



CENTER FOR
GLOBAL BEST PRACTICES

In collaboration with



International Chamber of Commerce
The world business organization

presents

ICC Model International Sales Contracts & Relevant Rules, Standards and Practices

9:00 am to 5:00 pm, Tuesday, April 23, 2024
EDSA Shangri-La Hotel, Mandaluyong City, Philippines

Practical workshop on International Best Practices in Trade Finance, with special focus on Bank Guarantees, explaining current developments and issues related to interpretation of UCP 600, ISP 98 and URDG 758 - ICC rules for demand guarantees. Significant time will be devoted to operational issues, practical case studies, examples and open discussions on the topics covered.

I. Introduction to International Trade and Finance

- Outline of main risks for the Seller, Buyer and the Financing Bank(s) in the international trade
- Delivery risk, payment risk
- Objectives of the contractual parties (Buyer and Seller) to a trade transaction

II. Main contract obligations of Seller and Buyer

- Main sale contract terms and conditions
- Obligations and Rights of the Seller and the Buyer
- Prove of delivery, other obligations: relevant documents
- Contract terms: debate

III. Main contract terms: Delivery terms v. Payment terms

- Delivery terms - best practices - Incoterms 2020
- Incoterms 2020 as part of the contract of sale and relations with other relevant contracts
- Incoterms 2020 revision - changes in Incoterms 2020 explained
- Any mode or modes of transport trade terms in detail
- New FCA option - on board bill of lading - explained
- Practical experience with new Incoterms 2020 - focus on EXW, FCA, CPT, CIP, DAP, DPU and DDP, examples, relevant documents
- Traditional sea transport v. containerized shipments: FCA versus FOB, CPT and CIP v. CFR and CIF, relevant documents Cargo Insurance - main aspects to consider
- Institute Cargo Clauses A, B, C, additional risks covered

IV. Main Payment Methods in International Trade - linkage to delivery terms

- Payment risk ladder
- Payment in advance, Escrow account
- Documentary collections and Documentary credits - main risk and issues in practice
- Open account
- Payment conditions and their relevance to delivery conditions

V. Question & Answer Segment

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