



Incoterms® & Letters of Credit

applied in theory & practice

- ◆ Impact of selection of an Incoterm® on your Letter of Credit
- ◆ Protect your client from losses – due to the wrong choice of Incoterms®
- ◆ Understand your clients' & customers' needs
- ◆ Avoid cost traps for your client
- ◆ How do UCP 600, ISBP & Incoterms® relate
- ◆ Documents crucial for drawing under the L/C (B/L, CMR, Certificate of Origin, Quality Certificates etc.)
- ◆ Will the selected Incoterm® entitle your client to the right document?
- ◆ Transport & Insurance aspects of UCP 600 and ISBP
- ◆ ➔ Solutions to your cases - submit your question

10 March 2016, 9.00 a.m. – 5.00 p.m.

1010 Vienna, Austria
Schönherr Rechtsanwälte

CDCS® and CSDG® holders attending will
earn **6 PDU**s towards recertification.

This conference is part of a 3 day conference series. Separate booking available

**Transferable L/Cs
Fundamentals + Practice**

Wed, March 9th, 2016
Vienna, Austria

**Incoterms®
& Letters of Credit**

Thu, March 10th, 2016
Vienna, Austria

**Incoterms®
in Contracts, Transport Docs &
Insurance**

Fri, March 11th, 2016
Vienna, Austria

Target Group

- ◆ Trade finance specialists
- ◆ Experts on L/C in banks & corporates
- ◆ Project managers in engineering & construction
- ◆ Procurement specialists
- ◆ Risk Managers in banks & corporates
- ◆ Sales Managers of Exporters & Importers
- ◆ Lawyers & In-house legal counsels
- ◆ Freight forwarding & logistics experts
- ◆ Insurance experts
- ◆ Controllers

Background & Objectives

The impact of Incoterms® on your contract and therefore on your rights and obligations should never be underestimated in financing your project or transaction.

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.

Corporates need to be aware of the potential opportunities, but also risks from the first start of negotiations up to the acceptance and payment of goods. They should take into consideration the choice of the appropriate Incoterm® as basis of cost-conscious contracts, payment securities, transport conditions and insurances amongst other things. Learn to avoid misunderstandings and costly disputes arising out of sale contracts that are not adequately drafted or their content is not fully reflected in the Insurance Certificate.

This ICC Austria conference seek to integrate trade & insurance issues with contract conditions and Incoterms® – highlight potential contractual and cost traps - and show practical solutions. We aim to combine knowledge of international experts from banks, corporates and law firms in order to avoid partial solutions, but to offer an **integrated approach** instead.

This conference is a must

- **For bankers**
 - Specialists in Letters of Credit
 - Specialists in project & trade finance
 - Client relationship managers
- **For corporates**
 - Project managers in engineering & construction;
 - Managers of Joint Ventures
 - Sales managers
 - Procurement specialists
 - In-house legal counsel and lawyers
 - Specialists in commodity trade
 - Experts for supply chain finance

Speakers

Björn Hertzner, Head, GTFÖ Austria; Deutsche Bank, Vienna, Austria

Before joining Deutsche Bank Björn worked as project finance expert with well-known plant engineering corporates such as ANDRITZ HYDRO GmbH, Austria and Voith Financial Services, Germany. Björn has outstanding experience with L/Cs from the banks' and corporates' side.

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

Stephen Tricks

Björn Hertzner

- 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
- What not to do when selecting Incoterms®
- Avoiding cost traps
- Documents crucial to presentation of drawing the L/C
- Will the selected Incoterm® entitle your client 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**
- Panel Discussion

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:

Mrs. Natascha MOTTL

ICC Austria

@ mail: n.mottl@icc-austria.org

☎ Tel.: +43-1-504 83 00-4306

☎ Fax: +43-1-504 83 00-114306

responsible for the content: **Angelika Zoder/Eleonore Treu***further ICC Austria conferences and courses:*

- **ICC Austria Trade Finance Week 2016**

6 – 10 June 2016

For further details please visit: www.tradefinanceweek.org

- **DOCUMENTARY CREDITS**

Best Practice for Beginners

12 April 2016

For further details please visit: www.icc-austria.org/seminars.htm

Registration – closing date 29 February 2016

ICC CZ

ICC Austria International Conference on Understanding Incoterms® in Trade Finance & Sales Contracts

Schönherr Rechtsanwälte, Schottenring 19, 1010 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.	Transferable L/Cs Fundamentals + Practice 9 March 2016 <input type="checkbox"/>	Incoterms® 2010 & Letters of Credit 10 March 2016 <input type="checkbox"/>	Incoterms® in Contracts, Transport Docs and Insurance 11 March 2016 <input type="checkbox"/>
Early bird fee Registration received till 15 January 2016 and payment credited till 22 January 2016	EUR 490,-- (plus 20% VAT)	EUR 490,-- (plus 20% VAT)	EUR 490,-- (plus 20% VAT)
Regular fee Closing date: 26 February 2016	EUR 590,-- (plus 20% VAT)	EUR 590,-- (plus 20% VAT)	EUR 590,-- (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: Fax:

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

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