

## SEMINAR

### „NEW URDG 758 IN DAILY PRACTICE“

14th April 2011 (9:00- 17:00)

Rīga (Latvia), MONIKA Centrum Hotels, Elizabetes street 21



#### AGENDA:

This one day seminar is designed for experienced users of Bank guarantees.

#### Topics to be discussed:

- First experience with the usage of the new URDG in international guarantee business
- What has changed since the new rules entered into force?
- Experience report from different countries

#### TARGET AUDIENCE:

**Employees from banks and industry, working regularly with bank guarantees, lawyers and employees of legal departments in banks and industry side concerned with guarantees**

#### GUEST SPEAKER:



**Dr Andrea HAUPTMANN**, Senior Director, Head of Guarantees -  
**Raiffeisen Bank International AG**

Member of ICC Austria and delegate to the ICC banking commission since 1997 founder member of the ICC guarantee task force in spring 2003 appointed as one of seven member of the Drafting Group for the revision of the URDG in spring 2007.

Regular speaker at various national and international seminars and conferences since 1991. Author of various publications/articles on bank guarantees

## SEMINAR

### „LETTERS OF CREDIT ON THE BASIS OF UCP600“

15th April 2011 (9:00 – 16:00)

Rīga (Latvia), MONIKA Centrum Hotels, Elizabetes street 21



#### AGENDA:

The seminar enables the participants to examine/issue formally correct documents on basis of the UCP 600 and to evaluate L/C texts regarding their workability.

#### Topics to be discussed:

- Letters of Credit – overview;
- L/C compared with Documentary Collections;
- L/C compared with Letters of Guarantees;
- Possible risks in the documentary business;
- Minimization of risks;
- Documents according to UCP 600 (detailed discussion of documents ruled by UCP 600 with special focus on transport documents);
- Discrepant documents – What now?
- Exercises and case studies based on UCP 600;
- Incoterms2010 – a short overview.

#### GUEST SPEAKER:



**Mrs. Christine Widy** started her career in the documentary business in 1986. During her employment with Bank Austria AG, Vienna she gained extensive experience in handling of letters of credit, collections as well as export finance business.

Since September 2000 she is working for Raiffeisen Bank International AG, Vienna. In addition to daily-business in the letters of credit department she is responsible both for in-house trainings for colleagues as well as workshops for Austrian exporters. Furthermore Christine Widy is acting as trainer for the International Chamber of Commerce.

#### Organizer:

LITHUANIAN BUSINESS  
CONFEDERATION



#### Partner:

**SORAINEN**  
ESTONIA LATVIA LITHUANIA BELARUS

REGISTRATION  
FEES:

- 175 LVL for participation in 2 days seminar (14-15 April 2011)  
**Please note that this fee is applied only for the same person who participates both days)**
- 115 LVL seminar „New URDG 758 in daily practice” (14<sup>th</sup> April 2011)
- 115 LVL seminar „Letters of Credit on the basis of UCP600” (15<sup>th</sup> April 2011)  
(VAT is included)

The registration fee includes seminar documentation, lunch and coffee breaks.  
All participants will receive a certificate of attendance.  
Please fill in the registration form and sent it back to [karolina@icclietuva.lt](mailto:karolina@icclietuva.lt)  
The invoices for seminar will be issued by our partner in Latvia, law firm SORAINEN.

**Contact person:** Ms. Karolina Safranaviciute, Senior Project Manager  
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#### TRAVEL AND ACCOMMODATION:

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Participants are responsible for making their own travel arrangements and hotel reservations.  
A hotel reservation form from Monika Centrum Hotel, with which ICC Lithuania has negotiated **preferential rates for single room 54 EUR/night, twin room 59 EUR/night.**

Reservations of rooms with preferential rates can be booked through reservation department via e-mail: [monika@centrumhotels.com](mailto:monika@centrumhotels.com) or via phone 0037167031925  
**(making booking please do not forget to mention your participation in ICC Lithuania seminar)**  
Please note that a number of rooms reserved with the ICC rate is limited, so we recommend you to make reservations ASAP.

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CONFEDERATION



**Partner:**

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## SEMINAR

### „LETTERS OF CREDIT ON THE BASIS OF UCP600“

15th April 2011 (9:00 – 16:00)

Riga (Latvia)

**Note:** Participants are recommended to bring along their UCP 600 and ISBP to enable them some practical exercises and as basis for discussions.

#### PROGRAM INCLUDES:

- L/C opening and advising
- Practice-oriented evaluation and discussion of L/C wordings (on basis of UCP 600) pointing out possible risks for the exporter/importer
- Amendments – exporters dependence from applicant
- Structuring of sales contracts in connection with L/Cs
- Payment procedure under L/Cs and possible risks
- L/C Confirmation (including silent confirmation) – a possible protection against payment risk & country risk in difficult times
- Documentary Collections versus L/C – a comparison
- Incoterms 2000 & Incoterms 2010 – changes (a short overview)
- Guarantees versus L/C – a comparison
- Standby-L/Cs – L/C or Guarantee? – applicable rules (ISP 98 or UCP 600)
- Documents under L/Cs regulated under UCP 600 and not regulated under UCP with special focus on the correct issuance of Bills of Lading according to UCP 600
- Frequently asked questions from our costumers regarding issuance of documents in daily business – examples and discussion
- Checking of documents – an exercise
- Discrepant documents – possibilities and solutions for the exporter (special focus on corrections as per UCP 600 and as per ISBP)