



# Understanding Documents in Trade Finance

- ◆ Understanding the function and effects of documents used in trade
  - B/L, CMR, Certificate of Origin, Quality Certificates etc.
- ◆ Avoid KYC, AML and compliance traps
- ◆ How do UCP 600, ISBP & Incoterms® relate
  - Impact of selection of an Incoterm® on documents
  - Which documents are required for presentation under the L/C
- ◆ How to take security over the goods?
- ◆ Add value via expert customer service
  - Help to avoid cost traps – be the best bank you can.
- ◆ Insurance documents under UCP 600, ISBP and Incoterms

**12 November 2018,**

**9.00 a.m. – 5.00 p.m.**

**Palais Festetics, Berggasse 16,  
1090 Vienna, Austria**

CDCS® and CSDG® holders attending will earn 6 CPD/PDU points towards recertification.

*This training is part of a 4 event series; separate booking is available:*

**Understanding Documents in  
Trade Finance**

Mon, Nov 12th, 2018  
Vienna, Austria

**Understanding  
Transferable L/Cs**

Tue, Nov 13th, 2018  
Vienna, Austria

**URDG 758  
Best Practice**

Tue, Nov 13th, 2018  
Vienna, Austria

**Case Studies on Documentary Credits  
and Demand Guarantees**

Wed/Thur, Nov 14/15th, 2018  
Vienna, Austria

## Target Group

- ◆ Trade finance specialists
- ◆ Experts on L/C in banks & corporates
- ◆ Risk Managers in banks & corporates
- ◆ Sales Managers of Exporters & Importers
- ◆ Lawyers & In-house legal counsels
- ◆ Freight forwarding & logistics experts

## Background & Objectives

Understanding the function and effects of documents used in Trade Finance is essential to obtain financial security for all parties involved. Exporters and importers are responsible for making sure that the commercial contract stipulates appropriate documents that each can reasonably be expected to provide. For example, if the contract requires that the exporter must present a document that the importer holds, trouble will certainly follow. Banks need to understand the underlying transaction to be able to assess their risk of potential losses or to eliminate the possibilities of financial crime or breach of law or violation of sanctions.

Transport documents, as one of the most important documents in Trade, not only facilitate the movement of goods but are also, in certain cases, “documents of title”, i.e. whoever holds the document is entitled to possession of the goods. They are also usually stipulated in the L/C, therefore are important for not only transportation but also provide for the ability to control the goods after dispatch as well as control over payment timelines. Therefore, precise understanding of said documents is vital.

Confidence that “the client and/or other party will always get it right” should not result in blind reliance: understanding documents, Incoterms® and contractual obligations will not only allow you to check the delivery terms for responsibilities on carriage and insurance and the passing of risk, but will also base your communication on an equal footing, so to find the best trade finance solution for everyone involved. .

This ICC Austria training aims to combine knowledge to avoid partial solutions, but to offer an integrated approach instead.

***\*Please note that the programme will be expanded with further topics and recent developments shortly. Additionally, participants are invited to submit their special questions and cases in advance to: [e.treu@icc-austria.org](mailto:e.treu@icc-austria.org)***

## Speakers

**Paul Downes QC**, Quadrant Chambers, UK. Paul specialises in commercial law, and has specific expertise in banking and finance-related matters. Before coming to the Bar, Paul worked for Barclays Bank and was an assistant examiner for the Chartered Institute of Bankers. A direct understanding of the commercial and financial worlds means clients benefit from a practical and user-friendly approach. Paul has also acted as an expert witness overseas in relation to banking regulation in the UK, and is lead contributor to Butterworths LexisNexis Encyclopedia on Forms and Precedents.

**Hugo Verschoren**, independent consultant, and owner of goVer Trading Technologies, Belgium. Previously with ING in various positions inside and outside Trade Finance. Regular training provider and frequent speaker at conferences world-wide. Member of the ICC Belgian National committee. Technical Adviser to the International Chamber of Commerce, member of the ICC Regulatory Advocacy Group, the ICC Trade Finance Register Steering Group; the ICC Financial Crime Risk & Policy Group.

## Registration Form

**ICC Austria**  
**Understanding Documents in Trade Finance**  
Palais Festetics, Berggasse 16, 1090 Vienna, Austria

Mail or Fax to:

ICC Austria – International Chamber of Commerce  
Wiedner Hauptstrasse 57, 1040 Vienna-Austria

Mrs. Cennet Kacan  
@ E-Mail: [c.kacan@icc-austria.org](mailto:c.kacan@icc-austria.org)

☎ Tel.: +43-1-504 83 00-3718  
☎ Fax: +43-1-504 83 00-113718

**Participant Information**

Family Name: ..... First Name: ..... ☐ Mr. ☐ Mrs.  
Organisation / Company: .....  
Address: .....  
Postal Code, City: ..... Country: .....  
E-Mail: ..... Telephone: .....  
Job Title / Position : .....

**Invoice data**

Organisation / Company: .....  
VAT Number (obligatory for invoicing for European participants): .....  
Address: .....  
Postal Code: ..... City: .....  
Country: .....

\* Obligatory for invoicing participants from EU member states

**Registration – closing date 2 November 2018**

	12 Nov 2018	13 Nov 2018		14 – 15 Nov 2018
I want to register for:	<b>Understanding Documents in Trade Finance</b> <input type="checkbox"/>	<b>Fundamentals + Practice: Transferable Letters of Credit</b> <input type="checkbox"/>	<b>URDG 758 Best Practice</b> <input type="checkbox"/>	<b>EBRD &amp; ICC Austria Case Studies on Documentary Credits &amp; Bank Guarantees</b> <input type="checkbox"/>
<b>Regular Fee</b>	<b>EUR 610,--</b> (plus 20% VAT)	<b>EUR 610,--</b> (plus 20% VAT)	<b>EUR 610,--</b> (plus 20% VAT)	<b>EUR 990,--</b> (plus 20% VAT)

After receiving the registration, we will sent a confirmation with the invoice attached.

Please transfer the course fees – free of charges for ICC Austria – via banktransfer. **We do not accept payments by credit card.**

In exceptional cases, a payment in cash is possible on site.

**Once confirmed by ICC Austria, your registration is legally binding! The regular fee shall be paid within two weeks from receipt of invoice- in case of late registration verifiably before the Conference starts!**

### Visa information (only fill in if you need a visa)

**Visa applications must be made at the Austrian embassy or consulate in your country of residence well in advance! It takes 4 - 6 weeks to get the visa – please contact your local Austrian Embassy early on.**

For visa letter please send us your passport details:

Full name .....

Passport number .....

Date of birth .....

Date of issue and expiry .....

Alternately, send us a copy of your passport.

### Hotel information

We will provide a list of hotels close to the conference venue as soon as possible.

### Cancellation Policy / Data Protection

Upon signature of this registration form the General Terms and Conditions of ICC Austria are deemed accepted; available with <https://www.icc-austria.org/en/About-us/General-terms-and-conditions/Seminars.htm>. A full refund will only be given for written cancellations received up to 20 working days before the event. Should you be unable to attend, you can nominate a colleague as replacement. I acknowledge that my data is stored electronically for registration purposes. ICC Austria will not submit my data to third parties.

☐ **I agree to receive mail notifications on latest up-dates on conferences and training sessions with similar content.**

Modification/Cancellation is possible by [delete@icc-austria.org](mailto:delete@icc-austria.org).

.....  
Date

.....  
Signature