



# Bank Guarantees Getting it right

bad drafting  
compliant demand  
LC practice compared

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08 November 2022  
9.00 am – 4.30 pm CET  
Vienna, Austria



**European Bank**  
for Reconstruction and Development



**The London Institute  
of Banking & Finance**

CSCF, CDCS® and CSDG®  
holders attending will earn 6 PDU

## Who is it for

**Demand Guarantee Practitioners  
Leaders in Trade Finance Departments**

**Trade Finance Officers  
Correspondent Bankers/FI**

# What is it about

Like any other contract the precise and well thought out **drafting of a guarantee text** is crucial. In that way many problems and future challenges can be mitigated or even avoided.

Particular cautions is warranted in situations in which lawyers or banks are not involved in the drafting process. Often these texts become part of the underlying contract and therefore, cannot be amended.

The first part of the training deals with the most important aspects of drafting and how to avoid common pitfalls and risks.

The second part of this training will take a closer look at the **parallels and differences in guarantee and LC practice** forstoring understanding of common Trade Finance practices but highlighting crucial distinctions.

Why is it so difficult to **present a complying demand**? More than 30% of drawings fail. However, many rejections could be prevented. The final part of the training will help you with getting it right through instruction and practical case studies. In addition, you are invited to submit your practical questions and examples

## Meet our expert

**Andrea Hauptmann**; working for Raiffeisen Bank International for 37 years, whereof more than 25 years as Head of Department, lastly as Senior Global Consultant in Trade Finance, now working as an independent external consultant. 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 for about 10 years;

**Christine Widy** started her carrier in trade finance already in 1986. In course of her work she was able to build up a high level specialist knowledge regarding Letters of Credit, Collections as well as for Export Finance. Today, she is working as Product Sales Expert for Raiffeisen Bank International AG, Vienna, and in addition she regularly acts as L/C-trainer for ICC Austria.

## Registration closing 28 October 2022

Contact: Ms.Cennet Aygün [c.ayguen@icc-austria.org](mailto:c.ayguen@icc-austria.org) Phone: +43-1-504 83 00-3718

<b>Bank Guarantees – Getting it right</b> <b><u>REGISTER HERE !</u></b> 8 November 2022, Vienna venue to be announced shortly	
Registration Fee (per person) incl. electronic training documents, certification of participation	€ 430,00 EUR + 20% VAT
Once confirmed by ICC Austria, your registration is legally binding! The registration fee shall be paid within two weeks from receipt of invoice - verifiably BEFORE the event starts.	
<b>Further Requirements</b>	
The event is planned to be held in Vienna as face-to-face training. ICC Austria's reserves its right to change that to a virtual training. Importantly note, that <b>we are not liable for travel costs</b> , so we advise you to book refundable.	
<b>Visa requirements</b>	
If you require Visa support to attend the event please contact: Mail to: Ms. Verena Weinrath <a href="mailto:v.weinrath@icc-austria.org">v.weinrath@icc-austria.org</a> Phone: +43-1-504 83 00-4303	