

# Index

---

- acceptance 50
- accessory obligation 71
- Act of God 24
- advance payment 35
- advance payment guarantee 77
- adverse business risks 20
- advising bank 48, 73
- air waybill 43
- amendments 55
- annuities 150
- anti-corruption policy 21
- applicable law 86, 145
- applicant 48
- arbitration 80
- arrangement 144
- at sight 50
- authentication 48
- availability of L/C 50
- aval 78
  
- back-to-back L/C 53
- balance exposure 95
- bank charges 30, 76
- bank cheque 40
- bank collection 42
- bank guarantee 69
- bank loans 134
- bank remittance 32
  
- bank transfer 32
- banker's draft 40
- bank-to-bank credits 142
- bank-to-buyer credits 142
- barter trade 65
- beneficiary 48
- Berne Union, The 116
- BIC code 34
- bid bond 76
- bill discounting 104
- bill of exchange 46, 131
- bill of lading 43
- blank endorsement 46
- bond indemnity insurance 115
- bond insurance policy 122
- bonds 69
- break-even price 102
- bribery 20
- business opportunities 157
- business practices 10
- buyer credits 141
  
- call options 102
- cap and floor options 103
- capital goods 125
- capital markets 145
- capital risk 111
- cargo insurance 16

- cash management 4, 163
- certificate of origin 45
- certified documents 59
- cheque payments 40
- CIRR 144
- claim document 80
- clean collection 44
- clean on board 56, 170
- clean payments 31, 168
- clearing 41
- collateral 87
- collection accounts 36
- commercial documentation 14
- commercial matching 117
- commercial risks 18, 110
- commercial standby 83
- commitments 53
- compensation trade 65
- complying documents 48
- complying presentation 48
- composite terms of payment 172
- conditional guarantee 71
- confidential factoring 135
- confirmed L/C 52
- confirming bank 54
- consensus 116, 144
- contract CIRR 144
- contract frustration policy 115
- contract guarantees 76
- contract repudiation indemnity 115
- control of goods 43
- convertibility risk 91
- convertible currencies 91
- corporate cheque 40
- correspondent banks 19
- corrupt practices 20
- cost-benefit analysis 113
- counter guarantee 73
- counter trade 65
- country information 22
- country risks 89
- credit control 38
- credit guarantee 78
- credit information 18
- credit periods 125
- credit reports 19
- cross rate 92
- cross-border leasing 150
- crossed cheque 41
- currency abbreviations 25
- currency accounts 100
- currency clauses 104
- currency derivatives 103
- currency exposure 95
- currency hedging 98
- currency information systems 93
- currency licence 47
- currency loans 103
- currency markets 91
- currency options 101
- currency pegging 90
- currency position schedule 96
- currency risk management 105
- currency risks 24
- currency spread 92
- currency steering 99
- currency transfer guarantee 132
- default clauses 145
- deferred payment 50
- deferred value 40
- demand guarantees 71, 80
- development banks 158
- development finance institutions (DFIs) 156
- direct currency trading 92
- direct guarantees 73
- disbursement clauses 145
- discounting 104, 135
- discrepancies in documents 61
- document of title 43
- documentary collection 42
- documentary credit (DC) 47
- documentary payments 31, 168
- documents 45
- documents against acceptance 42
- documents against payment 42
- draft 46
- drawee/drawer 46
- duty-exempt guarantee 80

- EBRD 160  
e-commerce 39  
economic stability 23  
EES countries 37  
endorsement 46, 62  
EU payments 37  
eUCP (ICC rules) 56  
EURIBOR 140  
Euro 90  
evidence of default 85  
exercise price 102  
expiry date 86  
export credit agencies, ECAs 118  
export credit banks 143  
export credit insurance 109  
export factoring 138  
export leasing insurance 153  
export loans 128  
exporter policies 121  
express payments 34  
extend or pay 87
- facilitation payments 20  
factor 136  
finance alternatives 127  
financial glossary 177  
financial lease 149  
financial risks 26  
first demand guarantee 101  
fixing rates 93  
floating currency 89  
floating interest rates 147  
*force majeure* 24, 87  
forfeiting 139  
forward currency contracts 100  
forward currency markets 93  
forward discount rate 106  
forward discount rate 106  
forward option contracts 101  
forward points 94  
forward premium rate 106  
forward rates 93  
forwarding agent's certificate of receipt (FCR) 43  
fraud warning 48
- free floating currencies 89  
freely negotiable documents 139  
freely negotiable L/C 56  
full payout lease 150
- global credit report providers 19  
global credit risk cover 115  
glossary 177  
guarantee indemnity insurance 115  
guaranteed acceptance 78  
guarantees 69
- handling charges 31  
hard currency 91  
hedging currency risks 98  
honour documents 48
- IBAN standard 37  
identical goods 52  
IFC (World Bank) 155  
illegal practices 119  
import licence 47  
Incoterms 12  
independent obligation 71  
indirect currency trading 92  
indirect guarantees 73  
inspection certificate 61  
inspection of goods 45  
instructing bank 73  
inter-bank currency markets 91  
inter-bank money markets 145  
inter-bank trading 91  
interest contingency insurance 17  
interest rate swap 147  
interest risk 111  
International Chamber of Commerce (ICC) 9, 13, 47, 60, 79  
international insurance markets 112  
international leasing 149  
international money markets 145  
intrinsic value 102  
introductory letters 19  
investment insurance 116, 123  
invoice discounting 135  
invoice finance 135

