



EXCLUSIVE SEMINAR
for participants of «BLACK SEA GRAIN.EUROPE – 2024»

Disputes in Commodities Trade: Challenges and Solutions

28 February 2024
Prague

GENERAL INFORMATION ABOUT THE SEMINAR

Date: 28 February 2024

Time: 08:30-13:00

Place: Corinthia Hotel 5*, Prague

Payment: € 100.00, registration required

AGA Partners, a leading law firm in international trade and arbitration, will hold a seminar in Prague exclusively for the participants of «**BLACK SEA GRAIN.EUROPE – 2024**».

This seminar will be dedicated to **the recent challenges encountered by commodities traders**. The speakers of the event will cover the latest trends relating to:

- Most wide-spread **defaults** under commodities contracts
- **Force majeure** events
- Calculation of **losses**



The participants will learn about the common mistakes in such disputes and the possible ways how to avoid them, the consequences of non-fulfilment of commodities contracts under **English law** and many other matters which arise in their everyday trade.

The speakers will share **practical insights** from their unique experience gained during +20 years of advising the leading agricultural companies in 500+ London-based arbitration disputes led by our company.

The seminar is based on **the analysis of real cases** with a special focus on the main challenges arising for agribusiness these days.

This event will be held in the format of **interactive communication** between the speakers and the audience during which the participants are encouraged to ask questions and discuss the matters they face in their day-to-day work.

SPEAKERS

	<p>Ivan Kasynyuk, Partner at AGA Partners.</p> <p>Ivan specializes in consulting clients in international trade and representing their interests in commercial arbitration at FOSFA, LMAA and other London based arbitration institutions.</p> <p>Due to his extensive knowledge of English law and the peculiarities of commodities trade, Ivan is regularly involved in English court proceedings as an expert.</p> <p>Ivan contributed to developing the unique GAFTA Contract No. 78UA designed particularly for trading in the Black Sea region. Ivan is a founding member of the GAFTA Black Sea Region Trade Committee.</p> <p>Recognition:</p> <ul style="list-style-type: none"> • Best Lawyer in International Arbitration – Legal Award 2020, Legal Practice • Lawyer of the Year in Trade Law – Best Lawyers 2021 • Leading Lawyer in Dispute Resolution – The Legal 500 (2015-2019) • Recommended Lawyer for Dispute Resolution – Chambers Europe and Chambers Global (2018-2023)
	<p>Iryna Moroz, Partner at AGA Partners.</p> <p>A recognized expert in the field of international arbitration, international trade and litigation.</p> <p>Iryna Moroz has a unique experience in advising clients on all aspects of export/import operations and international cargo transportation. Iryna's extensive expertise in dispute resolution includes complex commercial arbitrations at major arbitral institutions (ICC, SCC, LCIA) and trade and maritime disputes at FOSFA, LMAA and RSA.</p> <p>Recognition:</p> <ul style="list-style-type: none"> • Leading Lawyer in International Trade – The Legal500 (2020-2023) • Leading Lawyer in International Arbitration and Trade Law – Best Lawyers (2018-2022) • Recommended Lawyer for Dispute Resolution – Chambers Europe and Chambers Global (2022-2023)



Anastasiia Shevchuk, Associate at AGA Partners

Anastasiia Shevchuk specializes in commercial arbitration, dispute resolution between trading companies, and international trade law.

Anastasiia is regularly involved in advising clients on a broad range of international trade, Ukrainian and English contract law. Anastasiia also systematically handles arbitration proceedings in the arbitral institutions of FOSFA, LMAA and RSA.

- Member of the Board of the Agribusiness Committee – the Ukrainian Bar Association
- Expecting to be qualifying as the UK practicing solicitor

PROGRAM OF THE SEMINAR

28 February 2024, Wednesday

08:30 - 09:00

Morning coffee

09:00 - 09:45

CONTRACT FORMATION

- Preparation for the transaction
- How to properly enter into a sale contract?
- Essential terms of the contract (conditions, warranties, innominate terms)

Case study: *Was there a contract?*

09:45 - 10:30

FORCE MAJEURE: DETAILS MATTER!

- What should be included in your force majeure clause?
- How should force majeure and war risk clauses be invoked?
- When do you have a right to cancel the contract?
- How to react to a force majeure declaration?

Case study: *Delivery within the framework of the Black Sea Grain Initiative*

10:30 – 11:15

GOODS, DESCRIPTION, QUALITY, CONDITION

- What are my contractual quality terms: Description/Specification/Condition?
- Quality certificate – final and binding?
- What to do in the case of non-contractual quality?

Case study: *Minor quality defect or not?*

11:15 – 11:30

Coffee break

11:30 - 12:00

PAYMENT TERMS

- Negotiate your payment terms prudently!
- Tips how to handle the payment delays.

12:00 - 12:30

DEFAULT AND DAMAGES: TURBULENCES ON COMMODITIES MARKETS

- What can be considered as default?
- What should be done when your counterparty breaches a contract?
- How to establish the default price?
- What else can be claimed as damages?

Case study: *Was the party entitled to terminate the contract?*

12:30 - 13:00

Q&A