



## FMM Perak Workshop on INCOTERMS 2020 - Understanding Key Changes & Its Implication during Covid-19

**October 06, 2020 (Tuesday) | 9.00am to 5.00pm**  
**Venue: FMM Perak**

### WHY YOU SHOULD ATTEND THIS WORKSHOP?

Incoterms rules are frequently used worldwide in international and domestic contracts, illustrating responsibilities between buyers and sellers with regards to costs, risks, responsibilities for cargo insurance and regulatory compliance. Incoterms may seem complicated, but it's imperative that buyers and sellers clearly understand how they work and their own obligations along the supply chain.

Targeted at importers and exporters, this Workshop reviews the recent updates made to Incoterms and provides simple explanations, along with case studies derived from industry experience. This workshop is vital for all parties involved in trade to clearly understand the changes and how they apply to global supply chains. This workshop is specially designed to further deep dive into the COVID-19 pandemic implications on the trade and supply chain as a whole and to understand how the Incoterms rules will enable smooth trade between various parties during this crisis.

### ATTEND THIS INFORMATIVE WORKSHOP AND GAIN PRACTICAL INSIGHTS INTO:

- Analysing the differences between Incoterms 2010 and Incoterms 2020.
- Identifying internationally accepted definitions and rules of interpretation for most common commercial terms used in contracts for the sale of goods.
- How to identify some of the practical issues around using Incoterms .
- Rationalising the COVID-19 pandemic implications on Trade and its regulatory processes.

### WHO SHOULD ATTEND?

Trade Consultants and Compliance | Logisticians | Exporters and Importers | Finance Personnel



### PROGRAMME

<b>08:30</b>	<b>Registration</b>
<b>09:00</b>	Key Changes Incoterms 2010 vs Incoterms 2020
<b>10.30</b>	<b>Coffee Break</b>
<b>11.00</b>	Disruption to Trade & Supply Chain: How can the Incoterms 2020 Rules Help?
<b>12.00</b>	Case Studies: Incoterms 2020 Explained - Facilitating Global Trade
<b>13.00</b>	<b>Networking Luncheon</b>
<b>14.00</b>	Legal Perspective on Incoterms 2020: What you need to know as a Shipper
<b>15.30</b>	Panel Discussion: <i>Panel Discussion: COVID -19: Trade and the Impact of Incoterms: What are your Options ?</i>
<b>17.00</b>	<b>End of Seminar</b>

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## Registration

Submitted by :  
Designation :  
Company Name :  
Email :  
Address :  
Tel :

Participant's Name :  
Designation :  
Email :

Participant's Name :  
Designation :  
Email :

*\*Attach separate sheet if space is insufficient*

### Registration Fees

**FMM Members RM 424.00**

**Non-Members RM 583.00**

*\*Fees inclusive of 6% SST and administrative expenses*

FMM SST No: W10190132000108

Registration deadline: September 29, 2020

### **ENQUIRIES & REGISTRATION**

Ms Evonne Tan / Ms Sherry Chow  
Federation of Malaysian Manufacturers (Perak)  
No. 1, Lorong Raja Dihilir, 30350 Ipoh, Perak  
Tel: 05-548 8660 Fax: 05-548 8221  
E-mail: fmmperak@fmm.org.my

### **Payment:**

Registration form must be returned to FMM by **September 29, 2020** with correct payment in cheque or bank draft to be made in favour of "Federation of Malaysian Manufacturers" and crossed "Account Payee Only".

### **Refund of Fees:**

Cancellation must be in writing to FMM.

If cancellation is received:

- More than 7 days Full refund
- Between 3 to 6 days 50% refund
- Less than 2 days No refund

Replacement at no additional cost. FMM reserves the right to cancel or reschedule the programme. All efforts will be taken to inform participants of any changes. If FMM decides to cancel or postpone the seminar, FMM will not be responsible for covering airfare, hotel or other travel costs incurred by participants. Participants who do not turn up at the event are liable for the full fee.