



5th Global Conference on

Latest trends - hot issues in Letters of Credit

- **ICC Updates**, Opinions of the Banking Commission & **Docdex Cases**
- **The new Incoterms® 2010** and their interdependencies with L/Cs
- **Country issues**: Specifics of L/Cs in **Argentina, Brazil, Mexico, Venezuela** & Cases
- **L/Cs and what is next?** Financial Supply Chain, Forfeiting, ISBP
- **Structured Trade Finance** and **Complex L/C transactions**
 - Back2back L/Cs, Pre-Shipment Activities, Specifics for Traders
- **Islamic Banking**
- **Round Table Discussion – Contribute your Questions and Experiences!!**

Meet + discuss with the world's leading international experts

Miguel Angel Bustamante, Mexico; **Gary Collyer**, UK; **Iqbal Ibrahim Karmally**, Sharjah, **Antonio Maximiliano Nicoletti**, Brazil; **Kim Chalmer Rasmussen**, Denmark; **Jorge Luis Riva**, Argentina; **Georg-Christian Schäfer**, Germany; **Don Smith**, USA; **Dan Taylor**, USA; **Stephen Tricks**, UK; **Koen Vanheusden**, Belgium; **Glenn Ransier**, USA

and many more

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 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 this conference by gaining a deeper understanding of

- **the many different ways L/Cs are handled in practice**
- **the specifics of L/Cs in different regions, eg 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**
- **the latest experiences with UCP 600 – take part in our round table discussion!**
- **L/C “specialties”, potential traps and how to circumvent looming problems**

Speakers

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

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

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

Antonio Maximiliano Nicoletti, Professor for International Trade and Exchange Control, Consulter with Spot Training Ltda., Sao Paulo.

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

Georg-Christian Schäfer, Germany, Maersk Line, has been working in Pricing, Controlling and Cargo Insurance with Maersk Deutschland in Hamburg, for the latter (Cargo Insurance) in 2004-8 also in charge of the Central European area.

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 with Clyde & Co, London since 1986 is specialized in international trade and insurance. His clients include trading companies, banks, carriers, insurers. He is a member of the ICC UK Banking Committee.

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

... and many more! We keep you up2date!

Program

Wednesday, May 11, 2011

Start of registration: 8:15

Introduction of the Chairman

ICC Banking Commission - Updates

- ICC Updates
- Latest Queries to the ICC Banking Commission
- Disputes about L/Cs - DOCDEX Cases

Gary Collyer

The new Incoterms® 2010

Koen Verheusden
Don Smith
Glenn Ransier

Country issues: L/Cs in Argentina, Brazil, Mexico, Venezuela

Jorge Riva
Antonio Nicoletti
Miguel Bustamente

The Financial Supply Chain, Forfeiting, ISP & Letters of Credit

Don Smith
Gary Collyer

Islamic Banking

Iqbal Karmally

Keynote

Dan Taylor

Cocktail Reception

Thursday, May 12, 2011

Structured trade finance and complex L/C transactions

Don Smith
Gary Collyer

Update on Transportation & Transport Law

Kim Chalmer Rasmussen
Georg-Christian Schäfer

Islamic Banking

Iqbal Karmally

Country issues: L/Cs in Argentina, Brazil, Mexico, Venezuela

Jorge Riva
Antonio Nicoletti
Miguel Bustamente

L/C – What is coming next?

Don Smith
Gary Collyer

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
Tel.: +43-1-504 83 00 – 3709

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