



10th Global Conference on Bank Guarantees

8 – 9, June 2015

This year's topics include amongst others:

Celebrating the 10th anniversary with Andrea Hauptmann and Georges Affaki

- **What is really a Counter Guarantee ?**
- **Do's and don'ts on drafting a bank guarantee**
- **Multi-party guarantees**
- **Termination & Expiry dates - by country**
- **Revision of SWIFT forms concerning Bank Guarantees**
- **Atypical Guarantees – a focus on Custom Guarantees**
- **Country issue: Turkey**
- **Court case reports & Updates on Guarantees - from UK & China**
- **US Standby LCs versus Demand Guarantees – a duel**
- **Arbitration clauses in bank guarantees**
- **Up-date on Sanctions & Embargoes**

Free Complimentary book by Glenn Ransier “A Drafter's Notes to URDG 758”

Venue: Raiffeisen Bank International
Am Stadtpark 9
1030 Vienna, Austria

Application of PDUs pending



10th Global Conference on Bank Guarantees

Monday 8th & Tuesday 9th of June 2015

9am-5.30pm

For a decade ICC Austria has hosted this annual Global Conference on Bank Guarantees attended annually by practitioners from almost 50 countries.

What makes this conference different and successful is our strong and distinctive focus on content. Our vision is to provide for a truly international forum that addresses the challenges and seeks to answer the questions Bank Guarantee practitioners face in their daily business environment.

Every year we arrange for a unique collection of different topics including, the industries' latest trends and developments as well as sessions that are designed to analyse the legal and practical issues in bonds and guarantees, explain their uses, highlight the areas of potential risk, show how to circumvent looming problems and teach effective drafting and documentation techniques.

For this to be delivered, ICC Austria can rely on the most distinguished expert speakers with not only long, successful careers in this global industry but also active involvement in the continuous work of the ICC Banking Commission.

Do not miss the chance to take part in in-depth training sessions, discussion of the current challenges and the invaluable opportunity to meet with your peers from around the globe.

ICC Austria is honored to announce that Dr. Andrea Hauptmann and Dr. Georges Affaki agreed to chair this year's conference.

Furthermore, we are more than delighted to add to this year's delegate packs a **complimentary copy of Glenn Ransier's "A Drafter's Notes to URDG 758"**.

The application for approval to earn PDUs with this conference is pending.

We will keep you up-dated.

For International Bank Guarantee Experts – Vienna is the place to meet!

Recommended for:

- International bank guarantees experts
- Trade finance specialists
- Project finance specialists
- Risk managers
- Compliance managers
- Managers - Financial Institutions
- Plant engineering & construction
- Internat. manufacturers & traders
- Lawyers & Insurance companies
- Logistic companies



SPEAKERS:

Georges Affaki, independent arbitrator and Avocat, Paris; Chairman, Legal Committee of the ICC Banking Commission; Honorary Chairman, ICC Task Force on Guarantees; author of numerous publications on international trade and arbitration including “Guide to the URDG”;

Hasan Apaydin (invited), Aktif Yatirim Bankasi A.S., Turkey

Saibo Jin, Lawyer, Partner, Tong Shang Beijing Commerce & Finance Law Offices; China; Ph.D and LL.M of international law. Vice Chairman, Financial Securities Commission of All China Lawyers Association, Vice Chairman, Special Arbitration Commission on Financing Disputes of China International Economic and Trade Arbitration Commission (CIETAC), Deputy Director of Research Center of Banking Law & Practices of Shanghai Law Society;

Andrea Hauptmann, Senior Director, Raiffeisen Bank International AG, Austria; Chair and founding member ICC Task Force on Bank Guarantees; regular speaker at international conferences since 1991; member, Executive Committee of ICC Banking Commission;

Robert Marchal, Standards/Business Analyst, SWIFT. Robert has joined SWIFT Standards in 2000, and focused on Trade and Payments business area. He is a member of the ISO 20022 Trade SEG and Payments SEG. He is responsible for the yearly maintenance of FIN category 4 and 7 (Collections, L/C, guarantees).

Elena Medvedeva, (invited) Deputy Head of Documentary Business and Trade Finance Div. ZAO Raiffeisenbank Russia

Vincent O'Brien, a leading member of the International Chamber of Commerce Banking Commission is Chairman of its Market Intelligence Group, and Director of the Electronic Business School International. He is a highly experienced practitioner of international trade finance with more than 20 years inter-national trade banking experience.

Glenn Ransier, VP North America Import Product Head, Citibank NA, New York; He maintains strong ties to domestic and global trade communities; has been actively involved in trade finance for 32 years. Glenn maintains the website www.loc.cc, which provides technical trade finance information and support;

Don Smith, President, Global Trade Advisory, Ltd., USA. Chair of ICC-IFA drafting group for Uniform Rules for Forfaiting, member of the US delegation to the ICC Banking Commission since 1998, co-chair of the original International Standard Banking Practices (ISBP), Docdex Expert, former VP Trade Product Management Citibank NY and has over 35 years international banking experience;

Stephen Tricks, Lawyer, Partner, Clyde & Co, London, UK since 1986, specialized in international trade and insurance. Clients include traders, banks, carriers, insurers. Member of ICC UK Banking Committee;



PROGRAMME:

Monday 8th of June, 9am -

Registration and Morning networking session.

