



Conference – Save the Date

# Understanding Incoterms® in Trade Finance & Sales Contracts

Excellent networking opportunity with the  
Leading trade finance & contract management & Incoterms® experts

## Transferable L/Cs Fundamentals + Practice

**Wed, 9 March 2016**  
Vienna, Austria

- Terms and conditions of Transferable L/Cs
- Transfer to sub-contractors
- Transfer to suppliers
- as supply chain finance tool in Joint Ventures
- Do's and don'ts of drafting
- Which other type of L/C is best for you or your client?
  - Back to Back L/Cs
  - Stand-by Letters of Credit

## Incoterms® & Letters of Credit

**Thu, 10 March 2016**  
Vienna, Austria

- Impact of Incoterms® on Trade Finance Instruments
- What not to do when selecting Incoterms®
- Understanding clients' needs
- Avoiding cost traps
- Interaction of UCP, ISBP & Incoterms®
- Insurance aspects of UCP and ISBP

## Incoterms® in Contracts, Transport Docs & Insurance

**Fri, 11 March 2016**  
Vienna, Austria

- Choosing the right delivery terms in your contract
- Does your transport insurance cover all kinds of risk?
- Division of costs & risks in transport
- Multimodal transport
- Transport Contracts
- Tax issues
- Events of damage or loss
- Needs for adjustments

**Meet and discuss with the world's leading international experts**

*Stephen Tricks, UK; Emile Rummens, Belgium; Oliver Peltzer, Germany; Karl Mayrl, Austria; Björn Hertzner, Germany/Austria; Lauri Railas, Finland; Iris Burgstaller, Austria; Paulus Krumpel, Austria*

## Target Group

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

**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 substantial 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 respective Letter of Credit or in the Insurance Certificate.

These ICC Austria conferences seek to integrate trade & project finance 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

### **Iris Burgstaller, Tax Advisor; Director TPA Horwath, Vienna/Austria**

Head of Competence Center "International Tax Law" and Transfer Pricing Group Desk; Member of ICC Task Forces on Taxation; Lecturer & Author. Iris advises internationally active companies in all tax questions relating to their cross-border business, in particular Transfer Pricing, Tax-Optimized Business Models and Supply Chain Structures.

### **Björn Hertzner, Head of Global Trade Finance Operations 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.

### **Karl Mayrl, Head of Trade Finance Financial Institutions, Erste Group Bank AG, Vienna/Austria;**

Member of ICC Banking Commission; Karl has headed Erste Bank's documentary and guarantee operations for 25 years. Karl is frequently speaking and lecturing at national and international seminars for financial institutions and corporate customers.

### **Dr. Oliver Peltzer, LL.M., Lawyer, Dabelstein & Passehl Rechtsanwälte, Hamburg, Germany**

Specialist on international transport & logistics and Law of Sale; configuration of complex international transport and supply chains, charter and ocean transport contracts, feeder, inland haulage, logistics hubs, port handling, etc.; Oliver advises shipping companies in relation to security documentation and aspects of maritime commercial law (charter parties, B/L disputes, claims from freight and sea-freight agreements); carriage by air, multi-modal transport, storage and logistics agreements; Lecturer, Hamburg Technical University.

### **Dr. Lauri Railas, Attorney-at-Law. Railas Attorneys Ltd.; Finland**

Specialized in contract law relating to trade, logistics, insurance, finance, dispute resolution; Lauri is the "Average Adjuster" in Finland (as a middleman between insurance companies and their clients, the assureds) and as such the first instance of adjudication in disputes concerning marine insurance such as ship's hull, yacht, P & I, cargo insurance. Docent of Civil Law, University of Helsinki; Lauri holds training sessions especially in international trade law and Incoterms®.

### **Emile Rummens, Senior Risk Manager Group Trade Finance, KBC Bank N.V., Brussels/Belgium.**

Emile is Senior Risk Manager of Group Trade Finance of KBC Group, headquartered in Brussels. As such he is in charge for risk monitoring, technical advice, compliance, procedures etc. for Trade Finance in Belgium, Hungary, the Czech and Slovak republic. He is active since about 30 years in all possible jobs in the domain of trade finance : L/C's, bank guarantees, export credits on short or long term, commercial tasks, compliance rulings, embargoes, Basel rulings, all ICC matters and rules etc. Since many years he is active in different organizations active in International trade such as the Banking Commission of ICC Paris, the bankers Association of Belgium.

### **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.

### **Paulus Krumpel, Legal Expert, Deputy Executive Director, ICC Austria, Vienna**

Paulus a leading foreign trade & law & Incoterms® specialist regularly advises companies on choice of the appropriate delivery conditions; Paulus has been an international co-negotiator when Incoterms® 2010 have been drafted. Paulus is a frequent speaker at seminars and conferences.

**...more speakers to be announced soon**

## Registration Form

Mail or Fax to:  
 Mrs. Natascha MOTTL  
 ICC Austria  
 @ mail: [n.mottl@icc-austria.org](mailto:n.mottl@icc-austria.org)  
 ☎ Tel.: +43-1-504 83 00-4306  
 ☎ Fax: +43-1-504 83 00-114306

responsible for the content: **Mag. Angelika Zoder**

further ICC Austria conferences and courses:

- **ICC Austria Trade Finance Week 2016**  
 6 – 10 June 2016  
 For further details please visit: [www.tradefinanceweek.org](http://www.tradefinanceweek.org)
- **DOCUMENTARY CREDITS**  
**Best Practice for Beginners**  
 12 April 2016  
 For further details please visit: [www.icc-austria.org/seminars.htm](http://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	Incoterms® 2010 & Letters of Credit	Incoterms® in Contracts, Transport Docs and Insurance
	9 March 2016 <input type="checkbox"/>	10 March 2016 <input type="checkbox"/>	11 March 2016 <input type="checkbox"/>
<b>Early bird fee</b> Registration received till 15 January 2016 and payment credited till 22 January 2016	<b>EUR 490,--</b> (plus 20% VAT)	<b>EUR 490,--</b> (plus 20% VAT)	<b>EUR 490,--</b> (plus 20% VAT)
<b>Regular fee</b> Closing date: 26 February 2016	<b>EUR 590,--</b> (plus 20% VAT)	<b>EUR 590,--</b> (plus 20% VAT)	<b>EUR 590,--</b> (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

.....  
 Date

.....  
 Signature