



Best Practice: LETTERS OF CREDIT

- ◆ Which type of L/C is best for your customer's needs?
 - Back to Back L/Cs - Stand-by L/Cs - Transferable L/Cs
- ◆ Do's and Don'ts of Drafting
- ◆ Exclusions, Sanctions and other Clauses
- ◆ How to handle Discrepancies, Refusals and other Pitfalls
 - Strict compliance – friend or foe
- ◆ Reimbursement challenges
- ◆ Export financing for your customer's via L/Cs
 - Transferable L/C as supply chain finance tool in Joint Ventures
- ◆ Case studies

8 March 2017, 9.00 a.m. – 5.00 p.m.

**Hotel Regina
Rooseveltplatz 15, 1090 Vienna**

CDCS® and CSDG® holders attending will earn PDUs towards recertification. Application is pending.

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 10th, 2017
Vienna, Austria**

Target Group

- ◆ International Letters of Credit Practitioners
- ◆ Financial Institutions Trade Finance managers
- ◆ Internat. manufacturers & traders
- ◆ Sales Managers of Exporters & Importers
- ◆ Lawyers & In-house legal counsels
- ◆ Transport and Logistic Experts

Background & Objectives

Which type of L/C serves your client's need best? Is it a typo or a discrepancy? What do you need keep in mind if confidentiality in a transferable L/C is required by your client? How to handle a reimbursement refusal? These are only a few questions that Letters of Credit practitioners face in their daily business.

The ICC Austria training Best Practice – Letters of Credit seeks to give practitioners a head start to solving daily challenges and avoiding pitfalls. Learn furthermore how to address best your customers' needs and provide solutions to their financing gaps.

We shall also tackle the evergreen question of typo versus discrepancy and link them to the refusal of reimbursement requests.

Do not miss your chance to discuss your questions with our expert.

“For International Trade Finance Experts – Vienna is the place to meet!”

Speaker

Karl Mayrl, Head of Trade Finance Financial Institutions at Erste Group Bank AG, Vienna; Karl is a member of the ICC Banking Commission and has headed Erste Bank's documentary and guarantee operations for more than 25 years. Karl is frequently speaking and lecturing at national and international seminars for financial institutions and corporate customers.

ICC Austria - *Your Partner for International Trade and Law*

ICC Austria assists its members in their daily legal & practical questions – please call in...

- Bank Guarantees, Letters of Credit, Trade Finance and contracts
- import-export contracts, Incoterms, International trade terms and conditions,
- Dispute prevention, dispute resolution and arbitration
- Prevention of corruption, commercial crime, counterfeiting, investment fraud, shipping fraud
- International negotiations in the light of cross cultural differences

Publications On request we will provide you with our complete list of publications!

Publ. Nr.	Language	Title	€
745 ED	DeEn	International Standard Banking Practice (Revision 2013)	38,00
680	En	Commentary on UCP 600	65,00
600 ED	DeEn	UCP 600	25,00
522	DeEn	Rules for Collections	21,00

All prices additionally 10 % postage and packaging and 10% VAT

more publications: www.icc-austria.org – Publikationen

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Registration Form

Mail or Fax to:

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☎ 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

Hotel Regina, Rooseveltplatz 15, 1090 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 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

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Date.....
Signature