



**6<sup>th</sup> Global Conference  
on**

**CDCS:  
with this conference  
you earn 14 PDUs**

**Latest trends  
in  
Letters of Credit**

- **Chinese currency RMB Letters of Credit & Cross Border Settlements**
- **Country issues: Spotlight on Algeria!**
- **Risk participations & Insurance in Trade Finance**
- **Sanctions imposed! - Update 2012**
- **The new ISPB! - Be up to date with the drafting process!**
- **ICC "Opinions of the Banking Commission" & DOCDEX Cases**
- **Update on Basel II + III and the impact on L/Cs**
- **Round Table Discussion – Contribute your Questions and Experiences!!**

***Meet + discuss with the world's leading international experts!***

**Weixin Huang**, Netherlands; **Samir Hamouda**, Algeria; **Cengizhan Kaptan**, Austria, Turkey, **Ed Jongenelen**, Netherlands; **Kim Chalmer Rasmussen**, Denmark; **Glenn Ransier**, USA, **Georg-Christian Schäfer**, Germany; **Karl Sevelde**, Austria, **Don Smith**, USA; **Stephen Tricks**, UK; **Hugo Verschoren**, Netherlands; **Nabiha Zerigui**, Algeria and many more.

**Wednesday, May 9, 2012**

**+**

**Thursday, May 10, 2012**

**9.00 a.m. – 5.30 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
- Import & Export Managers
- Lawyers
- Experts and Managers of Banks and Financial Institutions
- and all involved in Letters of Credits in Corporates or Transport and Insurance Companies

## Purpose of this conference

In difficult times + for new markets the demand for letters of credit increases. This conference highlights Renminbi Letters of Credits, the L/C practice in Algeria, gives a first glance on the new ISPB, it focuses on the impact of Basel II + III on trade finance, the new rules in Forfeiting, etc., and shows new ways to prepare for the unexpected.

**Participants benefit from gaining a deeper understanding of**

- the many different ways L/Cs are handled in practice
- the specifics of L/Cs in different regions with a focus on Algeria
- cross border settlements: RMB L/Cs
- potential problems with the underlying sales contract, with transport documents and insurance issues + solutions
- L/C “specialties”, potential traps and how to circumvent looming problems
- Most recent queries on UCP 600 – *contribute your own cases to our round table discussion!*

## Speakers

**Kim Chalmer Rasmussen**, Maersk Line Denmark, 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.

**Samir Hamouda**, Partner and founder of Cabinet d’Avocats Samir Hamouda correspondent of PricewaterhouseCoopers is attorney registered at the Algiers Bar and specialized in business law, particularly banking, foreign exchange regulation and finance law.

**Ed Jongenelen**, Managing Director ECT Services ABN AMRO, Netherlands. Head of Energy Commodities & Transportation.

**Cengizhan Kaptan**, Director in the Secondary Loan Trading Dept. at Raiffeisen Bank International. Specialist in letters of credit, letters of guarantee/standby letters of credit and risk mitigation techniques under loan and Trade Finance markets.

**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.

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

**Karl Sevelde**, Deputy CEO of Raiffeisen Bank International AG, Austria.

**Don Smith**, President of Global Trade Advisory, Ltd., USA. Chair of the ICC-IFA drafting group for the Uniform Rules for Forfeiting, a member of the US delegation to the ICC Banking Commission since 1998, co-chair of the original International Standard Banking Practices (ISBP), Docdex Expert.

**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

**Hugo Verschoren**, Senior Product Manager Trade Finance Services, ING Bank, Amsterdam. Expert in Basel II + II and Trade Finance.

**Nabiha Zerigui**, Senior Manager at Cabinet d’Avocats Samir Hamouda correspondent of PricewaterhouseCoopers is attorney registered at the Algiers Bar and specialized in business law, with specific expertise in banking and foreign exchange regulation.

**Program**

**Wednesday, May 9, 2012**

Start of registration: 8:15 a.m.

9:00 a.m. – 5:30 p.m.

<b>Welcome and Opening</b>	Karl Sevelda
<b>Introduction of the Chairman</b>	Don Smith
<b>ICC Banking Commission - Updates</b> Latest Updates Latest Queries to the ICC Banking Commission Disputes about L/Cs - DOCDEX Cases	Glenn Ransier
<b>Country issues of L/Cs: Algeria</b>	Nabiha Zerigui Samir Hamouda
<b>Risk participations &amp; Insurance in Trade Finance</b> Essentials of risk participations under letters of credit BAFT-IFSA Master Participation Private credit and political insurance	Cengizhan Kaptan
<b>Impact of Basel II + III on Letters of Credit</b> Update on Basel I, II and III Basel II: Basic elements (P/C, LGD, maturity...) Basel III: new capital, liquidity, leverage and funding ratios for banks... How to build a track record for your Loss Given Default Are Letters of Credit speculative casino games? ICC Trade Default Registry Project - Huge losses for Trade Finance during the crisis?	Hugo Verschoren Don Smith
<b>The New Uniform Rules for Forfeiting</b> Proceedings in the drafting process Prospect	Don Smith
<b>Letters of Credit – A Corporate's View</b>	tba
<b>Evening Keynote – speaker invited</b>	tba
<b>Get-together</b>	

**Thursday, May 10, 2012**

9:00 a.m. – 5:30 p.m.

