



6th Global Conference on

Latest trends - hot issues in **Bank Guarantees**

- **The new Uniform Rules for Demand Guarantees 758** - effective since July 2010
 - **Global Acceptance:** Initial Experiences & Selected Cases
 - **Various Insight-Views:** US, South American, European, Asian....
- **Country Issues** – Specifics of Guarantees in Argentina, Brazil, Mexico, Venezuela
- **Independent Undertakings & Rules**
 - SP98, UN Convention, UCP, URDG, SWIFT Rulebook + Sample Transaction!
- **Don't miss the SWIFT UPDATE!!!**
 - **New Category 7 Messages, the SWIFT Rulebook & Real Transaction Cases!**
- **Opinions** of the Banking Commission & **Docdex** – Be up to date with the latest inquiries!
- **Case Studies** – Amex, Fortis and many more
- The Impact of **Basel II + III** on guarantees
- **Common Law Guarantees:** recent developments

Meet + discuss with the world's leading international experts

Miguel Angel Bustamante, Mexico; **Roger Carouge**, Germany; **Gary Collyer**, UK, **Andre Casterman**, Belgium; **Andrea Hauptmann**, Austria; **Antonio Maximiano Nicoletti**, Brazil; **Glenn Ransier**, USA; **Jorge Luis Riva**, Argentina; **Don Smith**, USA; **Hugo Verschoren**, Netherlands, **Philip J. Young**, UK and many more – we keep you up2date!

Monday, May 9, 2011 + **Tuesday, May 10, 2011**

9.00 a.m. - 6.15 p.m.

9.00 a.m. - 5.30 p.m.

Registration starts at 8.15 a.m.

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

Who should attend ?

- Experts on international bank guarantees
- Trade finance specialists
- Project finance specialists
- Risk managers
- Banks + Financial Institutions
- International manufacturers + contractors
- Import/Export Trading companies
- Lawyers

Purpose of this conference

Fast expanding markets offer unique business opportunities, but taking chances means also taking risks. Bank Guarantees are THE financial security instrument to limit these risks.

The economic situation has improved since last year's conference, what has remained is a great need for security – bank guarantees can offer it! In depth knowledge of the advantages, strategic use and possible difficulties is a key to success in international business in the present tight financial environments.

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. This year's focus is on **Latin America**, and on recent developments from around the globe.

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

This 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 of their business. This conference is held each year in spring in Vienna!

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

Speakers

Miguel Angel Bustamante, Senior Trade Advisor at Banamex-Citibank for Mexico and Latin America. Arbitrator (DOCDEX Expert) on letters of credit designated by the ICC Paris in 1997 and recertified up to present.

Roger Carouge, Director, Senior Manager, Deutsche Bank AG, Frankfurt am Main, Member of the Drafting Group of the Revision of the URDG, Rapporteur of the Task Force on Guarantees of the Banking Commission of the International Chamber of Commerce, Paris.

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

Andrea Hauptmann, Senior Director, Raiffeisen Bank International AG, Austria; delegate to ICC Banking Commission since 1997, founding member of ICC Guarantee Task Force, regular speaker at international conferences since 1991. Member of the ICC URDG drafting group.

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

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

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.

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

Philip J. Young, Partner, Cooke, Young & Keidan LLP, London. Philip is independently recognised by the Legal 500 and Chambers & Partners' Guide to the English Legal Profession as a leading English banking litigator.

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

Program

Monday, May 9, 2011

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

Introduction of the Chairman	Andrea Hauptmann
The new URDG 758 – Global acceptance – Initial Experiences – Controversies <ul style="list-style-type: none">• <i>Global acceptance of new URDG</i>• <i>Practical effects of new URDG on selected cases</i>• <i>Initial experiences from USA, UK, Germany, Asia and Latin America</i>	Andrea Hauptmann Glenn Ransier Miguel Bustamante Roger Carouge Philip Young ...more experts invited!
Swift UPTDATE – Category 7 Messages & the SWIFT Rulebook	Andé Casterman
Independent Undertakings & Rules <ul style="list-style-type: none">• <i>ISP98, UN Convention on Guarantees, UCP, URDG, SWIFT Rulebook</i><ul style="list-style-type: none">○ <i>Introduction - History</i>○ <i>Use for Dependent or Independent Undertakings?</i>○ <i>Case Study</i>• <i>Sample Transaction</i>	Don Smith Glenn Ransier Andé Casterman ...more experts invited!
Common Law Guarantees – Selected Cases: Meritz Fire, North Shore Ventures	Philip Young
The Impact of Basel II + III on guarantees	Hugo Verschoren
Keynote	
Cocktail - Reception	

Tuesday, May 10, 2011

9:00 – 17:30

Country issues – specifics – hot issues and new developments <ul style="list-style-type: none">• Argentina• Brazil• Mexico• Venezuela	Jorge Riva Antonio Nicolett Miguel Bustamante
Opinions of the Banking Commission and Docdex Cases	Gary Collyer
Case Studies – Submit your cases (anonymously), learn from others! Leading cases: Amex, Fortis and many more	Andrea Hauptmann Glenn Ransier Don Smith NN

Organisation

Date/Seminar venue:

Monday, May 9, 2011 **9.00 a.m. – 6.00 p.m.**
Tuesday, May 10, 2011 **9.00 a.m. – 5.30 p.m.**

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

Course Fees for Conference on Guarantees 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, 11 + 12, 2011

“5th Global Conference on Letters of Credit”

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

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