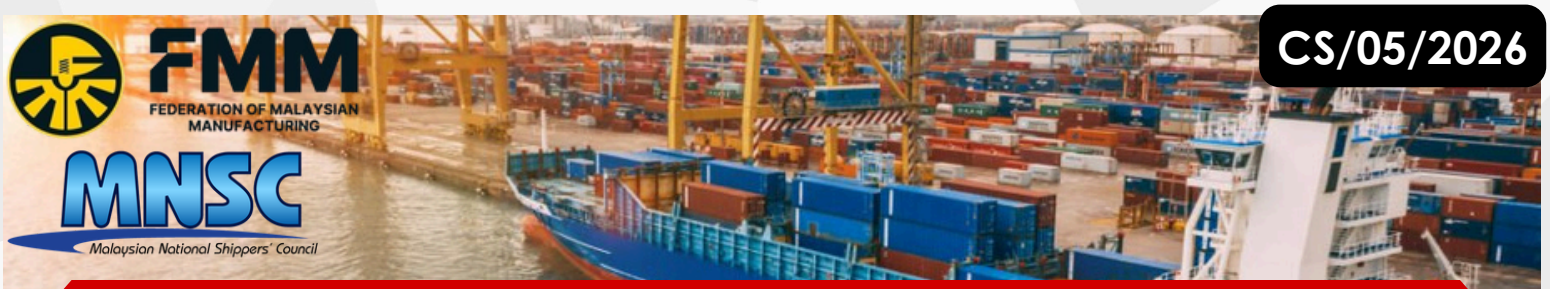
FMM
FEDERATION OF MALAYSIAN MANUFACTURING

MNSC
Malaysian National Shippers' Council

CS/05/2026



MNSC-FMM NAVIGATING TARIFF CHANGES: USING INCOTERMS TO REDUCE COST & RISK IN 2026

Global trade in 2026 continues to evolve rapidly with new tariff structures, heightened compliance requirements, and increasing scrutiny on shipping documentation. For Malaysian manufacturers, incorrect use of Incoterms, incomplete Bills of Lading, or misalignment between delivery terms and Letters of Credit can result in costly delays, financial disputes, or unnecessary tax exposure. This seminar provides practical strategies, case studies, and updated guidance to help companies strengthen compliance, reduce risks, and enhance operational efficiency.

Time	Programme
8.30 am	Registration and Networking Breakfast
9.00 am	**Welcome Remarks** *by Chairman of Malaysian National Shippers Council*
9.15 am	**Mastering Incoterms® 2020 – Key Concepts, Common Mistakes and Risk Allocation for Manufacturers** *by Ms Reshma Yousuf, Founder of CLLB and Founding President of Wista (Women in Shipping & Trading Association) Malaysia.*
10.30 am	Networking Coffee Break
10.45 am	**Choosing the Right Incoterm to Manage Cost, Tariff Exposure and Liability** *by Ms Reshma Yousuf, Founder of CLLB and Founding President of Wista (Women in Shipping & Trading Association) Malaysia.*
1.00 pm	Networking Lunch
2.00 pm	**Incoterms for Regional Shipments Avoiding Common Mistakes in Cross Border Trade** *by Ms Reshma Yousuf, Founder of CLLB and Founding President of Wista (Women in Shipping & Trading Association) Malaysia.*
3.330pm	**Bills of Lading: Strategic Risk Management for Shippers -Clarifying Legal and Commercial Exposure** *by Mr Jeremy Joseph, Partner at Joseph and Partners*
5.00pm	End of Seminar and Networking Coffee Session

WHY SHOULD YOU ATTEND?

