



## 6<sup>th</sup> 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 (Austria, Germany, UK...), Asian....
- **Sanctions imposed !** – legal & practical consequences for outstanding guarantees
- **Country Issues** – Specifics of Guarantees in China, Argentina, Brazil, Mexico, Venezuela
- **Independent Undertakings & Rules**
  - ISP98, UN Convention, UCP, URDG, SWIFT Rulebook - a comparative sample transaction!
- **SWIFT** - Future ISO 20022 messages for guarantees
- **Opinions** of the Banking Commission & **DOCDEX**– Be up to date with the latest inquiries!
- **Case Studies** – Amex, Fortis and many more
- **Common Law Guarantees:** recent cases (Meritz, North Shore, Chinese shipbuilding)

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

**Helmut Breit**, Austria; **Miguel Angel Bustamante**, Mexico; **Roger Carouge**, Germany;  
**Andre Casterman**, Belgium; **Jia Hao**, China; **Andrea Hauptmann**, Austria; **Thierry Josz**, Belgium;  
**Antonio Nicoletti**, Brazil (invited); **Glenn Ransier**, USA; **Jorge Luis Riva**, Argentina; **Don Smith**, USA,  
**Philip J. Young**, UK

**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.

**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 form 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

**Helmut Breit**, Head of Group Products, Raiffeisen Bank International, Austria

**Miguel Angel Bustamante**, Senior Trade Advisor at Banamex-Citibank for Mexico and Latin America. Arbitrator (DOCDEX Expert) on letters of credit for ICC Paris since 1997.

**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, SWIFT, Belgium

**Jia Hao**, Manager, Trade Financing Product Manager, Bank of China, Member ICC ISBP Revision Task Force, publishes in *Global Trade Review*, *LC Monitor*, *Documentary Credit World*, *LC VIEWS*, *Banking Law Journal*.

**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.

**Thierry Josz**, Global Head of Trade Solutions, BNP Paribas, Brussels; Head of the GTS Competence Centre

**Antonio Maximiliano Nicoletti** (invited), 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.

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

**Program**

**Monday, May 9, 2011**

Start of registration: 8:15

9:00 – 18:15

<b>Welcome and Opening</b>	Helmut Breit
<b>Introduction of the Chairman</b>	Andrea Hauptmann
<b>The new URDG 758 – Global acceptance – Initial Experiences – Controversies</b>	Andrea Hauptmann Glenn Ransier Miguel Bustamante Roger Carouge Philip Young
<ul style="list-style-type: none"> <li>• <i>Global acceptance of new URDG</i></li> <li>• <i>Practical effects of new URDG on <b>selected cases</b></i></li> <li>• <i>Initial experiences from USA, UK, Germany, Asia and Latin America</i></li> </ul>	
<b>Country issues – specifics – hot issues and new developments</b>	Jorge Riva Antonio Nicoletti (invited) Miguel Bustamante Jorge Riva
<ul style="list-style-type: none"> <li>• <i>Argentina</i></li> <li>• <i>Brazil</i></li> <li>• <i>Mexico</i></li> <li>• <i>Venezuela</i></li> </ul>	
<b>Guarantees under English Law</b>	Philip Young
<ul style="list-style-type: none"> <li>• An update on developments in English guarantee law, including selected cases “North Shore Ventures” and “Meritz Fire”.</li> <li>• Issues arising from Chinese shipbuilding guarantees</li> </ul>	
<b>Keynote:</b>	<b>Thierry Josz,</b> Global Head of Trade Solutions, BNP Paribas
<b>Trade finance in Asia – new challenges &amp; opportunities</b>	

**Cocktail - Reception**

**Tuesday, May 10, 2011**

9:00 – 17:30

<b>Guarantees &amp; URDG in China</b>	Jia Hao
<ul style="list-style-type: none"> <li>• <i>legal framework, practical issues,</i></li> <li>• <i>the new URDG – and Chinese law ?</i></li> <li>• <i>the present Chinese practice of handling international independent guarantees</i></li> </ul>	
<b>Opinions of the Banking Commission on Guarantees</b>	Glenn Ransier
<b>DOCDEX Cases on Guarantees</b>	
<b>Independent Undertakings &amp; Rules – a comparison</b>	Don Smith Glenn Ransier André Casterman
<ul style="list-style-type: none"> <li>• <i>ISP98, UN Convention on Guarantees, UCP, URDG, SWIFT Rulebook</i> <ul style="list-style-type: none"> <li>• <i>Introduction</i></li> <li>• <i>Use for Dependent or Independent Undertakings?</i></li> <li>• <i>A sample transaction shows the effects of different instruments and rules on the same transaction – and its consequences</i></li> </ul> </li> </ul>	
<b>SWIFT Update</b>	André Casterman
<ul style="list-style-type: none"> <li>• <i>Future ISO 20022 messages for Guarantees, Standby LCs</i></li> <li>• <i>The MT 798 trade for corporates messages</i></li> </ul>	
<b>Case Studies</b>	Andrea Hauptmann Glenn Ransier Don Smith
<p><b>Leading cases:</b></p> <ul style="list-style-type: none"> <li>• <i>Amex vs. Banco Espanioles de Credito</i></li> <li>• <i>Fortis vs. ADIB</i></li> <li>• <i>and many more</i></li> </ul> <p><b>Please submit your cases</b> (anonymously), <b>learn from others!</b></p>	

**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:** 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](mailto: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

**“5<sup>th</sup> Global Conference on Letters of Credit”**

and

May 13, 2011

**“Case Studies on Letters of Credit”**

for details:

[icc@icc-austria.org](mailto: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](mailto:c.kacan@icc-austria.org)**

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**Yes, I want to register for the**

- 6<sup>th</sup> Global Conference on Bank Guarantees**  
May 9 + 10, 2011
- 5<sup>th</sup> 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](http://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**