- invoicing currency 98
- irrevocable L/C 51
- ISBP (ICC rules) 61
- ISP (ICC rules) 79
- issuing bank 48, 73
  
- joint ventures 156
- jurisdiction 86
  
- L/C checklist 62
- late presentation 61
- late shipment 61
- leasing insurance policy 122
- legal opinion 145
- legal ownership 151
- legalized documents 59
- lender policies 121
- lessee/lessor 150
- letter of credit, L/C 47
- letter of indemnity 80
- letter of support/comfort or awareness 79
- LIBOR 145
- lines of credit 154
- loan agreement 141
- local costs 119
- local currency finance 154
  
- manufacturing risks 15
- market sector insurance 112
- master L/C 53
- matching 117
- methods of payment 29, 167
- money laundering 21
- money markets 145
- multilateral development banks 158
- multimodal transport document 43
  
- negotiable documents 139
- negotiation 51
- negotiation process 10
- nominated banks 50
- non-compliant documents 61
- non-convertible currencies 91
- non-recourse 138
- non-recourse factoring 138
- non-tariff barriers 24
- notified factoring 135
  
- OECD 116, 188
- on-board bill of lading 170
- on-demand guarantee 82
- one stop shop 117
- open account payment terms 32
- open account trading 74
- open insurance policy 17
- opening bank 48
- operating lease 149
- outright forward rates 94
- overdraft facility 137
  
- Paris Club, The 116, 189
- part shipments 56
- payment brought forward 99
- payment delays 36
- payment exposure 95
- payment guarantee 78
- payment methods 29
- pegging 23
- per aval (pour aval) 78
- performance guarantee 77
- pips 92
- place of payment 166
- points 92
- political risk insurance 115
- political risks 22, 110
- political stability 22
- postal risks 40
- pre-contract CIRR 144
- premium on options 102
- presentation of documents 50, 58
- pre-shipment finance 64, 127
- principal 71
- private insurance market 112
- product risks 14
- progress payment guarantee 77
- project finance 155
- promissory note 133
- purchaser risks 18
- put options 102

- qualifying goods 144  
qualifying period 111
- rail waybill 43  
real-time trading 93  
red clause L/C 55, 128  
reduction clauses 87  
reference banks 146  
reference interest rate 146  
refinancing 134  
refusal of payment 58  
reimbursement 52  
repayment guarantee 77  
repurchase agreement 150  
retention money guarantee 77  
revocable L/C 51  
revolving L/C 55  
risk analysis 113  
risk assessment 9, 28  
risk commission 32  
risk profile 9  
rolling currency position 96, 105  
roll-over periods 147
- settlement risk 112  
shipping documents 45  
sight bill 45  
silent confirmation 52  
social stability 23  
soft terms 159  
specific insurance policy 17  
spot exchange rate 92  
spot market 91  
standard export credit insurance 122  
standby L/C 70, 83  
strike price 102  
strong currencies 25  
structured trade finance 149  
supplier credits 130  
surety bond 70  
swap agreement 147  
SWIFT 34  
SWIFTBIC 34
- tailor-made credit insurance 115
- tender exchange rate insurance 104  
tender guarantee 76  
term bill 46  
terminology 70  
terms of delivery 9  
terms of payment 9, 163  
third party currency 25, 98, 132  
third party documents 59  
tied aid finance 117  
time of payment 50, 164  
title of goods 43  
tolerances 60  
trade cycle 126  
trade facilitation programme 161  
trade finance 125  
trade finance limits 134  
trade pattern 32  
trade practices 9  
trade risks 9  
trading houses 67  
transfer guarantee 78  
transferable L/C 53  
transshipment 56  
translation exposure 95  
transport documents 43  
transport risks 16  
TSU (SWIFT) 34  
two-factor export factoring 139
- UCP (ICC rules) 60  
unconditional guarantee 82  
unconfirmed L/C 52  
undertaking to provide guarantee 77  
unfair calling 82, 115  
uninsured percentage 111  
URC (ICC rules) 47  
URCG (ICC rules) 79  
URDG (ICC rules) 79  
usage bill 45
- validity period 50  
vanilla options 103
- waiting period 122  
warehouse certificate 60

warranty guarantee 78  
weak currencies 25, 91  
with recourse 137

working capital insurance 129  
World Bank 158, 192  
world trade 2

## **Index of advertisers**

Landsbanki v