



# 9th Global Conference on Bank Guarantees

2 - 3, June 2014

This year's topics include:

- **Termination of Bank Guarantees**
  - Evergreen clauses
- **Bad drafting of Bank Guarantees – a lesson to be learned**
- **Applicable Law & Jurisdiction to Guarantees and Counter-Guarantees**
- **Country issues**
  - Kazakhstan, Myanmar, Nigeria
- **Credit Rating Clauses**
- **Insights from a corporate's perspective**
- **Opinions of the Banking Commission & DOCDEX cases**
  - Queries and disputes
- **Update on Sanctions and Embargoes**
- **Case Studies**

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



# 9<sup>th</sup> Global Conference on Bank Guarantees

Monday 2<sup>nd</sup> & Tuesday 3<sup>rd</sup> of June 2014  
9am-5.30pm

**Expanding offshore markets at a time of slow business at home offer unique business opportunities, however taking chances means also taking risks. Bank Guarantees are THE financial security instrument to limit these risks.**

In depth knowledge of the advantages, strategic use and possible difficulties of international guarantees is a key to success in international business in the present financial instabilities.

This conference analyses the legal and practical issues in bonds and guarantees, explains their uses, highlights the areas of potential risk, shows how to circumvent looming problems and teaches effective drafting and documentation techniques.

We bring together experienced international practitioners, who deal with guarantees every day and highlight hands-on solutions to problems faced in daily business.

**This annual Vienna-based conference has established itself as the only true global platform dedicated to bank guarantees. Our unique combination of lecturers, panellists and attendees meet, network, exchange ideas and solve mutual problems.**

**With this conference you can earn 16 PDUs.**

***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:

### Amongst others:

Representative of **Bombardier Transportation Financial Services**

**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 of the Executive Committee of ICC Banking Commission.

**Valentina Nagay**, Director International relations and trade finance department SB Sberbank JSC, Kazakhstan.

**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.

**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](http://www.loc.cc), which provides technical trade finance information and support.

**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 + III and Trade Finance;

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

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

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

# International Trade Finance Conference Week



## June 2 - 6, 2014

**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

ICC CZ

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 16, 2014

|   | June 2 +3, 2014   | June 4 +5, 2014   | June 6, 2014   |
|---|---|---|--|
| <b>I want to register for:</b>  | <b>9th Global Conference<br/>on<br/>Bank Guarantees</b><br><input type="checkbox"/> | <b>8th Global Conference<br/>on<br/>Letters of Credit</b><br><input type="checkbox"/> | <b>Case Studies<br/>on<br/>Letters of Credit</b><br><input type="checkbox"/> |
| <b>Early Bird</b><br>registration received<br>till April 4, 2014 and<br>payment credited till<br>April 11, 2014 | <b>EUR 790,--</b><br>(plus 20% VAT)   | <b>EUR 790,--</b><br>(plus 20% VAT)   | <b>EUR 420,--</b><br>(plus 20% VAT)  |
| <b>Regular Fee</b>  | <b>EUR 940,--</b><br>(plus 20% VAT)   | <b>EUR 940,--</b><br>(plus 20% VAT)   | <b>EUR 490,--</b><br>(plus 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 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 for 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 2<sup>nd</sup> – 6<sup>th</sup> of June 2014



### Conference Materials

|   |  |  |  |
|---|--|--|--|
| Please provide the conference documentation | <input type="checkbox"/> on a USB-Device * | <input type="checkbox"/> printed in a folder | <input type="checkbox"/> 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, June 2, 2014<br>directly following the conference    | Cocktail/Social event and Networking | <input type="checkbox"/> I will attend<br><input type="checkbox"/> I will not attend |
| Wednesday, June 4, 2014<br>directly following the conference | Cocktail/Social event and Networking | <input type="checkbox"/> I will attend<br><input type="checkbox"/> I will not attend |

### 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 (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.**

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 and offer special rates for our participants. We advise you to make your hotel reservations in one of the recommended hotels as soon as possible, as the demand in autumn is usually very high.

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Date Signature