



# 14th Global Conference on Bank Guarantees

18 - 19 June 2018

This year's topics include amongst others:

- Country Issues:
  - Vietnam
  - China
  - Injunctions in Slovakia
- **Understanding Compliance** with Neil Chantry
- Guarantees under **Swiss Law**
- A Case Study from **Armenia**
- **Asymmetrical jurisdiction clauses**
- Embracing new technology
  - The new SWIFT Form – a step back in time?
  - Tech's influence on documents in trade
  - How tech can help in dealing with the new SWIFT forms
- **Fraud** in Demand Guarantees
- Drafting: extend or pay
- Up-date on the new **ISDG** and the **URDG survey 2018**

**Keynote: Rebecca Harding** [“The Weaponization of Trade”](#)

Get your complimentary copy of the book by participating in our Bank Guarantees Conference.

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

CDCS® and CSDG® holders  
attending will earn 6 PDU points  
per conference day.



## 14th Global Conference on Bank Guarantees

Monday 18<sup>th</sup> & Tuesday 19<sup>th</sup> of June 2018  
9am-5.00pm

**For more than a decade ICC Austria has hosted this annual Global Conference on Bank Guarantees attended every year 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.

**With this conference, you can earn 12 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



## PROGRAMME\*:

### Monday 18<sup>th</sup> of June

8:15 – 9:00

**Registration and Morning networking session.** Meet fellow delegates over a cup of coffee.

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#### Welcome to the 14<sup>th</sup> Global Conference on Bank Guarantees

Opening and Introduction – aims of this conference by Peter Lennkh and Max Burger

Chair of the Day Andrea Hauptmann

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#### Session 1: Understanding Compliance

Neil Chantry

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#### Session 2: The new SWIFT Form – a step back in time

Glenn Ransier

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#### Session 3: Embracing new technology

- *How tech can help in dealing with the new SWIFT forms*
- *Tech's influence on documents in trade*

Jacco de Jong

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#### Lunch

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#### Session 4: Up-date on recent developments

- *Up-date on Art 55 BRRD*
- *Up-date on Custom Guarantees*

Andrea Hauptmann  
Glenn Ransier

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#### Session 5: An “unexpected” demand for payment – A case study from Armenia

Innesa Amirbekyan

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#### Session 6: Drafting – extend or pay

Don Smith  
Glenn Ransier

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#### Session 7: Injunction in Slovakia

Soňa Hekelová

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#### Session 8: ISDGP: The new International Standard Demand Guarantee Practice

Glenn Ransier  
Christina Seierüp

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#### **From 5:00 pm - Keynote Rebecca Harding “The Weaponization of Trade?”**

*World trade is at a turning point. With the threat of economic nationalism and isolationism in the US, Brexit and increasing threats of tariffs in countries like India the institutions and structures of global trade are being challenged. This presentation looks at whether we are witnessing an end to globalisation through the patterns in world trade generally and European trade in particular. It argues that the multilateralism that we have come to take for granted is vital, not just for economic growth, but also for geopolitical stability.*  
Dr. Rebecca Harding, CEO

***Followed by: network reception at the Biedermeier Hotel***



## Tuesday 19<sup>th</sup> of June

From 9.00	<b>Introduction Chair of the Day</b> Andrea Hauptmann	
<b>Session 9: Country Issue: Bank Guarantees in VietNam</b>		Dang Hoai Ly
<b>Session 10: Up-date Basel IV</b>		Hugo Verschoren
<b>Session 11: Asymmetrical jurisdiction clauses in Bank Guarantees</b>		Andrew Wood
<b>Session 12: Up-date from China</b> <ul style="list-style-type: none"><li>• <i>Summaries of the new cases in China</i></li><li>• <i>The influences of SAFE's supervision on guarantees issued by Chinese banks</i></li></ul>		Zhu Hongsheng
<i>Lunch Break</i>		
<b>Session 13: Results from the new URDG survey 2018</b>		Andrea Hauptmann
<b>Session 14: Bank Guarantees under Swiss Law</b>		Patrick Eberhardt
<b>Session 15: Drafting Standby LCs</b> <ul style="list-style-type: none"><li>• <i>Best practice: UCP, ISP98 or URDG?</i></li><li>• <i>What clients may not be aware of</i></li></ul>		Glenn Ransier
<b>Session 16: Fraud in Demand Guarantees</b>		All speakers
<b>Closing remarks by</b>	Andrea Hauptmann & Max Burger	

