

Trade Finance.

Details zu den Zahlungsklauseln für Exporteure.

Hinweise vor oder bei Vertragsabschluss, zusätzlich zu den Zahlungsklauseln für das zu eröffnende Akkreditiv.

Im Zusammenhang mit dem Entscheid, die Zahlung der Lieferungen und/oder Leistungen durch ein Akkreditiv abzusichern, raten wir dem Exporteur, unten erwähnte Bestandteile zu beachten und die wichtigsten Punkte in den Vertrag zu integrieren.

Additional Details in English, to be indicated in the contract:

1. Amount, Quantity, Description	<ul style="list-style-type: none"> ▶ Effective amount or effective quantity ▶ About (= tolerance of +/- 10 percent) ▶ Tolerance of +/- 5% in amount and quantity is allowed ▶ Documentary Credit (DC) should indicate goods description as:
2. Expiry Date, Shipment Date, Presentation of Documents	<ul style="list-style-type: none"> ▶ DC must be valid until (= date) in Switzerland and available with UBS AG ▶ DC should be received by us (= seller/beneficiary) on or before (= date) ▶ Goods will be shipped latest on (= date) ▶ Presentation of documents within days after shipping date must be allowed
3. Transport Documents, Mode of Transport	<ul style="list-style-type: none"> ▶ Bill of Lading = port to port shipment ▶ Transport document covering at least two different modes of transport = multi-modal or combined transport document ▶ Air transport document/Air Waybill = covers dispatch by airfreight ▶ Truck Waybill (CMR) = covers dispatch by truck ▶ FCR = is used for dispatch by truck, rail, groupage truck and/or combined transport (note: FCR is a receipt for the goods only, not a transport document)
4. Delivery Terms, Insurance, Origin of Goods	<ul style="list-style-type: none"> ▶ Main carriage unpaid: EXW, FCA, FAS, FOB as per Incoterms 2000 ▶ Main carriage paid: CFR, CIF, CPT, CIP as per Incoterms 2000 ▶ Arrival clauses: DAF, DES, DEQ, DDU, DDP as per Incoterms 2000 ▶ Insurance to be covered by buyer or by seller ▶ DC must allow shipment of goods of origin
5. Partial Shipments, Transshipment, Shipment	<ul style="list-style-type: none"> ▶ Partial shipments must be allowed ▶ Transshipment must be allowed ▶ Shipment will be made from any European port, since Switzerland has no seaport ▶ Transport documents must evidence shipment from to
6. Documentary Credit Commissions, Legalization of Documents	<ul style="list-style-type: none"> ▶ All DC commissions (those of issuing and advising bank) to be paid by applicant ▶ All DC commissions outside issuing bank's country to be paid by beneficiary ▶ DC confirmation commission to be paid by applicant ▶ Charges for the legalization of documents to be paid by applicant ▶ Acceptance and Discount commission to be paid by beneficiary

Einige wichtige Empfehlungen:

Das zu eröffnende Akkreditiv muss den «Einheitlichen Richtlinien und Gebräuchen für Dokumentenakkreditive» (ERA), Publikation Nr. 600 unterstehen, d.h. **«DC must be subject to the Uniform Customs and Practice for Documentary Credits (UCP), ICC Publication No. 600»**

zu Punkt 1	Der Vermerk «zirka» oder eine Toleranz von x% bringt mehr Flexibilität für den Exporteur.
zu Punkt 2	Benutzbarkeit bei UBS AG ist wichtig, da der Exporteur die Zahlung unter Umständen schneller erhält.
zu Punkt 3	Ein Dokument für multimodalen Transport deckt die ganze Reise (von Haus zu Haus).
zu Punkt 4	Incoterms 2000 und Angabe des Warenursprungs ist ein «Muss».
zu Punkt 5	Teillieferungen und Umlad gestattet sorgen für Flexibilität und bringen dem Exporteur Vorteile.
zu Punkt 6	Vertragliche Regelung der Akkreditivkommissionen ist ratsam (wer zahlt was).

Bei **weniger erfahrenen Kunden** empfehlen wir dem Verkäufer, unser Akkreditiv-Auftragsformular auszufüllen und dem Käufer zusammen mit der Auftragsbestätigung zuzustellen:

«Importer's request to issue a confirmed/unconfirmed documentary credit in favour of the exporter»



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