

EXPORT LC WORKABILITY CHECKLIST

2 IN 3

Export letters of credit fail on first presentation. ICC, 60% to 75%.

Most of those failures were visible the day the credit arrived. Workability is checked on receipt. Discrepancies are checked at presentation. By then the amendment cycle has already cost you.

Can you comply?

Timing.

- 01 Latest shipment date** against your production and booking schedule
- 02 Presentation period** after shipment date, and whether it is shorter than the 21 calendar day default. Where disruption risk exists on the routing, ask for 30 calendar days minimum
- 03 Expiry date and place of expiry.** Ask for a longer expiry, or negotiate language at issuance permitting presentation after resumption of business where a force majeure event closes the bank

NEXT

Documents and routing →

PART ONE OF TWO

Can you comply?

Documents and routing.

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- 04 Documents requiring third-party issuance:** inspection certificates, legalisation, chamber of commerce attestation. Do I have enough time to obtain these documents
 - 05 Documents issued or countersigned by the applicant.** Insist on deletion. These place performance under the buyer's control
 - 06 Transport terms.** Where disruption risk exists, allow partial shipment and transshipment, and replace named ports with a region
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NEXT

Will it pay? →

PART TWO OF TWO

Will it pay?

Terms and cost.

- 07 Goods description, Incoterm, quantity and unit price** consistent with the commercial contract
- 08 Credit amount and tolerances**, including whether a tolerance is stated or implied under Article 30
- 09 Availability:** sight, deferred payment, acceptance, or negotiation, and at which nominated bank
- 10 Non-documentary conditions**, which banks disregard under Article 14(h) but which the applicant may still expect
- 11 Charges allocation**, and whether confirmation is authorised and who bears its cost

Every item above is checkable the day the credit arrives.

Validator runs workability analysis on receipt, flagging unworkable timing, document and payment terms before you commit production.

Run FREE the workability check → [LINK IN THE FIRST COMMENT](#)