Effective and Practical Application of Incoterms® 2010
How to Choose the Correct Terms and Avoid Frequent Mistakes

June 26, 2018 (Tuesday) ● 8:30am – 5:00pm ● Royale Chulan Hotel, Damansara

YOU WILL LEARN:

- Incoterms® made easy – understanding & applying Incoterms®
- Incoterms® for import & export
- Incoterms® for ocean & air
- Buying and selling using Incoterms®
- Why buy and sell using Incoterms®
- Benefits & risks

✓ Incoterms® are a set of standardised international trade terms
✓ FOB / CIF / EXW / FCA / DAP are some of the 11 Incoterms®
✓ Incoterms® 2010 define:
  - Seller-buyer responsibilities
  - Costs and risks in international sales

WHO SHOULD ATTEND:

Importer & Exporter ● Sales, Marketing & Purchasing ● Logistics / Carriers / Forwarders ● Insurers & Trade Consultants

Do you know how to use Incoterms® properly? This seminar will explain all 11 Incoterms® with emphasis on minimising costs and risks to an exporter.
Effective and Practical Application of Incoterms® 2010
How to Choose the Correct Terms and Avoid Frequent Mistakes

DATE, TIME, VENUE
Date : June 26, 2018 (Tuesday)
Time : 8:30 am – 5:00 pm
Venue : Royale Chulan Hotel, Damansara
2, Jalan PJU 7/3, Mutiara Damansara,
Petaling Jaya, Selangor Darul Ehsan

PARTICIPATION FEE

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<th>Fee Per Pax</th>
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<tr>
<td>FMM / MNSC Member</td>
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<tr>
<td>Non - Member</td>
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Fee includes seminar materials, refreshments and lunch.

Payable to : FEDERATION OF MALAYSIAN MANUFACTURERS

Account No.: 5142 0833 0768 (Maybank)
GST No. : 001714290688

CLOSING DATE
June 19, 2018 (Tuesday)

CONTACT DETAILS
FMM / MNSC – Ms Sandy & Ms Hafizah / Mr Asyrul
Tel : 603 – 6286 7200
Fax : 603 – 6274 1266 / 7288
Email : sandy@fmm.org.my / asyrul@fmm.org.my / hafizah@fmm.org.my

TERMS & CONDITIONS
• Cancellation must be in writing to FMM. Registration may be transferred to another person at no extra charge.
• Refund Policy
  ✓ Less than 7 days prior to event, NO refund.
  ✓ Between 7-14 days prior to event, 50% refund.
  ✓ More than 14 days prior to event, Full refund
• FMM reserves the right to alter, cancel or reschedule the programme. All efforts will be taken to inform participants.

PROGRAMME

<table>
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<tr>
<th>Time</th>
<th>Activities</th>
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<tbody>
<tr>
<td>8:30</td>
<td>Registration and Networking Breakfast</td>
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<tr>
<td>9:00</td>
<td>Welcome Remarks</td>
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<tr>
<td>9:15</td>
<td>What are Incoterms® 2010 and What are they Intended for?</td>
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<td>9:45</td>
<td>Incoterms® 2010 – How it relates to:</td>
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<td>10:30</td>
<td>Networking Coffee Break</td>
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<tr>
<td>10:45</td>
<td>Incoterms® 2010: How to Choose the Right Terms and Use it to Your Advantage</td>
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<tr>
<td>11:20</td>
<td>Case Studies on Incoterms® Application on:</td>
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<tr>
<td>12:00</td>
<td>Handling Disputes and Conflicts in Incoterms® 2010</td>
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<tr>
<td>1:00</td>
<td>Networking Lunch</td>
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<tr>
<td>2:00</td>
<td>Identifying Various Segments of the Supply Chain and Services Affecting Incoterms® 2010</td>
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<tr>
<td>3:30</td>
<td>Panel Session – Correct Use of Incoterms® 2010: Dismantling False Myths</td>
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<td>5:00</td>
<td>Coffee Break &amp; End of Programme</td>
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REGISTRATION FORM

To : FMM, Wisma FMM, No. 3, Persiaran Dagang, PJU9, Bandar Sri Damansara, 52200 Kuala Lumpur

Please register the following participant(s):

1. Name : __________________________ Designation : __________________________
   E-mail : __________________________ Vegetarian* : Yes / No

2. Name : __________________________ Designation : __________________________
   E-mail : __________________________ Vegetarian* : Yes / No

*Circle whichever is applicable

I am a member of : FMM / FMFF / ACCCIM / MTIB / MPOB / MTC / MRE / MWIA
Membership No.: __________________________

Non member