

WORKSHOP

“**URDG 758** effective since 1 July 2010”

...key features.... Application and Implementation

Introduction

Trade Finance is generally considered to involve less risk for banks than other mainstream forms of bank financing. Traditionally banks have had very low loss provisions when providing finance or securing trade deals using traditional trade finance instruments, such as letters of credit or guarantees.

The independent demand guarantee has played a critical role in the advancement of international business over the last 3 decades with the use of guarantees continuing to increase.

The advent of the financial crisis has accelerated the use of demand guarantees as contracting parties strive to cover the risks of no performance or non payment with contracting counterparties.

The newly revised URDG 758 of the international chamber of commerce will provide the perfect balance of risk coverage and the flexibility to support the increased global demand for demand guarantees.

- The obligations of banks under the new URDG 758 rules will be explained in detail.
- Each and every article or rule of the new URDG 758 rules will be explored.
- Expert advice on the application of the URDG 758 will be provided.

Target Participants

This workshop will be of significant benefit to exporters, importers, construction companies, investment project managers, trade finance bankers, corporate lawyers and expanding SME companies.

The Facilitator

Mr. Vincent O'Brien is a highly experienced practitioner of International Trade Finance being a long standing member of **the ICC Banking Commission**. He has more than 20 years international trade banking experience and has delivered trade finance technical assistance and training in more than 50 countries worldwide.

Mr. O'Brien is the examiner of **International Trade Finance** for the Institute of International Trade of Ireland. He is a lead content writer for **UpSkills600**, the only Certified Online Training in Documentary Credits and UCP 600 of **the International Chamber of Commerce**.

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Mr. O'Brien is a regular and respected contributor to international trade finance publications such as **Documentary Credits Insight, Global Trade Review, LC Monitor and Documentary Credit World**. He has played a major role in technical assistance and training for the trade facilitation programmes of the **EBRD, the IFC and the ADB**.

Mr. O'Brien was recently appointed as the **ICC Representative** to the **WTO Expert Group** on the Financial Crisis.



Mr. Vincent O'Brien

Workshop Agenda

Morning Sessions

8.30 – 9.00: Welcome Guests

9.00 – 10.20: Session 1 - International Trends and Development.

- Use of Independent Bank Undertakings in International Trade.
- Key elements of Independent Bank Undertakings.
- The Parties to the Independent Bank Guarantee.
- Bank Obligations under URDG 758
- ICC Banking Commission Approach to Demand Guarantees

10.20 – 10.30: Tea break

10.30 – 11.30: Session 2 - Independent Bank Undertakings in various countries.

- Tender Bonds and Guarantees.
- Performance Guarantees
- Financial Guarantees
- Counter Guarantees
- On Demand and Conditional Guarantees

Afternoon Sessions

13.00 – 14.30: Session 3 - Uniform Rules on Demand Guarantees – URDG 758

- Practical application of URDG
- Fundamental Changes in Approach
- Key Provisions of URDG 758
- Independence of Guarantee and Counter Guarantee
- Non-documentary conditions
- Variation of amount of guarantee
- Presentation
- Information about demand
- Separateness of each demand
- Examination
- Extend or pay
- Non complying demand, waiver and notice
- Reduction and termination
- Disclaimers
- Limits on extension from liability
- Indemnity for foreign laws and usages
- Liability for charges
- Transfer of guarantee
- Assignment of proceeds
- Governing law
- Jurisdiction

14.30 – 14.45: Tea break

14.45 – 16.30: Session 4 - URDG 758 in action.

- Examining claim under URDG 758 demand guarantee.
- Interactive quiz on URDG 758
- Question and Answer Session

16.30 – 16.50 Introduction about "Finance in International Trade Initiative Program" launched through the Global Trade Finance Program of the IFC (International Finance Corporation)

- Question and Answer Session

IFC special scholarship for Vietnamese Learners: EUR650

New Course on 2 August 2010

Hoang Nghiep is the partner for the '*FIT Initiative*' launched in Vietnam through the **Global Trade Finance Program** of the **IFC (International Finance Corporation)** which is the private sector arm of the **World Bank**.

The IFC '*FIT Initiative*' is a very practical e-learning program which has been designed with two important goals:

- 1- **to train and certify international trade finance professionals in their core area of expertise and thus enhance their productivity in their day-to-day roles and**
- 2- **to build an online global network of international trade and finance professionals who will share knowledge and experience on an online platform specifically developed for the program – a powerful tool in the resolution of common trade finance queries and issues.**

Notwithstanding, the continued importance of Letters of Credit in financing such trade it has been identified by the International Chamber of Commerce that there is a need to apply other methods of payment and finance to further facilitate the development of export sales from Vietnam.

The IFC '*FIT Initiative*' will provide advanced skills in the '**Finance of International Trade (FIT)**' to participants of the program. Successful participants will receive valuable certification in the **Finance of International Trade** from the **Institute of Export in the United Kingdom** as well as a certificate of achievement in **Documentary Credits and UCP 600** from the **International Chamber of Commerce in Paris**.

Through the support of the **Emerging Markets Grant Scheme (EMGS)** this important training and certification program is available to professionals within your organisation at a cost **EUR 390.-** inclusive per participant. This represents a reduction of approximately 60% of the commercial cost of this programme in other markets. (The standard cost of the '*FIT*' Initiative is **EUR995**. With IFC Support and through the Emerging Markets Grant Scheme (EMGS), qualifying participants will only pay **EUR 390.**)

Vietnamese International Trade professional people should register your trade finance professionals for the IFC '*FIT Initiative*' as soon as possible as demand is high and places on this World Class training and certification program are limited. The second '*FIT Initiative*' in Vietnam commences on **2 August 2010**.

For further information please contact **Hoang Nghiep Training Consulting** at [84-8-66728124](tel:84-8-66728124) or Hotline: [0955-247-889](tel:0955-247-889) or visit www.ifcfitinitiative.net for enrolment forms, course syllabus and event information.

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