



# Understanding Documents in Trade Finance

Get insight on the new Incoterm Rules

17 June 2020

- Understanding the function and effects of documents used in trade
  - B/L, CMR, Certificate of Origin, Quality Certificates etc.
- How do UCP 600, ISBP 745 & **Incoterms® 2020** relate
  - Impact of selection of an Incoterms® 2020 rule on documents
  - Which documents are required for presentation under the L/C
- How to take security over the goods?
- Avoid KYC, AML and compliance traps
- Add value via expert client service
  - Help to avoid cost traps – be the best partner you can.
- An overview of relevant ICC Opinions about documents and their function
- What's going on with digitalisation?
  - e-UPC, e-URC and the new URDT
  - Is it finally going to happen? Electronic Bills of Lading
  - Introduction to Distributed Ledger Techniques

Venue: Raiffeisen Bank International  
Am Stadtpark 9  
1030 Vienna, Austria

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# Understanding Documents in Trade Finance

Wednesday 17th of June 2020  
9am-5.00pm

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. .

*\*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)*

**With this conference, you earn 6 PDUs.**

## Recommended for:

- International bank guarantees experts
- Trade finance specialists
- Project finance specialists
- Compliance managers
- Lawyers & Insurance companies
- Internat. manufacturers & traders
- Logistic companies
- Risk managers



## SPEAKERS:

**Andreas Gfrerer**, CEO, Condor Spedition-Transport GmbH&Co., Freight forwarding and transport company headquartered in Salzburg, Austria. Master's Degree in International Business Administration; Vienna University of Economics and Business / Vienna, Austria; Engineering Degree; Federal Secondary College of Engineering / Hallein, Austria; Expert in international transport, customs regulations and brokering, export controls and certification. Speaker at national and international conferences, Member of the Board: Forwarders Association of the Austrian Chamber of Commerce, Salzburg professional associations of international trade, Economic Parliament of the Salzburg Chamber of Commerce.

**Bob Ronai**, independent consultant; assisting exporters and importers; active member of ICC Australia's Banking Commission; author of numerous articles on export/ import for "Australian Small Business and Investing", "Dynamic Small Business", "Ragtrader", "Food Australia", "Daily Commercial News", "Australian Business Solutions";

**Hugo Verschoren**, independent consultant, and owner of goVer Trading Technologies. Previously with ING in various positions inside and outside Trade Finance. Regular training provider and frequent speaker at conferences worldwide. 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.

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## International Trade Finance Conference Week 15 – 19 June 2020

RBI – Raiffeisen Bank International, Am Stadtpark 9, 1030 Vienna – Austria

Mail or Fax to:

ICC Austria – International Chamber of Commerce  
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FOR A VALID REGISTRATION, PLEASE FILL IN BOTH PAGES OF THE REGISTRATION FORM

### Participant Information

☐ Mr. ☐ Mrs.

Family Name: ..... First Name: .....

Organisation / Company: .....

Address: .....

City, Postal code: ..... Country: .....

E-Mail: .....

Telephone: ..... Job Title / Position: .....

### Invoice data *\*please ensure to enter your data in according with your invoice requirements*

Organisation / Company: .....

VAT Number:\* .....

Address: .....

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\* Obligatory for invoicing participants from EU member states

### Registration – closing date 29 May 2020

	15 + 16 June 2020	17 June 2020	18 + 19 June 2020
I want to register for:	16th Global Conference on Bank Guarantees <input type="checkbox"/>	Understanding Documents in Trade Finance <input type="checkbox"/>	15th Global Conference on Letters of Credit <input type="checkbox"/>
<b>Early Bird Fee extended</b> registration received by 03 April and payment credited by 17 April 2020	EUR 830,-- (plus 20% VAT)	EUR 470,-- (plus 20% VAT)	EUR 830,-- (plus 20% VAT)
<b>Regular Fee</b>	EUR 1040,-- (plus 20% VAT)	EUR 590,-- (plus 20% VAT)	EUR 1040,-- (plus 20% VAT)

Package Prices: 4 or 5 days – 10% discount, cannot be combined with other special offers or discounts.

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.

The package price will also apply if two (or more participants) from the same institute register at the same time for different conferences!  
**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!**



## Conference Materials

All conference materials will be made available electronically to registered participants [payment in total received] three days before the conference

✓ electronic materials

In addition I would like to order

☐ printed materials in a folder for EUR 25,-- \*

\* incl. VAT (Eur 20.83 + 20% VAT), price per conference/seminar – not available for Case Studies

Please note: No computers, no connection for power supply available at the conference venue.

## Side Events – please register

### Monday, 15 June 2020

directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

☐ I will attend

☐ I will not attend

### Thursday, 18 June 2020

directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

☐ I will attend

☐ I will not attend

## 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 approx. some 8 weeks to get the visa (please contact your local Austrian Embassy early on – for local regulations)**

For visa letter please send us your passport details:

Full name (as in passport) .....

Passport number .....

Date of birth .....

Date of issue + expiry, Place of issue .....

Alternately, send us a copy of your passport.

## Hotel information

After we receive your registration, you will get a confirmation in which you will also find a list of hotels close to the conference venue. We advise you to make your hotel reservations in one of the recommended hotels as soon as possible, as the demand in June is usually very high.

## 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).

Please be advised that ICC Austria will be taking and using photographs and/or video recordings at the event, including images of the participants and speakers both internally and externally to promote ICC Austria. These images could be used in print and digital media formats including print publications, websites, e-marketing, posters banners, advertising, social media, etc. ICC Austria will not sell photographs and/or video recordings to any third party. Upon written request ICC Austria will remove a photo or video recording. More details <https://www.icc-austria.org/en/About-us/Privacy-Policy.htm>

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Date

.....  
Signature