ICC AUSTRIA
INTERNATIONAL
CHAMBER OF COMMERCE
The world business organization

Incoterms® & Letters of Credit

applied in theory & practice

◆ Understand the underlying transaction to assess your risks

◆ Impact of selection of an Incoterm® on the Letter of Credit

◆ Protect your Customer from losses-due to the wrong Incoterms®

◆ Avoid cost traps for your Customer

◆ How do UCP 600, ISBP & Incoterms® relate

◆ Which documents are required for presentation under the L/C
  for different Incoterms:
  B/L, CMR, Certificate of Origin, Quality Certificates etc.

◆ Insurance documents under UCP 600, ISBP and Incoterms

◆ How can a bank take security over the goods?

◆ Who is liable for loss, damage or delay?

➔ Solutions to your cases - submit your question

9 June 2017, 9.00 a.m. –4.30 p.m.

Hotel Erzherzog Rainer
Wiedner Hauptstraße 27-29, 1040 Vienna

CDCS® and CSDG® holders attending will
earn CPD/PDU points towards recertifi-
cation.

This conference is part of a 2 days training series. Separate booking available:

Letters of Credit – Best Practice	Incoterms® & Letters of Credit
Thursday, June 8th, 2017 **Vienna, Austria**	Friday June 9th, 2017 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

Choosing the right combination of Incoterm® and L/C conditions is essential to obtain financial security. Isolated consideration of Incoterms® or L/C conditions may be contra-productive and a tremendous cost trap. Learn how to select and combine the contract terms and Incoterms®, L/C conditions, transport and insurance from international renowned experts.

Banks – although they only deal with documents and not with goods, services or contracts - 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.

Confidence that "the client will always get it right" should not result in blind reliance: understanding Incoterms® and contractual obligations will not only allow banks 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 your client.

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

Speaker

Stephen Tricks, Lawyer; Clyde & Co LLP, London, UK

Stephen has over 30 years' experience in international trade commodity and trade finance. He handles major disputes in banking, trade & international joint ventures. He lectures regularly on trade finance issues at conferences organised by ICC, the International Energy Credit Association etc. Stephen participated in drafting the UCP600 and ISPB (2013); He is a member of the Legal Committee & the Bank Guarantee Task Force of the ICC Banking Commission, is a Consultant to EBRD's Trade Facilitation Programme and Director of Mongolian British Chamber of Commerce.

Preliminary Programme*

- Impact of Incoterms® on Trade Finance Instruments
- Harmonization of contract and L/C conditions
- Interaction of UCP, ISBP & Incoterms®
- Insurance aspects of UCP and ISBP
- Understanding your customers' needs
- Avoiding cost traps
- Will the selected Incoterm® entitle your customer to the right document to draw the L/C ?   (B/L, CMR, Certificate of Origin, Quality Certificates etc.)
- Additional conditions: common mistakes and risks
- **Case Studies ➜ Submit your questions**

*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 – submit your question to: e.treu@icc-austria.org

Registration Form

Mail or Fax to:

Mr. Marcel Hribernik
ICC Austria
@ mail: m.hribernik@icc-austria.org
☎ Tel.: +43-1-504 83 00-3700
🖷 Fax: +43-1-504 83 00-3703

responsible for the content: **Eleonore Treu**

further ICC Austria conferences and courses:

- **ICC Austria Trade Finance Week 2017**
  15-19 May 2017
  For further details please visit: www.tradefinanceweek.org

- **Documentary Credits – Best Practice for Beginners**
  30 May 2017, Vienna Austria

Registration – closing date 26 May 2017

ICC Austria Training on Letters of Credit & Understanding Incoterms® in Trade Finance
Hotel Erzherzog Rainer, Wiedner Hauptsraße 27-29, 1040 Vienna, Austria

I want to register for and agree that my name/ address is registered electronically by ICC Austria who will inform me about further programs by e-mail.	**Letters of Credit – Best Practice** 8 June 2017 ☐	**Incoterms® 2010 & Letters of Credit** 9 June 2017 ☐
Regular fee Closing date: 26 May 2017	**EUR 550,--** (plus 20% VAT)	**EUR 550,--** (plus 20% VAT)

Package Prices: 2 days – 10% discount.   Please transfer the course fees after receipt of invoice free of charges for ICC Austria to:
UniCredit Bank Austria, Vienna – Austria   -   IBAN: AT88 1100 0016 4633 2500 / BIC/SWIFT: BKAUATWW
The package price will also apply if two (or more participants) from the same institute register at the same time for different events!

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 event starts!

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: ……

Cancellation Policy:

A full refund will only be given for cancellations received up to 14 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement

....

Date

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Signature