*\*programme can be subject to change*

### SPEAKERS:

**Innesa Amirbekyan**, Head of International Documentary Business and Trade Finance at Anelik Bank CJSC, Armenia. Innesa has extensive trade finance experience with leading Armenian banks with proven track record of structuring import and export finance transactions, trade finance business development and successful negotiations record. She has received many EBRD and ICC awards for personal and corporate achievements in the field of trade finance, participated as speaker and panellist in international conferences in Armenia and abroad.

**Neil Chantry**, Independent Consultant on Trade Finance & Compliance, UK. 40 years with HSBC - on the international executive staff, serving countries in the Middle East & East Africa, on the UK Group executive staff, specialising in Trade Finance operations, procedures, finance and compliance. Recently, completed lengthy consultancy with Standard Chartered Bank. Neil has held many ICC positions, e.g. Former Chair, Wolfsberg Group Trade Finance Committee; Joint Wolfsberg Group;



Financial Crimes & Anti-Terrorist Financing Group; ICC & BAFT drafting group for the “Compliance Principles Paper and former Chair of the Executive Committee.

**Patrick Eberhardt**, Partner, Eversheds, Geneva. Patrick focuses on international trade and has extensive experience in structuring and securing trade finance transactions. He advises on the appropriate title documents (BL, FCR, etc.), storage arrangements (CMA, SMA.), security structure and payment methods. He is member of the ICC Legal Committee, and published the guide “Inventory Finance: Golden Rules to mitigate legal risks”.

**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.

**Jacco de Jong**, Commercial Director and Senior Advisor at TradeWiz. He provides customers with pragmatic, expert support and advice in their transition towards adopting/embedding trade digitisation into their business. As a SWIFT-certified Trade & Supply Chain Finance consultant, Jacco frequently moderates, speaks and participates in panels at international Trade and Supply Chain Finance events organized by institutions such as SIBOS, ICC, FIBA, SWIFT and more.

**Dang Hoai Ly**, Deputy Head Trade Operation Center at JSC Bank for Investment and Development of Vietnam, Vietnam (BIDV). Dang Hoai Ly joined BIDV in 2003 and has now over 15 years of experience in Bank Guarantee and Trade Finance. Furthermore, she is responsible for training and education on Bank guarantees in all BIDV branches.

**Glenn Ransier**, Head of Documentary Trade and SBLCs, Wells Fargo, USA; Glenn is one of the three Technical Advisors of the ICC Banking Commission; He maintains strong ties to domestic and global trade communities; has been actively involved in trade finance for more than 35 years.

**Bob Ronai**, Australia, Independent consultant assisting Australian exporters, author of numerous articles in international and local publications, appointed to the ICC's Incoterms 2020 Drafting Group, member of ICC Australia's Banking Committee and Incoterms Committee, passionately interested in improving how international trade works for the traders.

**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, with over 40 years international banking experience.

**Hugo Verschoren**, Senior Expert, Center of Excellence, Trade Finance Services, ING group Belgium. Regular training provider within ING and externally to corporates and banks related to all aspects of Trade Finance; Chair, ICC Banking Commission Netherlands; member of the BPO Educational Group, the Trade Finance Register Steering Group; the ICC Financial Crime Risk & Policy Group.

