the unexpected.

Participants will benefit from by gaining a deeper understanding of

- the many different ways L/Cs are handled in practice
- the specifics of L/Cs in different regions, e.g. South America
- potential problems with the underlying sales contract (INCOTERMS®), with transport documents and insurance issues + solutions
- the challenges of complex L/C transactions and the role of L/Cs in structured trade finance
- L/C “specialties”, potential traps and how to circumvent looming problems
- the latest experiences with UCP 600 – *contribute your own cases to our round table discussion !*

Speakers

Miguel Angel Bustamante, Senior Trade Advisor for Mexico and Latin America, Citibank Mexico

André Casterman, Head of Trade and Supply Chain at SWIFT, Belgium

Gary Collyer, UK, Managing Director of Collyer Consulting LLP; Technical Adviser to ICC Banking Commission and Chair UCP 600 Drafting Group.

Jia Hao, Manager, Trade Financing Product Manager, Bank of China, Member ICC ISBP Revision Task Force, publishes in *Global Trade Review, LC Monitor, Documentary Credit World, LC VIEWS, Banking Law Journal.*

Iqbal Ibrahim Karmally, Vice President, Trade Finance, Sharjah Islamic Bank.

Glenn Ransier, Director, Trade Finance Operations at ABN-AMRO Capital USA LLC Chairman of I.F.S.A. National Commercial Letter of Credit Committee, member of ICC Guarantee Task Force.

Kim Chalmer Rasmussen, Denmark, Maersk Line, expert in the fields of Cargo Insurance, E-Commerce and Insurance, leading the area of ICC Issues with a global angle at A.P.Moller, Copenhagen.

Jorge Luis Riva, Senior Partner at Riva & Álvarez Agudo, Buenos Aires.

Georg-Christian Schäfer, Germany, Customer Service /Claims Manager with Maersk Line agent Maersk Deutschland, Hamburg, in charge of Cargo Insurance (Central Europe responsibility 2004-2008).

Gerson Schutesky, General Manager, Foreign Trade and International Finance, Banco do Brazil, Brazil,

Karl Sevelde, Member of the Board, Raiffeisen Bank International, Austria

Don Smith, President of Global Trade Advisory, Ltd., USA. He has led the US delegation to the ICC Banking Commission for 12 years and has over 35 years international banking experience.

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

Dan Taylor, Executive Director, Global Market Infrastructure Team, J.P. Morgan since 2010, former President and Chief Operating Officer of BAFT-IFSA, USA

Koen Vanheusden, Legal Expert, Belgian Foreign Trade Agency, Brussels; Lecturer VLEKHO Business School

Hugo Verschoren, Head of Corporate Sales, Trade Finance Services, Senior Product Manager, ING Bank, Amsterdam

Program

Wednesday, May 11, 2011

9:00 – 18:15 (Start of registration: 8:15)

Welcome and Opening	Karl Sevelda
Introduction of the Chairman	Don Smith
ICC Banking Commission - Updates Latest Updates Latest Queries to the ICC Banking Commission Disputes about L/Cs - DOCDEX Cases	Gary Collyer
Impact of Basel II + III on Letters of Credit Will the “landscape” alter ? – medium terms	Hugo Verschoren Dan Taylor
Country issues of L/Cs Argentina Brazil Mexico Venezuela	Jorge Riva Gerson Schutesky Miguel Bustamente
Structured trade finance - complex L/C transactions	Don Smith Gary Collyer
ICC/SWIFT Bank Payment Obligations & Real Transaction Cases! - Bank payment obligation rules in support of open account transactions - Future eUCP	Andre Casterman Dan Taylor
Letters of Credit – the Chinese view - the present Chinese practice of handling L/Cs - legal framework, practical issues, problems and pitfalls	Jia Hao
18:30 Keynote: Strategic issues in Global Trade Finance - Risk, Riskmanagement & Regulation, Anti Money Laundering, Sanctions - Terrorism finance, Basel III, national regulatory reforms	Dan Taylor
Cocktail Reception	

Thursday, May 12, 2011

9:00 – 17:30

L/Cs: What is coming next? The Financial Supply Chain Forfaiting ISBP & Letters of Credit	Don Smith Gary Collyer Dan Taylor
Update on Transportation & Transport Law ISBP vs. UCP600 and DOC PRACTICES UCP600 usage and experiences Rotterdam Rules (status on ratifications) and more.	Kim Chalmer Rasmussen Georg-Christian Schäfer
L/Cs under Islamic Banking What should the not-Islamic partner bank observe? How to prepare for upcoming situations	Iqbal Karmally
Sanctions trade is in progress (e.g. Libya) – then sanctions are introduced... What to do? - What are the legal effects and consequences?	Dan Taylor Stephen Tricks
The new Incoterms® 2010 Consequences for and interdependencies with L/Cs	Koen Vanheusden Don Smith Glenn Ransier Stephen Tricks
Round Table Discussion - latest experiences with UCP 600 Please contribute in addition your own special cases to our round table discussion !	Miguel Bustamente Jorge Riva Koen Vanheusden Don Smith Glenn Ransier Kim Chalmer Rasmussen Georg-Christian Schäfer Dan Taylor Stephen Tricks

Organisation

Date/Seminar venue:

Wednesday, May 11, 2011 **9.00 a.m. – 6.15 p.m.**
Thursday, May 12, 2011 **9.00 a.m. – 5.30 p.m.**

Location: Raiffeisen Bank International AG,
Am Stadtpark 9, 1030 Vienna, Austria
(some public garages are available in the surrounding area)

Course Fees for conference on Letters of Credit only:

EUR 890,-- + 20 % VAT., includes full documentation, coffee breaks, lunch
EUR 750,-- + 20 % VAT. - for **early bird registration up to March 25, 2011**
 - payable upon receipt of invoice

please transfer the course fees after receipt of invoice to:

Unicredit Bank Austria, Vienna, Austria
IBAN: AT88 1100 0016 4633 2500 / BIC/SWIFT: BKAUATWW

Your registration is only valid after receipt of the course fees

Registration up to: 2 weeks before the conference.

Cancellation Policy:

A full refund will only be given for cancellations received up to 12 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague for replacement.

Registration:

☎ Fax: +43-1-504 83 00 – 113718
 @ E-Mail: c.kacan@icc-austria.org
 ✉ ICC Austria
 Wiedner Hauptstraße 57
 1040 Vienna - Austria

Information:

Organisation: Silke Würglauer,
 Verena Schaden
 Tel.: +43-1-504 83 00 – 4303

other events during the
International Trade Finance
Conference Week:

May 9 + 10, 2011

“6th Global Conference
on
Bank Guarantees”

and

May 13, 2011

“Case Studies on
Letters of Credit”

for details:

icc@icc-austria.org

Package Prices:

3 days – 10% discount
 4 days – 15% discount
 5 days – 20% discount

Registration

For registration please fill in all requested data and send to ICC Austria

ICC Austria F: +43-1-504 83 00-113718 E-Mail: c.kacan@icc-austria.org

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Yes, I want to register for the

- 5th Global Conference on Letters of Credit**
May 11 + 12, 2011
- Case Studies on Letters of Credit**
May 13, 2011
- 6th Global Conference on Bank Guarantees**
May 9 + 10, 2011

Further conferences with additional costs.
 Details: www.icc-austria.org

I agree that my name and address is registered electronically by ICC Austria and that ICC Austria will inform me about further programs by mail, fax or e-mail.

Please provide the conference documentation (*one option only*):

- on a USB-stick**
or
- printed in a folder**