CS/07/2026
05/03/2026

FMM WEBINAR

U.S. Tariff Measures & Middle East Conflict:

Implications for Malaysian Exporters - Commercial Exposure, Contractual Risk & Practical Steps

⚠URGENT INDUSTRY BRIEFING

📅March 19, 2026 (Thursday)
⏰10.00am – 12.00pm | MYT
💻Online via Zoom

Registration closes: March 17, 2026 · 12.00pm

U.S. SECTION 122 SURCHARGE

Effective February 24, 2026, a temporary 10% ad valorem surcharge applies to all U.S.-bound imports – stacked on existing MFN duties. Duration: up to 150 days, with potential increase to 15%.

MIDDLE EAST ESCALATION

Ongoing conflict is disrupting shipping lanes, triggering war-risk insurance reviews and creating sanctions exposure. Freight costs, force majeure clauses and letter of credit arrangements are all under pressure.

WEBINAR PROGRAMME

Time	Programme
9.45am	**Zoom log-in and participant check-in**
10.00am	**Welcome Address** *by FMM President, Mr Jacob Lee Chor Kok*
10.10am	**Session 1: U.S. Tariff Developments – Legal and Commercial Exposure** *→ Section 122 surcharge – scope & application* *→ Tariff stacking and customs exposure* *→ Interaction with Section 232 & 301* *→ Contractual risk – who bears the tariff* *→ Fixed-price contracts & right Incoterms* *→ Immediate steps exporters should take*
10.55am	**Session 2: Middle East Escalation – Shipping, Payment and Sanctions Risk** *→ Shipping route disruption & delivery delays* *→ Force majeure – when it applies & when not* *→ Freight and war-risk insurance allocation* *→ Letter of Credit & USD payment disruption* *→ Sanctions screening & counterparty exposure* *→ Insurance coverage & notification obligations*
11.35am	**Practical Risk Review Framework for Exporters** *→ Stress-testing long-term contracts* *→ Managing margin erosion* *→ Documentation and notice requirements* *→ Commercial engagement strategy with buyers*
12.00pm	**End of Webinar**

Registration Fees

FMM Member	RM 150.00
Non FMM Member	RM 300.00

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REGISTER NOW

WHO SHOULD ATTEND

- **Exporters with U.S.-bound shipments**
- **International traders & logistics providers**
- **Supply chain and procurement teams**
- **Finance and compliance professionals**
- **Business leaders managing export risk**

EXPERT SPEAKERS

Raja Nadhil Aqran
Managing Partner · Aqran Vijandran
Advises manufacturers, exporters and multinationals on complex commercial disputes and cross-border trade issues. Focuses on contractual risk allocation, supply-chain exposure and disputes arising from tariff and sanctions developments.

Prof. Dr. Harald Sippel
Senior Foreign Advisor · Aqran Vijandran
Austrian lawyer with 15+ years in international commercial law and arbitration. Former head of case management at the Asian International Arbitration Centre (AIAC), overseeing 2,000+ cases. Advises multinationals across Southeast Asia on trade risk, sanctions and supply-chain disruption.

For more info, please contact FMM Secretariat at:
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