



# Incoterms<sup>®</sup> 2020

by the International Chamber of Commerce (ICC)  
in international Supply Contracts

- ◆ Why Incoterms<sup>®</sup> 2020?
- ◆ What's new rule by rule? DPU substitutes DAT
- ◆ How best to incorporate the Incoterms<sup>®</sup> rules
- ◆ CIP and CIF – new insurance provisions
- ◆ EXW, FOB and DDP – old & new challenges
- ◆ FCA – now with an option for a Bill of Lading
- ◆ Packaging/loading/export/transport costs/place of delivery
- ◆ Risk/insurance/customs/tax/un-loading/invoicing

incl. wallchart



The trainers are ICC experts and were actively involved in the Incoterms<sup>®</sup> 2020 revision.

**Tuesday 29<sup>th</sup> March 2022**

**9.00am – 2.00pm**

**This online-training is held in English language!**

If you want to book the German version, please visit our website [here](#).

## Target Group

- ◆ Export- + Importmanager
- ◆ Logistic experts
- ◆ Carriers + Freight forwarders
- ◆ Trade finance experts
- ◆ Transport insurance experts
- ◆ In-house legal counsel

## Background & Objective

**Incoterms® are part of your export or import contract and must be compatible with all other commercial and legal requirements! For each respective Incoterm you require the corresponding transport and insurance contracts.**

Furthermore, one must carefully consider which transport document will be received under the respective Incoterms rule to allow for alignment with the agreed terms of payment and liability requirements. It matters greatly if and when, for example, you have to present certain transport documents under the letter of credit or documentary collection. In practice, unfortunately inappropriate Incoterms® are agreed again and again, which can lead to delays and financial losses.

**The Incoterms® 2020 stipulate the contractual obligations regarding transport and insurance, transfer of risk and costs.** Find out what's new, which clauses are suitable for container transports, whether a clause is suitable for sea and inland shipping, and how to choose the best Incoterm® for your company.

In addition to an overview of all 11 Incoterms®, this seminar will highlight many traps and explain practical questions. It also addresses issues with Incoterms® rules that have been amended. It is also noted which topics (applicable law, transfer of ownership, existence of a sales and purchase agreement, court proceedings or arbitration, etc.) are not covered by Incoterms® 2020 and how best to incorporate them into the contract.

**Participants are kindly asked to keep the following book ready (if available): Incoterms® 2020**

Of course, there is the possibility to purchase the publications through us (see registration form).

## Publications

We will send our complete list of publications on request!

Publ. No:	Language	Title	€
723	English	Incoterms® 2020	45,00
723	German/English	Incoterms® 2020	49,90

**All prices in EUR excl. VAT and packaging and postage (except eBooks are free of shipping costs)**

Further publications at [www.icc-austria.org](http://www.icc-austria.org) – Publications

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## Speakers

**Mag. Paulus Krumpel**, Deputy Director – ICC Austria; providing support for Austrian corporates in the field of import and export focusing on international contract law, CISG - United Nations Convention on Contracts for the International Sale of Goods, Incoterms® and arbitration; author of numerous specialist articles

or

**Mag. Angelika Zoder**, Legal Affairs - ICC Austria in Vienna, providing support for Austrian corporates in the field of import and export focusing on international contract law, Incoterms®, financial coverage and risk management for export contracts, esp. letters of credit, bank guarantees; EU – and US Sanctions & Embargoes

## Programme

### Detailed explanation rule by rule:

- Presentation of all 11 Incoterms® 2020 focusing on the changes
- New rule: DPU substitutes DAT
- Distinction of Incoterms® rules for all types of transport (multimodal) and those to be used exclusively for sea and inland waterway transport
- Common mistakes
- Cost and risk optimization with the help of Incoterms® 2020
- Alignment with other clauses of the import/export contract and other contracts
- Incoterms® and documents under the L/C

### Incoterms® 2020 and transport

- Typical risks in loading and un-loading, load securing regulations
- Allocation of Transport costs
- Different types of transport insurance under the Incoterms® coverage
- Security-related requirements within carriage obligations and costs

### The Carrier and the Incoterms® 2020

- Limited liability of carriers and freight forwarders
- “through” contracts of carriage or separate contracts

## Registration

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For more Incoterms 2020 dates and all details, please visit:

[www.incoterms2020.at](http://www.incoterms2020.at)



## Online-Training Incoterms® 2020 (in English)

[REGISTER HERE !](#)

[29th March 2022 | 9.00 am CET – 2.00 pm CET](#)

### Registration Fee (per Person)

incl. wallchart „Incoterms®2020“,  
electronic training documents, certificate of participation

**€ 440,00** + 20% VAT

*Reduced fee for ICC Austria member only:*

**€ 352,00** + 20% VAT

**Registration closing date**

**23<sup>rd</sup> March 2022**

**Once confirmed by ICC Austria, your registration is legally binding!**

**The registration fee shall be paid within two weeks from receipt of invoice - verifiably BEFORE the online-training starts.**

### Technical Requirements

Computer/Laptop/Tablet with internet connection.

The online-training will be held via Zoom. If your company does not use Zoom by default, participation is still possible. If you have any questions, please contact your in-house IT department or contact us directly.

You will receive the link and access data to participate in the online-training 3 working days before it starts.