



# Bank Guarantees for Beginners

## Principles and Practice in International Business

- ◆ Responsibilities and Relationships of the various Parties
- ◆ Main types of Guarantees
  - ◆ Bid Guarantee (Bid Bond)
  - ◆ Performance Guarantee (Performance Bond)
  - ◆ Advance Payment Guarantee
  - ◆ Warranty Guarantee
  - ◆ Payment Guarantee
  - ◆ Customs Guarantee
  - ◆ Letter of Indemnity, Financial Guarantees and other types
- ◆ Bad Drafting
- ◆ Pitfalls and Challenges in specific Countries/Regions
- ◆ ICC Uniform Rules for Demand Guarantees (URDG 758)

The online training takes place in **2 connected modules of 3 hours each.**

**1 + 2 June 2021**  
**9.30 a.m. – 12.30 p.m.**

## Target Group

- ◆ Exporters + Importers, Trading companies
- ◆ Trade Finance Manager + Risk Managers
- ◆ Trade Finance Sales and back office staff
- ◆ Construction companies
- ◆ Machinery and Plant Constructors
- ◆ Engineering Companies

## Background & Objective

**Bank guarantees in relation to projects, supply of goods and services in another country are an important tool of International Trade, but drafting and negotiating appropriate and accurate bank guarantees in a foreign country can be a complex and burdensome task**

It is not uncommon that corporates focus on such matters as price, contract value, terms of delivery, but treat matters related to guarantees less crucial and underestimate risks related to ambiguous wording and clauses. The wording is very often proposed by the beneficiary and may require guarantees to be issued subject to local law, local language and/or foreign law & jurisdiction.

**In July 2010, the International Chamber of Commerce (ICC) published a comprehensive revision of the Uniform Rules for Guarantees (URDG 758) recognizing the practice and clarifying the procedures and standards for guarantees. The URDG 758 has gained increasing worldwide acceptance and may help to eliminate misunderstandings and to achieve a fair balance between the interest of the parties involved (beneficiary, principal, guarantor, counter-guarantor)**

This first level seminar has been designed to introduce the participants to a general understanding of the main features of bank guarantees, standards, rules (with special focus on URDG 758) and practice in International Trade.

*Participants are invited to use their **Uniform Rules for Demand Guarantees (URDG 758)**. There is the possibility to purchase the book in the registration process.*

## Programme

- Unconditional vs. Accessory Guarantees
- Direct and indirect guarantees
- Non-bank guarantees and parental guarantees
- Main types of guarantees
- Reduction clauses
- Termination of guarantees
- Comparison of Stand by LC vs. Guarantee (URDG vs. ISP 98 and UCP)
- Automatic extension clauses
- Effectiveness clauses
- Getting your demand right
- Extend or pay demands
- Fraud and abusive demands

## Speaker

**Dr. 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.

## Registration Form

Mrs Cennet AYGÜN

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*further ICC Austria trainings:*

- **International Trade Finance Week 2021**  
14 – 18 June, Online
- **Ocean freight in Import/Export**  
13. + 14. October, Online

For further details please visit: [www.icc-austria.org](http://www.icc-austria.org)

### Registration

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### Online Registration for 1 + 2 June 2021

9.30 a.m. – 12.30 p.m.

**Participation fee:**  
incl. electronic documentation

**€ 420,00** + 20% VAT

**Registration closing date:**  
28 May 2021

Optional book order: 1 copy of URDG 758 **€ 20,00** + shipping costs + 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 webinar starts.**

### Technical Requirements

Computer/Laptop/Tablet with internet connection.

The training will be held via Zoom. If your company does not use Zoom by default, a participation is still possible. If you have any questions, please contact your in-house IT department or contact us directly.

You will receive the link and access data for participation in the online training 3 working days in advance.