

The Incoterms® 2020 Digital Guide for International Commercial Contracts: Now available in English

Hamburg, 22.09.2022 – A new digital tool has been launched today to make it easier for companies to engage in legally secure international trade. The Incoterms® (International Commercial Terms) of the International Chamber of Commerce (ICC) are considered the globally recognised standard for delivery terms in international trade contracts. ICC Germany and Luther Law Firm have recently published the Incoterms® 2020 Digital Guide, a German pilot project, which has already helped more than 3,500 users to select the best fitting contract clause. Today, the Digital Guide has been published in English and may now also be used by international business partners.

At the end of 2021, ICC Germany and Luther Law Firm introduced the Incoterms® 2020 Digital Guide – a German pilot project, which provides users with suggestions for a suitable Incoterms® rule after answering only a few questions. After the successful launch of the German Digital Guide, ICC Germany and Luther Law Firm are now presenting the English version.

ICC Germany Secretary General Oliver Wieck: "The Incoterms® are an indispensable component in international trade transactions for determining the terms of delivery. The Digital Guide is a real facilitator in finding the right clause. I am pleased that we are now lifting the tool to the next level together with Luther, by making the English version available to companies operating internationally."

Users of the Incoterms® Digital Guide are provided with a recommendation of a term that best fits the specific case based on a questionnaire concerning the transaction. So far, there have been more than 3,500 uses of the German pilot version of the Digital Guide. An interesting result: **Only about 16 % would have selected the appropriate Incoterms® clause without the Digital Guide.**

"We already knew from our daily practice as legal advisors that many companies do not use the Incoterms® rule that best suits their needs. Nevertheless, it was really surprising to see how many users actually choose unsuitable clauses", reports Dr Christoph von Burgsdorff, partner at Luther Law Firm: "In this context, the correct use of Incoterms®, both in contracts

and in general terms and conditions, does not only avoid subsequent misunderstandings but also legal disputes. It is all the more important that we are making the Digital Guide available now to a much larger number of people and companies, together with ICC Germany."

The **Incoterms® 2020 Digital Guide** can be freely accessed on the websites of ICC Germany and Luther Law Firm in **German** and now also in **English**.

Further information on the Incoterms® 2020 rules, relating publications as well as the training and seminar offer of the ICC can be found **here**.

The Incoterms® 2020 Digital Guide makes it easier for companies to find the suitable clause. Luther Law Firm provides support with a customized service portfolio for all further inquiries.

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Luther Rechtsanwaltsgesellschaft mbH

Luther is a leading German commercial law firm that offers comprehensive legal and tax advice. The full-service law firm employs over 420 lawyers and tax advisors and is represented in ten German economic hubs as well

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