

PROGRAMME

Seminar

Advanced Application of Incoterms® 2020 Rules in Modern Supply Chains

23 March 2026 | HGK



9:00 – 9:30

Registration

9:30 – 9:35

Welcome speech

 **Marina Rožić**, Secretary General, CCE and ICC Croatia

Speaker: Valle García de Novales, Founding Partner and Director, GARCÍA DE NOVALES Law Firm

9:35 – 9:55

The Basics of What the Incoterms® Rules Do and Do Not Do

9:55 – 10:15


How to Incorporate the Incoterms® Rules into Sales Contracts

10:15 – 10:35

Coffee break





10:35 – 11:20

The Relationship Between Incoterms® and Other Contracts Related to International Sales

-  Incoterms® and the contract of carriage
-  Incoterms® and transport insurance
-  Incoterms® and documentary payments (L/C, CAD...)

11:20 – 12:20

Incoterms® 2020 and Customs

-  How to avoid the impact of increasing customs duties (as an exporter)
-  Import customs clearance
-  Documents, duties, taxes, anti-dumping measures and liabilities
-  Damages to the goods during import customs clearance

12:20 – 13:10

Lunch & Networking

13:10 – 14:20






Appropriate Incoterms® 2020 Rules for Sellers and Buyers – Rules to Avoid

14:20 – 14:40

Coffee Break

14:40 – 15:50

Business Cases – How to Choose the Most Convenient Incoterms®, Depending on:

-  The contractual role (exporter or importer)
-  The type of goods/packaging
-  The mode of transportation
-  The use of a letter of credit for payment
-  The country of destination of the goods

15:50 – 16:00

Closing remarks and distribution of certificates

Seminar

Napredna primjena pravila Incoterms® 2020 u suvremenim lancima opskrbe

23. ožujka 2026. | HGK



9:00 – 9:30	Registracija
9:30 – 9:35	Pozdravni govor  Marina Rožić , glavna tajnica, HGK i ICC Hrvatska
Predavačica: Valle García de Novales , direktorica, odvjetničko društvo GARCÍA DE NOVALES	
9:35 – 9:55	Osnove – što pravila Incoterms® čine, a što ne čine
9:55 – 10:15	Kako uključiti pravila Incoterms® u kupoprodajne ugovore
10:15 – 10:35	Pauza za kavu
10:35 – 11:20	Odnos između pravila Incoterms® i ostalih ugovora vezanih uz međunarodnu prodaju <ul style="list-style-type: none">  pravila Incoterms® i ugovor o prijevozu  pravila Incoterms® i transportno osiguranje  pravila Incoterms® i dokumentarna plaćanja (akreditivi, CAD...)
11:20 – 12:20	Pravila Incoterms® 2020 i carinjenje <ul style="list-style-type: none">  kako izbjeći utjecaj povećanja carina (iz perspektive izvoznika)  uvozno carinjenje  dokumentacija, carine, porezi, antidampinške mjere i obveze  oštećenja robe tijekom postupka uvoznog carinjenja
12:20 – 13:10	Ručak & <i>networking</i>
13:10 – 14:20	Odgovarajuća pravila Incoterms® 2020 za prodavatelje i kupce – pravila koja treba izbjegavati
14:20 – 14:40	Pauza za kavu
14:40 – 15:50	Poslovni slučajevi – kako odabrati najprikladnije pravilo Incoterms® 2020, ovisno o: <ul style="list-style-type: none">  ugovornoj ulozi (izvoznik ili uvoznik)  vrsti robe / pakiranja  načinu prijevoza  korištenju dokumentarnih akreditiva za plaćanje  zemlji odredišta robe
15:50 – 16:00	Zaključna razmatranja i dodjela certifikata