



# Incoterms® 2020

## in Contracts & Transport Docs

- ◆ Incoterms® 2020: what is new ?
  - FCA – now with an option for an on-board bill of lading
  - CIP and CIF – different levels of insurance cover
  - Change for DAT to DPU
- ◆ Does your sales unit really understand how selecting an Incoterms® 2020 rule will affect your contractual obligations, risks & taxes?
- ◆ Reality check: Does your insurance truly cover all kinds of transport, division of costs and risks in transport?
- ◆ Learn how to divide transport costs and additional charges more effectively?
- ◆ Hands-on, practical case studies on how to avoid common pitfalls.

**11 November 2019**, 9.00 a.m. – 5.00 p.m.

**1040 Vienna, Austria**

Hotel Triest, Wiedner Hauptstrasse 12

**The London Institute  
of Banking & Finance**

CDCS® and CSDG® holders attending will earn 6 PDU points towards re-certification.

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This conference is part of a 3 day conference series – separate booking available

**Incoterms® 2020  
& Letters of Credit**  
Tue, Nov 12th, 2019  
Vienna, Austria

**Understanding  
Documents in Trade**  
Wed, Nov 13th, 2019  
Vienna, Austria

**ICC Austria & EBRD Case Studies  
on LCs and Bank Guarantees**  
Wed/Thur, Nov 13+14, 2019  
Vienna, Austria

## Target Group

### ◆ For corporates

- Project managers in engineering & construction;
- Managers of Joint Ventures
- Freight Forwarders preparing transport documents
- Procurement specialists
- In-house legal counsel and lawyers
- Specialists in commodity trade

### ◆ For bankers

- Specialists in Letters of Credit
- Specialists in project & trade finance
- Client relationship managers

### ◆ Experts for supply chain finance

## Background & Objective

*From start of negotiations to acceptance & payment of goods: choosing the right Incoterm® is the basis of cost-conscious contracts, transport conditions, risk distribution & insurances*

**Understanding what is new with the Incoterms® 2020 is essential. However, knowledge about the changes alone will not suffice:**

**Corporates** need to be aware of the potential opportunities, but also risks from the first start of negotiations up to the acceptance and payment of goods. They should take into consideration the choice of the appropriate Incoterm® as basis of cost-conscious contracts, payment securities, transport conditions & insurances and tax implications amongst other things. Learn to avoid misunderstandings and costly disputes arising out of sale contracts that are not adequately drafted or their content is not fully reflected in the Insurance Certificate and transport documents.

**Banks** bear the full credit risk if their clients face insolvency due to not carefully integrated Incoterms®, documents required, insurance & transport. In addition although banks only deal with documents and not with goods and services – they 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.

This ICC Austria conference seeks to integrate trade, tax & insurance issues with contract conditions and Incoterms® – highlight potential contractual and cost traps - and show practical solutions. We aim to combine knowledge of international experts from banks, corporates and law firms in order to avoid partial solutions, but to offer an **integrated approach** instead.

## Speakers

**H. Ercüment Erdem**, Senior partner of Erdem & Erdem Law Offices, Turkey; arbitrator; Professor of Commercial Law (emeritus) Galatasaray University, Istanbul; Vice-Chair of ICC Commercial Law and Practice Commission and member of ICC Institute Council of World Business Law; author of numerous publications on international trade, arbitration and competition.

**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. Lecturer of ICC seminars, the Austrian Federal Economic Chamber, etc.; 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, Australia; Member of the Drafting Group on Incoterms*. He is an 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";

## Preliminary Programme

Welcome and Introduction
Contracts and legal aspects <ul style="list-style-type: none"> <li>• Choosing and implementing terms of delivery in your contract</li> <li>• Transport Law and Incoterms 2020</li> <li>• Multimodal Transport</li> <li>• Transport Contracts</li> </ul>
Influence of Incoterms® on Payment mechanisms selection of the right Incoterm® prior to signing a contract
Incoterms® and Tax <ul style="list-style-type: none"> <li>• international taxation – new system and rules as of 1.1.2020</li> </ul>
Insurance <ul style="list-style-type: none"> <li>• The risks involved in a delivery and how to cover them by insurance</li> <li>• Case studies on typical challenges</li> <li>• Carrier liability and insurance</li> <li>• Verification of damages</li> <li>• Delay in delivery</li> <li>• Insurance and Risk Management</li> </ul>

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, which should be handled during the conference. Please submit your questions to: [e.treu@icc-austria.org](mailto:e.treu@icc-austria.org)

## Registration Form

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 31 October 2019

	11 Nov 2019	12 Nov 2019	13 Nov 2019	13-14 Nov 2019
I want to register for:	Incoterms® 2020 in Contracts, Transport Docs and Insurance <input type="checkbox"/>	Incoterms® 2020 & Letters of Credit <input type="checkbox"/>	Understanding Documents in Trade <input type="checkbox"/>	EBRD & ICC Austria Case Studies on Documentary Credits & Bank Guarantees <input type="checkbox"/>
<b>EARLY BIRD FEE</b> registration received by 20 Sept. and payment credited by 04 Oct. 2019	<b>EUR 500,--</b> (plus 20% VAT)	<b>EUR 500,--</b> (plus 20% VAT)	<b>EUR 500,--</b> (plus 20% VAT)	<b>EUR 830,--</b> (plus 20% VAT)
<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 1040,--</b> (plus 20% VAT)

After receiving the registration, we will send 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**

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 November 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 mail to: [icc@icc-austria.org](mailto:icc@icc-austria.org).

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Date

.....  
Signature