**Andrew Wood**, Partner with Norton Rose Fulbright, UK. He has extensive experience in a wide range of banking and finance transactions with a particular focus on all areas of trade and commodity finance including pre-export and pre-payment finance, ownership finance and borrowing base, inventory and receivables transactions and commodity sale and purchase arrangements. Andrew advises lenders, trading companies and producers in cross-border transactions in emerging and developed markets.

**Zhu Hongsheng**, Chief Guarantee Expert, Transaction Banking Department, China Minsheng Banking Corp. Legal Counsellor on Trade Finance; General Manager of Products Center; member of ICC TF on



Guarantees; ICC DOCDEX Expert; Vice Chair, Guarantee Group, ICC China. Regular speaker on guarantees and trade finance; Consultant to Supreme Court of China on new Chinese Bank Guarantees Law. Zhu developed new products such as TF Assets Securitization, Trade Asset Management, Structured Forfaiting under Domestic L/Cs and Payment Guarantees, A/R assignment & reimbursement under Cross-border Renminbi L/Cs, Structured performance Guarantee Solutions.

### Keynote:

**Dr. Rebecca Harding** is an independent economist specialising in trade and trade finance and runs a TradeTech company, Coriolis Technologies, that provides Data as a Service to the trade finance sector. She is co-author of "The Weaponization of Trade: the Great Unbalancing of policy and economics." She is an advisor to the Council of the Society of Professional Economists and until February 2017 the Chief Economist of the British Bankers' Association. She has held senior roles in business and academic institutions internationally and was a Specialist Advisor to the Treasury Select Committee. Rebecca is a Director of the German British Forum, a non-executive Director of the Greater London Mutual Bank, a Fellow of the Royal Academy of Arts, an Academician for the Academy of Learned Societies for the Social Sciences and a Member of the Society of Professional Economists.

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## International Trade Finance Conference Week 18 – 22 June 2018

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

Mail or Fax to:

ICC Austria – International Chamber of Commerce  
Wiedner Hauptstrasse 57, 1040 Vienna-Austria

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

FOR A VALID REGISTRATION, PLEASE FILL IN BOTH PAGES OF THE REGISTRATION FORM

### Participant Information

Mr.  Mrs.

Family Name: ..... First Name: .....

Organisation / Company: .....

Address: .....

City, Postal code: ..... Country: .....

E-Mail: .....

Telephone: ..... 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 1 June 2018

	18 + 19 June 2018	20 June 2018	20 June 2018	21 + 22 June 2018
I want to register for:	14th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/>	The Golden Rules of Inventory Finance <input type="checkbox"/>	12th Global Conference on Letters of Credit <input type="checkbox"/>
Regular Fee	EUR 990,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 560,-- (plus 20% VAT)	EUR 990,-- (plus 20% VAT)

Package Prices: 4 or 5 days – 10% discount

After receiving the registration, we will send 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.

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!**



### Conference Materials

All conference materials will be made available electronically to registered participants [payment in total received] three days before the conference

electronic materials

In addition I would like to order

printed materials in a folder for EUR 25,-- \*

\* incl. VAT (Eur 20.83 + 20% VAT), price per conference/seminar – not available for Case Studies

Please note: No computers, no connection for power supply, no Internet access available at the conference venue.

### Side Events – please register

<b>Monday, 18 June 2018</b> directly following the conference (available only for conference participants)	Cocktail/Social event and Networking	<input type="checkbox"/> I will attend <input type="checkbox"/> I will not attend
<b>Thursday, 21 June 2018</b> directly following the conference (available only for conference participants)	Cocktail/Social event and Networking	<input type="checkbox"/> I will attend <input type="checkbox"/> 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 approx. some 8 weeks to get the visa (please contact your local Austrian Embassy early on – for local regulations)**

For visa letter please send us your passport details:

Full name (as in passport) .....

Passport number .....

Date of birth .....

Date of issue + expiry, Place of issue .....

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 / 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 [icc@icc-austria.org](mailto:icc@icc-austria.org).

.....  
Date

.....  
Signature