



12th Global Conference on **Bank Guarantees**

15 - 16 May 2017

This year's topics include amongst others:

- **Bank guarantees in China – the new law**
- Country Issues:
 - **India**
 - **Italian fideiussione**
- **Reimbursements – the Essentials**
- URDG - influence on **domestic laws & regulations**
 - **China, Russia etc.**
- **Hybrid Guarantees**
- Automatic extension clauses
- **Assignments of Guarantees**
- Follow-up: **The new Standard Demand Guarantees Practice**
- **Amendments – best practice**
- Up-dates on Art 55 BRRD & Custom guarantees and Sanctions & Embargoes
- **EU perspective on ISP98 vs. URDG vs. UCP600**

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

CDCS® and CSDG® holders
attending will earn **12 PDUs**
towards recertification.



12th Global Conference on Bank Guarantees

Monday 15th & Tuesday 16th of May 2017

9am-5.30pm

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

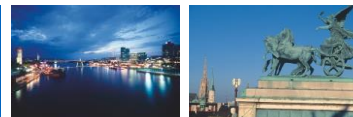
Do not miss the chance to take part in in-depth training sessions, discussion of the current challenges and the invaluable opportunity to meet with your peers from around the globe.

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



SPEAKERS:

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;

Zhu Hongsheng, Chief Guarantee Expert, Transaction Banking Department, China Minsheng Banking Corp. Ltd., Beijing, China. He is Legal Counsellor on Trade Financing and General Manager of Products Center; member of ICC TF on Guarantees; ICC Docdex Expert; Vice Chair, Guarantee Group of ICC China. Regular speaker on guarantees and trade finance and consulted with the Supreme Court of China on the new Chinese Independent Guarantees Rules. He 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.

Robert Marchal, Standards/Business Analyst, SWIFT. He has joined SWIFT Standards in 2000, and focused on Trade and Payments business area. He is a member of the ISO 20022 Trade SEG and Payments SEG; responsible for the yearly maintenance of FIN category 4 & 7 (Collections, L/C, guarantees);

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, which provides technical trade finance information and support;

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;

Luigi Pedretti, the founder and senior partner of Pedretti Studio Legale, Rome, Italy. He is specialized in international banking and financial law. Mr. Pedretti is member of ICC Italia-Commission on International Commercial Law & Practice and member of the Executive Committee of Credimpex-Italia. Mr. Pedretti is the author of several articles on domestic and international banking law. He has been lecturer on banking and financial law at the MBA of Luiss Business School, Luiss-Guido Carli University in Rome.

Stephen Tricks, Lawyer, Consultant, Clyde & Co, London, UK since 1986, specialized in international trade and insurance. Clients include traders, banks, carriers, insurers. Member of ICC UK Banking Committee; Member of the Legal Committee and the Task Force on Bank Guarantees of the ICC Banking Commission; DOCDEX expert;

more to be announced soon



PROGRAMME:

Monday 15th of May

9:00am – 5pm

8:30 – 9:00 am Registration and Morning networking session. Meet fellow delegates over a cup of coffee.

Welcome to the 12th Global Conference on Bank Guarantees

Session 1: Bank Guarantees in China

Zhu Hongsheng,

- *The new ruling by the Supreme People's Court*

Networking Break

Session 2: Hybrid Guarantees

Stephen Tricks

- *The distinction btw demand guarantees and suretyship guarantees*
- *The status of guarantees which include elements of both types*

Session 3: URDG – influence on domestic laws and regulations

Andrea Hauptmann
Glenn Ransier

- *Russia, China*

Lunch

Session 4: Difficult jurisdictions and up-date on recent developments

Andrea Hauptmann

- *The new **International Standard Demand Guarantee Practice***
- *Up-date on **Art 55 BRRD***
- *Up-date on **Custom Guarantees***

Session 5: Up-date on Sanctions and Compliance

Stephen Tricks

- *The Wolfsberg Group, ICC and BAFT Trade Finance Principles*
- *Brexit*

Networking Break

Session 6: Reimbursement undertakings – the Essentials

Glenn Ransier

Session 7: Assignment of guarantees

Stephen Tricks

- *Guarantees that are not subject to URDG*
- *Assignment of guarantees with no rules.*

Followed by: network reception



Tuesday 16th of May
9am – 5pm

Session 8: Country Issue: India

Jeetesh Bhatia
(invited)

Session 9: Opinions and DocDex Decisions on Bank Guarantees

Don Smith

Networking Break

Session 10: EU perspective on ISP98 vs URDG vs UCP 600

Andrea Hauptmann
Glenn Ransier

Session 11: Update on the revision of Swift 700 messages

Robert Marchal

Lunch Break

Session 12: The Italian Fideiussione

Luigi Pedretti

Session 13: Automatic extension clauses explained

Don Smith

Networking Break

Session 14: How to handle amendments

Andrea Hauptmann

Closing remarks by

Andrea Hauptmann & Max Burger

programme can be subject to change



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International Trade Finance Conference Week 15 – 19 May 2017

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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Participant Information

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 28 April 2017

	15 + 16 May 2017	17 May 2017	17 May 2017	18 + 19 May 2017
I want to register for:	12th Global Conference on Bank Guarantees <input type="checkbox"/>	Case Studies on Letters of Credit and Bank Guarantees <input type="checkbox"/>	Islamic Trade Finance – a Dynamic Proposition <input type="checkbox"/>	11th 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

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 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

12th Global Conference on Bank Guarantees 15 – 16 May 2017



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

Monday, 15 May 2017

directly following the conference
(available only for conference participants)

Social event and Networking

I will attend

I will not attend

Thursday, 18 May 2017

directly following the conference
(available only for conference participants)

Cocktail event and Networking

I will attend

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. 6 – 8 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

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 May is usually very high.

Cancellation Policy

A full refund will only be given for cancellations received up to 20 working days before the event.

Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

.....
Date

.....
Signature