



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 March 2017, 9.00 a.m. – 5.00 p.m.

**Hotel Regina
Rooseveltplatz 15, 1090 Vienna**

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

This conference is part of a 3 days training series. Separate booking available:

Letters of Credit – Best Practice

**Wed, March 8th, 2017
Vienna, Austria**

**Incoterms®
& Letters of Credit**

**Thu, March 9th, 2017
Vienna, Austria**

**Reducing the Risks of Default &
Disputes in Trade Finance**

**Fri, March 11th, 2016
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 ISBP (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 24 February 2017

ICC Austria Training on Letters of Credit & Understanding Incoterms® in Trade Finance

Tba.

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 March 2017 <input type="checkbox"/>	Incoterms® 2010 & Letters of Credit 9 March 2017 <input type="checkbox"/>	Reducing the Risks of Default & Disputes in Trade Finance 10 March 2017 <input type="checkbox"/>
Regular fee Closing date: 24 February 2017	EUR 550,-- (plus 20% VAT)	EUR 550,-- (plus 20% VAT)	EUR 550,-- (plus 20% VAT)

Package Prices: 3 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

Signature