<b>The new ISPB Rules</b> Proceedings in the drafting process	Ed Jongenelen
<b>Update on Sanctions</b> Understanding banks' obligations in response to sanctions; Sanctions clauses: Update on the latest developments Specific countries: Iran, Libya..	Stephen Tricks
<b>Annual Update on Transportation and Transport Law</b> Latest developments, practical issues Documentary issues	Kim Chalmer Rasmussen Georg-Christian Schäfer
<b>Cross Border Settlements - Chinese RMB L/Cs</b>	Weixin Huang tba
<b>Round Table Discussion</b>	Don Smith, Glenn Ransier Stephen Tricks Kim Chalmer Rasmussen Georg-Christian Schäfer Cengizhan Kaptan, Nabiha Zerigui, Samir Hamouda

## Registration form

# International Trade Finance Conference Week 7 – 11 May, 2012 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](mailto:c.kacan@icc-austria.org)

☎ Tel.: +43-1-504 83 00-3718

☎ Fax: +43-1-504 83 00-113718

### Participant Information

Mr.  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 for European participants

### Registration

	May 7 + 8, 2012	May 9 + 10, 2012	May 11, 2012	
<b>I want to register for:</b>	7 <sup>th</sup> Global Conference on <b>Bank Guarantees</b> <input type="checkbox"/>	6 <sup>th</sup> Global Conference on <b>Letters of Credit</b> <input type="checkbox"/>	Case Studies on <b>Letters of Credit</b> <input type="checkbox"/>	Reducing Risks of <b>Disputes &amp; Defaults in Trade Finance</b> <input type="checkbox"/>
<b>Early bird fee</b> registration received till Friday, March 9, 2012	<b>EUR 760,--</b> (excl. 20% VAT)	<b>EUR 760,--</b> (excl. 20% VAT)	<b>EUR 390,--</b> (excl. 20% VAT)	<b>EUR 390,--</b> (excl. 20% VAT)
<b>Regular fee</b> registration received till Friday, April 23, 2012	<b>EUR 890,--</b> (excl. 20% VAT)	<b>EUR 890,--</b> (excl. 20% VAT)	<b>EUR 460,--</b> (excl. 20% VAT)	<b>EUR 460,--</b> (excl. 20% VAT)

Package Prices: 3 days – 10% discount, 4 days – 15% discount, 5 days – 20% discount

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 form

### Conference Material

Please provide the conference documentation

on a USB-stick \*

printed in a folder

both for EUR 20,-- \*\*

\* no computers, no connection for power supply, no Internet access available

\*\* incl. VAT (16.67 + 20% VAT) price per conference/seminar

### Side Events – please register

Monday, May 7, 2012	Cocktail and Networking	<input type="checkbox"/> EUR 25,-- p. person (excl. VAT)
Wednesday, May 9, 2012	Cocktail and Networking	<input type="checkbox"/> EUR 25,-- p. person (excl. VAT)

### Cancellation Policy

A full refund will only be given for cancellations received up to 16 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

### Visa information

For visa assistance please send us your passport details:

Full name .....

Passport number .....

Date of birth .....

Date of issue and expiry .....

or 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 and offer special rates for our participants. We advise you to make your hotel reservations on your own and as soon as possible as there are many conferences in Vienna in May,

.....  
Date

.....  
Signature

### Information about ICC Austria - *The world business organization*

ICC Austria is a non-profit organisation helping members of the international trade community to succeed in their international endeavours. Members are internationally active manufacturers, traders and service organisations serving this constituency like international banks, lawyers, transport, forwarding and insurance companies, tax consultants etc.

#### ICC Austria assists its members in their daily questions around:

- Bank Guarantees and Letters of Credit
- Foreign trade and law,
- International trade terms and conditions,
- Dispute prevention and dispute resolution as well as the prevention of commercial crime.

Experts of ICC Austria advise companies and banks how to apply Incoterms, Letters of Credit, Bank Guarantees etc. within their import-export contract and how to proceed in their international negotiations in the light of cross cultural differences.