



Reducing the Risk of Defaults & Disputes in Trade Finance

- ◆ **Reducing risks of defaults and disputes**
 - Understanding the **risk of the underlying business**
 - Due diligence & Compliance – pitfalls
 - **Risk distribution** and avoidance through IFI guarantees and Insurance
- ◆ **Fraud**
 - Simple steps to fraud prevention
 - Identifying fraud – the **red flags**
- ◆ **Sanctions explained**
 - What is prohibited? - What is permitted?
- ◆ **Dispute resolution – the toolbox**
 - Banking Commission Opinions etc
 - Applicable law and jurisdiction
- ◆ **International litigation and arbitration procedure**
 - **Injunctions** and other Emergency Actions,
 - Freezing Orders, Enforcement, Insolvency
 - **Disclosure of documents** in Common Law jurisdictions
- ◆ **Case Studies**

10 March 2017, 9.00 a.m. – 4.00 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 Defaults & Disputes in Trade Finance

Fri, March 10th, 2017
Vienna, Austria

Target Group

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

Background & Objectives

All trade finance transactions carry some risk of default. Banks therefore need to understand the risks and to be prepared for legal action in order to protect their positions.

This seminar will examine working examples of trade finance defaults and the consequent litigation and arbitration.

It will also explain the relationship between international trade finance rules produced by the International Chamber of Commerce and national legal systems.

A positive benefit for the participants of this seminar will be the increased awareness of the risk of default resulting from international trade and trade finance operations. Do not miss your chance to discuss your questions with our expert.

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

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.

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

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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.

<p>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.</p>	<p>Letters of Credit – Best Practice 8 March 2017 <input type="checkbox"/></p>	<p>Incoterms® 2010 & Letters of Credit 9 March 2017 <input type="checkbox"/></p>	<p>Reducing the Risks of Defaults & Disputes in Trade Finance 10 March 2017 <input type="checkbox"/></p>
<p>Regular fee Closing date: 24 February 2017</p>	<p>EUR 550,-- (plus 20% VAT)</p>	<p>EUR 550,-- (plus 20% VAT)</p>	<p>EUR 550,-- (plus 20% VAT)</p>

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

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Signature