



Prospex ✦ Agro

SEMINAR

Common Market Defaults: A Case Study

22nd November 2024

Istanbul

GENERAL INFORMATION

Date: 22nd November 2024

Time: 10:00-14:30

Place: Hilton Istanbul Bosphorus, Jupiter Room, Lobby Floor

Participation Fee: €100 per person.

AGA Partners, a leading law firm in international trade and arbitration, will hold a seminar in Istanbul exclusively for the participants of the **FOI-FGI 2024**.

The seminar will be dedicated to the recent challenges encountered in commodities trade in the Black Sea region. Drawing on a portfolio of over 300 arbitration cases handled by our speakers at GAFTA, FOSFA, and the LMAA, the session will explore some of the most critical issues impacting the market today:

- Market price fluctuations
- Problems with payment and quality
- Turkish import quotas and bans
- Arrests of cargo and vessel



The seminar directly tackles real-world cases faced by traders and execution teams. Participants will gain insights into frequent mistakes that lead to disputes, explore methods for avoiding them, and understand the implications of contract non-performance. The training will have a strong focus on **English law**, providing participants with an understanding of its impact on international trade practices.

The seminar is based on the analysis of real cases with a special focus on the main problems 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.

Prospex-Agro, a leading commodity broker, will be the informational sponsor for this seminar. Their support underscores the commitment to providing industry-relevant insights and practical knowledge to participants.

LECTURERS

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|  | <p>Ivan Kasynyuk, Partner at AGA Partners.</p> <p>Ivan specializes in consulting clients in the area of international trade and representing their interests in commercial arbitration at GAFTA, FOSFA, and LMAA.</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><u>Recognition:</u></p> <ul style="list-style-type: none">• Recommended Lawyer for Dispute Resolution – Chambers (2018-2024)• Lawyer of the Year in Trade Law – Best Lawyers (2021)• Best Lawyer in International Arbitration – Legal Award, Legal Practice (2020)• Leading Lawyer in Dispute Resolution – The Legal 500 (2015-2019) |
|  | <p>Pavlo Lebediev, Counsel at AGA Partners.</p> <p>Pavlo specialises in international commercial arbitration, international trade and cross-border disputes. His experience includes representing clients in LCIA, GAFTA, FOSFA and LMAA. Among Pavlo's achievements is a victory in arbitration in a claim totalling USD 28.5 million.</p> <p>As a solicitor in England and Wales, Pavlo brings invaluable insights into trade issues governed by English law. This enhances his ability to advise on the legal complexities of international trade transactions, helping clients navigate regulatory requirements and optimize contract performance.</p> <p><u>Recognition:</u></p> <ul style="list-style-type: none">• Solicitor in England and Wales (2024)• Leading lawyer in International Arbitration, International Trade, Maritime & Shipping – Ukrainian Law Firms (2024)• 'Key lawyer' in International Trade - The Legal 500 (2023)• Nomination for the Best Young Lawyer Award – Ukrainian Bar Association (2021) |

PROGRAMME

22nd November 2024, Friday

09:45 – 10:00

Registration & Welcome Coffee

10:00 - 12:00

TOP 5 DEFAULTS: CASE STUDY

- *Contract conclusion*: business agreed but contract not signed
- *Quality*: cargo rejected due to deviations from specifications
- *Delivery period*: contract termination resulting from delayed loading
- *Payment*: prolonged delay in settling the price
- *Quantity*: uncertainty around part cargo and short loading

12:00 - 12:15

Coffee break

12:15 - 13:00

FORCE MAJEURE: DETAILS MATTER!

- First arbitration award upholding force majeure
- Turkish import quotas
- Wheat import ban

13:00 - 14:00

WHEN EVERYTHING GOES WRONG...

- *Arrest of cargo*: how can it be lifted?
- *Arrest of vessel*: what the buyer should do?
- *Arbitration*: the remedy of last resort

14:00 - 14:30 Q&A

* **Simultaneous translation is available.**