



Incoterms®

in Contracts, Transport Docs & Insurance

From start of negotiations to acceptance & payment of goods: choosing the right Incoterm® is the basis of cost-conscious contracts, transport conditions, risk distribution & insurances

- ◆ Does your sales unit really understand how selecting an Incoterm® will affect your contractual obligations, risks & taxes?
- ◆ Do you know who should contract for transport and on what terms?
- ◆ Understand the true risks involved in delivery & how to cover them by insurance?
- ◆ Reality check: Does your insurance truly cover all kinds of transport, division of costs and risks in transport?
- ◆ Learn how to divide transport costs and additional charges more effectively?
- ◆ Frequently forgotten: Tax issues when selecting an Incoterm®
- ◆ Tax structuring your supply chain: How can the choice of Incoterm® help?
- ◆ Hands-on, practical case studies on how to avoid common pitfalls.

11 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.

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This conference is part of a 3 day conference – 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

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

Background & Objective

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

Choosing the right combination of Incoterm® and L/C conditions or other payment terms in your international contract 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®, payment terms, transport and insurance from international renowned experts.

Choosing the right Incoterm® in line with your contractual arrangements may minimize your VAT risks along the supply chain and may save you and your customers a lot of trouble with tax authorities.

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 & insurances and tax implications 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 and transport documents.

Banks bear the full credit risk if their clients face insolvency due to not carefully integrated Incoterms, documents required, insurance & transport. In addition although banks only deal with documents and not with goods and services – they 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.

This ICC Austria conference seeks to integrate trade, tax & 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 corporates**
 - Project managers in engineering & construction;
 - Managers of Joint Ventures
 - Freight Forwarders preparing transport documents
 - Procurement specialists
 - In-house legal counsel and lawyers
 - Specialists in commodity trade
 - Experts for supply chain finance
- **For bankers**
 - Specialists in Letters of Credit
 - Specialists in project & trade finance
 - Client relationship managers

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.

Paulus Krumpel

Legal Specialist, Vice- Managing Director, International Chamber of Commerce - ICC Austria

leading legal specialist of ICC Austria since more than 11 years, specialized on Incoterms 2010 Paulus regularly advises companies on choice of the appropriate delivery conditions, gives in-house lectures and was the main speaker during the introduction phase of the Incoterms 2010 in Austria.

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®. Lauri participated in the drafting of the Incoterms 2010 as a member of the ICC working group.

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.

Preliminary Programme

Paulus Krumpel	<p>Introduction</p> <ul style="list-style-type: none"> • New developments and common pitfalls
Oliver Peltzer	<p>Contracts and legal aspects</p> <ul style="list-style-type: none"> • Choosing and implementing terms of delivery in your contract • Transport Law and Incoterms 2010 • Multimodal Transport • Transport Contracts
Stephen Tricks	<p>Payment mechanisms</p> <p>Troubleshooting on sales contracts</p>
Lauri Railas	<p>Insurance</p> <ul style="list-style-type: none"> • The risks involved in a delivery and how to cover them by insurance • Case studies on typical challenges • Carrier liability and insurance • Verification of damages • Delay in delivery • Insurance and Risk Management
Iris Burgstaller	<p>Tax Issues - “Incoterms® 2010 have no effect on taxes in your supply chain – or have they?”</p> <ul style="list-style-type: none"> • Relevance of choice of Incoterms 2010 on different taxes <ul style="list-style-type: none"> ○ VAT ○ Import VAT ○ Corporate income tax • How to tax-optimize your contracts and avoid pitfalls • Case studies on tax issues

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. Please submit your questions to: e.treu@icc-austria.org

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

ICC Austria assists its members in their daily legal & practical questions – please contact us:

- 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

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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 Signature