- **Protect your bottom line through smarter Incoterm selection.**
- **Avoid documentation errors that lead to delays and disputes.**
- **Improve trade finance success rates by aligning terms with bank requirements.**
- **Strengthen compliance through updated customs and documentation insights.**
- **Network with industry leaders across manufacturing and logistics.**

PROGRAMME HIGHLIGHTS

- **Mastering Incoterms 2020 fundamentals**
- **Reducing tariff exposure with strategic delivery terms**
- **Optimising service tax on freight & logistics**
- **Clarifying Risk, Securing Shipments - One Term at a Time**
- **Aligning Incoterms with Bills of Lading**
- **Case studies on discrepancies and trade disputes**

REGISTER NOW

April 28, 2026
8:30 am – 5:00pm
M World Hotel

03-62867200 (320/338)
simren@fmm.org.my/ sandy@fmm.org.my

DATE & TIME

Date: April 28, 2026
Time: 8.30am-5.00pm

PARTICIPATION FEE (RM)	Fee/Pax	SST 8%	Total/Pax
FMM/GS1 Member	750.00	60.00	810.00
Non-Member	900.00	72.00	972.00

- 10% group discount for more than 3 persons from same company.
- All fees include seminar materials, lunch & refreshments.

CONTRIBUTORS TO HRD CORP

- This seminar is a **HRD Corp Claimable Course (SBL-Khas).**
- **Course No: 10001657394**
- Contributors are required to provide the HRD Corp Grant Reference Number to FMM before **April 20, 2026**.
- If FMM could not claim participation fee from HRD Corp after the event for participants with less than 75% attendance or fail to attend the event, FMM will issue an invoice of the full fee to the company.

NON-CONTRIBUTORS TO HRD CORP

Invoice will be issued upon receipt of completed registration form. Please email payment advice to sandy@fmm.org.my.

PAYMENT METHODS

Payee Name: **Federation of Malaysian Manufacturing**
ROC: 007907-X or 196801000309 I SST Registration No: W10-1901-32000108

1) Bank transfer to **Malayan Banking Berhad**
   (Account No: 5-14208-33076-8 / Swift Code: MBBEMYKL)
2) JomPAY (Biller Code: **20073**)
3) Cheque crossed Account Payee Only

VENUE

M World Hotel
No. 1, Persiaran Bandar Utama,
Bandar Utama, 47800 Petaling Jaya
Tel: +(603) 7681 7658
Contact Person: Ms Loo Rui Rou
Email: ruirou.loo@mworldhotel.com.my

CANCELLATION / REPLACEMENT / NO-SHOW

- All registrations carry a 50% cancellation liability immediately after a completed registration form has been received by FMM.
- Cancellation must be in writing to FMM.
- Replacement at no additional cost.
- Participants need to provide a Letter of Undertaking (LOU) if payment is not ready before the event day.
- Participants who do not turn up at the event are liable for the full fee.
- FMM reserves the right to alter, cancel or reschedule the programme. All efforts will be taken to inform participants. If FMM decides to cancel/postpone the event, FMM shall not be responsible for covering all costs incurred by participants.

ENQUIRIES

Ms Sandy / Ms Simren, FMM Secretariat
Tel: 03-62867200 Fax: 03-62741266/7288
Email: sandy@fmm.org.my / simren@fmm.org.my

CLOSING DATE FOR REGISTRATION: April 20, 2026

HRD CORP CLAIMABLE

REGISTRATION FORM

To: FMM, Wisma FMM, No. 3 Persiaran Dagang, PJU 9 Bandar Sri Damansara, 52200 Kuala Lumpur
Attn: Ms Sandy, International Business Division I Email: sandy@fmm.org.my I Fax: 603-6274 1266 / 7288

Please register the following participant(s): *(Attach separate list if space is insufficient)*

1. Name: _____ Designation: _____
   Email: _____ I.C No._____ Vegetarian: Yes / No
2. Name: _____ Designation: _____
   Email: _____ I.C No._____ Vegetarian: Yes / No
3. Name: _____ Designation: _____
   Email: _____ I.C No._____ Vegetarian: Yes / No

We hereby confirmed that (please tick accordingly):

We will be claiming under HRD Corp Claimable Course and full payment would be made to Federation of Malaysian Manufacturers in the event that no disbursement from HRD Corp under any circumstances.
We will not be claiming under HRD Corp Claimable Course.
Full payment of RM_____ will be made by **April 20, 2026** via Bank transfer / JomPAY / Cheque.

Submitted by: (Please complete this section in capital letters)

Name: _____ Designation: _____
Company: _____
Address: _____
_____
_____
Email: _____ Tel: _____ FMM/GS1 Membership No: _____