Meet fellow delegates over a cup of coffee. From 8:15 – 9:00

Welcome to the 10th Global Conference on Bank Guarantees

Opening and Introduction – aims of this conference by Max Burger-Scheidlin, Andrea Hauptmann & Georges Affaki

Celebrating the 10th Global Conference on Bank Guarantees International Bank Guarantees – a retrospect of the last 10 years

Georges Affaki

- *A look into the past – and the future*

Session 1: DOCDEX

Georges Affaki

Coffee Break

Session 2: Atypical Guarantees: a focus on Custom Guarantees

Georges Affaki
Andrea Hauptmann

Session 3: What is really a Counter Guarantee

Georges Affaki

- *Choice of law with indirect guarantees*

Lunch

Session 4: Difficult jurisdictions

Georges Affaki
Elena Medvedeva
(invited)

Session 5: Arbitration clauses in bank guarantees

Georges Affaki

Coffee Break

Session 6: US standby letters of credit versus demand guarantees

Georges Affaki
Don Smith
Glenn Ransier

- *How I learned to stop worrying and love demand guarantees: a tale of the unexpected – a debate with US experts on standby letters of credit now converted into demand guarantee practice.*

Celebrating the 10th anniversary with the RBI Brass Band

Keynote speech

Cocktail reception



PROGRAMME:

Tuesday 9th of June 9am – 5pm

Introduction

Chair of the Day Andrea Hauptmann

Session 7: Celebrating the 10th Global Conference on Bank Guarantees	Andrea Hauptmann/ Don Smith/ Glenn Ransier
<ul style="list-style-type: none"> <i>The ten best moments</i> 	
Session 8: revision of SWIFT forms concerning Bank Guarantees	Robert Marchal
<i>Coffee Break</i>	
Session 9: Court case reports & Updates from China	Saibo Jin
Session 10: Can the Beneficiary's right to claim under a demand guarantee be restricted by the underlying contract?	Stephen Tricks
<ul style="list-style-type: none"> <i>The terms of the underlying contract;</i> <i>Beneficiary's breach of the underlying contract;</i> <i>Other exceptions to the independence principle.</i> 	
Session 11: Multi-Party Guarantees	Don Smith/ Glenn Ransier
<i>Lunch Break</i>	
Session 12: Country Issues: Turkey	Hasan Apaydin (invited)
Session 13: Up-date on Sanctions and Embargos	Stephen Tricks Elena Medvedeva (invited) Maxim Grinchenko (Invited)
<ul style="list-style-type: none"> <i>Sanctions and Embargoes affecting Guarantees:</i> <i>Recent Developments [including Crimea].</i> <i>Current issues under EU and US sanctions.</i> 	
<i>Coffee Break</i>	
Session 14: Dos and don'ts on drafting a bank guarantee	Glenn Ransier
Session 15: Termination and expiry dates by country	Andrea Hauptmann

Closing remarks by **Andrea Hauptmann & Max Burger-Scheidlin**



International Trade Finance Conference Week

June 8 - 12, 2015
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

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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 participants from EU member states

Registration – closing date May 25, 2015

	June 8+9 2015	June 10, 2015	June 11+12, 2015
I want to register for:	10th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/>	9th Global Conference on Letters of Credit <input type="checkbox"/>
Early Bird Fee registration received till April 6, 2015 and payment credited till April 13, 2015	EUR 790,-- (plus 20% VAT)	EUR 450,-- (plus 20% VAT)	EUR 790,-- (plus 20% VAT)
Regular Fee	EUR 990,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 990,-- (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 conferences!

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 Conference starts!

ICC Austria Trade Finance Week

10th Global Conference on Bank Guarantees 8th - 9th June 2015



Conference Materials

Please provide the conference documentation

☐ on a USB-Device *

☐ printed in a folder

☐ both for EUR 20,-- **

* No computers, no connection for power supply, no Internet access available
conference/seminar

** incl. VAT (EURO 16.67 + 20% VAT) price per

Side Events – please register

Monday, June 8, 2015
directly following the conference
(available only for conference participants)

Do not miss: the Celebration of the 10th
anniversary of our Bank Guarantees
Conference

☐ I will attend
☐ I will not attend

Thursday, June 11, 2015
directly following the conference
(available only for conference participants)

Cocktail/Social event and Networking

☐ I will attend
☐ I will not attend

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

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. We advise you to make your hotel reservations in one of the recommended hotels as soon as possible, as the demand in June is usually very high.

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