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# INCOTERMS 2020



## Revised International Rules in the Interpretation of Trade Terms

A one-day seminar for Exporters & Importers, Traders  
Bankers, Insurers, Freight Forwarders & Carriers

THURSDAY, MARCH 27, 2025 \* 9:00AM TO 5:00PM  
EDSA SHANGRI-LA HOTEL, MANDALUYONG CITY, PHILIPPINES

INCOTERMS are the different types of shipping terms (via land, air, sea) used in all kinds of international trade transactions. The new set of INCOTERMS took effect worldwide on January 1, 2020. The new rules are massive, sweeping as well as practical.

These changes will have a tremendous impact on the trade documentation of exporters, importers, traders, bankers, insurers, freight forwarders and carriers, and will have critical implications for their businesses. Understanding these new rules and incorporating their use in sales contracts eliminates the uncertainties, errors and costly mistakes in the interpretations created in trade transactions.

Don't be left behind. ATTEND!

### Course Director and Lecturer:

**Victor Tan, MBA (Strathclyde), ACIB, MInstAM** is an authority in the field of trading and banking with 15 years of banking experience covering the areas of International Trade Finance, Remittances, Guarantees, Import and Export departments. He has worked with various International Banks since 1977 starting with Standard Chartered Bank, Amsterdam-Rotterdam Bank, Bangkok Bank, Royal Trust Merchant Bank and lastly, Barclays Bank, where he was Deputy Head, Trade Finance.

Since 1992 he has been conducting highly specialized training in Jakarta, Bangkok and Singapore. He also holds a Master of Business Administration degree from University of Strathclyde, UK and is a qualified Life Associate Member of the Chartered Institute of Bankers, London. He will teach everything one has to know on how to apply INCOTERMS for business advantage.

**LIMITED SEATS ONLY**  
**PRE-REGISTRATION REQUIRED**

Training Investment is inclusive of Meals, Resource Kit, and Certificate of Attendance

- **₱ 9,880 or \$ 176.43 / person** (when you register and pay on or before February 27, 2025)
- **₱ 10,880 or \$ 194.29 / person** (when you register and pay after February 27, 2025)

\* Fixed conversion rate of US\$1 = ₱56.00

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### Who Should Attend:

- Businessmen & Decision-Makers
- Importers & Exporters
- Traders & Freight Forwarders
- Treasury Officers & CFOs
- Transporters/ Non-Life Insurers
- Bankers & Loan Officers
- Lawyers
- Credit/ Business Analysts
- Business Consultants
- Procurement Officers
- Financial Auditors
- Those into & planning to be in the import-export business