



Advanced Workshop on: URDG 758 – Best Practice

- ◆ Do's and Don'ts of Drafting
- ◆ URDG compared to UCP 600 / ISP 98
- ◆ The new URDG 758 2018 survey
 - Reports on adoption of URDG from around the world
- ◆ URDG 758 and challenging jurisdictions
- ◆ Beware of non-documentary conditions
- ◆ ICC Banking Commission Opinions on URDG
- ◆ International Standard Demand Guarantee Practice
 - Up-date on the drafting of the ISDGP
- ◆ Case Studies

Tuesday, 13 November 2018,

9.00 a.m. - 4:30 p.m.

Palais Festetics
1090 Vienna, Austria

CDCS® and CSDG® holders attending will earn 6 CPD/PDU points towards recertification.

This training is part of a 4 event series; separate booking is available:

**Understanding Documents in
Trade Finance**

Mon, Nov 12th, 2018
Vienna, Austria

**Understanding
Transferable L/Cs**

Tue, Nov 13th, 2018
Vienna, Austria

**URDG 758
Best Practice**

Tue, Nov 13th, 2018
Vienna, Austria

**Case Studies on Documentary Credits
and Demand Guarantees**

Wed/Thur, Nov 14/15th, 2018
Vienna, Austria

Target Group

- ◆ Specialists in Demand Guarantees in banks & corporates
- ◆ Specialists in project & trade finance
- ◆ Client relationship managers
- ◆ Project managers in engineering & construction
- ◆ Sales Managers of Exporters & Importers
- ◆ Lawyers & In-house legal counsels
- ◆ Risk Managers in banks & corporates
- ◆ Everyone involved in Trade Finance

Background & Objective

Bank Guarantees, as a simple but powerful tool for de-risking, play a vital role in international trade and other business transactions. ICC research found that the demand for bank guarantees has steadily grown.

The ICC Uniform Rules for Demand Guarantees have become the go-to guarantee rules for many major businesses, banks and government agencies. Updated in 2010, the URDG 758 contains a comprehensive revision of the ICC rules, including clearer definitions, step-by-step procedures and model forms. The result is a comprehensive and easy-to-use package to regulate international guarantee practice.

Endorsed by UNCITRAL, FIDIC, the Worldbank, IFC amongst others, the URDG 758 became what can only be considered a huge success story.

However, rules are only as good as the knowledge and understanding of those who apply them.

In particular with guarantees, all parties involved may underestimate the risks due to unknown legal systems, bad drafting or insufficient knowledge in general; therefore jeopardizing the security they originally intended to create.

The training on URDG 758 – Best Practice is part of an ICC Austria event series, 12-14 November 2018, which seeks to integrate trade finance & with contract conditions. It is designed to highlight potential contractual and cost traps and to show practical solutions. We aim to combine knowledge of our international experts in order to avoid partial solutions, but to offer an **integrated** approach instead.

Participants are kindly asked to bring with their copy of ICC URDG 758. In case you would like to purchase one, please get in touch with us beforehand, and receive it at the registration desk.

Speaker

Andrea Hauptmann; Senior Global Consultant in Trade Finance, 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;

Preliminary Programme

Andrea Hauptmann

- Do's and Don'ts of Drafting
- URDG compared to UCP 600 / ISP 98
- The new URDG 758 2018 survey
 - Reports on adoption of URDG from around the world
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Case Studies

Q & A session. Submit your questions in advance!

**Please note that the programme will be expanded with further topics and recent developments shortly.*

Additionally, participants are invited to submit their special questions and cases in advance, which should be handled during the conference.

Please submit your questions until **15th of October 2018** to: e.treu@icc-austria.org

ICC Austria - *Your Partner for International Trade and Law*

ICC Austria assists its members in their daily legal & practical questions – please contact us:

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

Registration Form

ICC Austria Advanced workshop on: URDG 758 Best Practice Palais Festetics, Berggasse 16, 1090 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

☎ Tel.: +43-1-504 83 00-3718
☎ Fax: +43-1-504 83 00-113718

Participant Information

Family Name: First Name: ☐ Mr. ☐ Mrs.
 Organisation / Company:
 Address:
 Postal Code, City: Country:
 E-Mail: Telephone:
 Job Title / Position :

Invoice data

Organisation / Company:
 VAT Number (obligatory for invoicing for European participants):
 Address:
 Postal Code: City:
 Country:

* Obligatory for invoicing participants from EU member states

Registration – closing date 2 November 2018

	12 Nov 2018	13 Nov 2018	14 – 15 Nov 2018
I want to register for:	Understanding Document in Trade Finance <input type="checkbox"/>	Advanced workshop on URDG 758 – Best Practice <input type="checkbox"/>	EBRD & ICC Austria Case Studies on Documentary Credits & Bank Guarantees <input type="checkbox"/>
Regular Fee	EUR 610,-- (plus 20% VAT)	EUR 610,-- (plus 20% VAT)	EUR 990,-- (plus 20% VAT)

After receiving the registration, we will sent a confirmation with the invoice attached.

Please transfer the course fees – free of charges for ICC Austria – via banktransfer. **We do not accept payments by credit card.**

In exceptional cases, a payment in cash is possible on site.

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!

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

We will provide a list of hotels close to the conference venue as soon as possible.

Cancellation Policy / Data Protection

Upon signature of this registration form the General Terms and Conditions of ICC Austria are deemed accepted; available with <https://www.icc-austria.org/en/About-us/General-terms-and-conditions/Seminars.htm>. A full refund will only be given for written cancellations received up to 20 working days before the event. Should you be unable to attend, you can nominate a colleague as replacement. I acknowledge that my data is stored electronically for registration purposes. ICC Austria will not submit my data to third parties.

☐ **I agree to receive mail notifications on latest up-dates on conferences and training sessions with similar content.**

Modification/Cancellation is possible by delete@icc-austria.org.

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Date

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Signature