



# Understand the New Incoterms 2020

**Early Bird Discount**  
1 week before the  
application deadline

**5 November 2019**

HKIB CPD	SFC CPT
<b>3</b> Hours	<b>3</b> Hours

## Objectives

This practical course aims to facilitate participants' understanding of the changes in the new Incoterms 2020, equip them with the knowledge, applications and its relevant implication in the uses of the appropriate rules. Upon completion, they are well-versed in the Incoterms.

## Programme Outline

- Understand the basic fundamentals and essentials of Incoterms 2020
  - Understand the changes in the Incoterms 2020
  - Identify how best to incorporate these updates in sales contracts
  - Recognize Seller / Buyer obligations in terms of Costs and Risks
  - Identify the fundamental commercial purposes of each Incoterms 2020
  - Distinguish the basic Seller and Buyer obligations in each rule
- Understand the application of each individual Incoterms 2020 and its implication
  - Select which terms would be best for a particular transaction
  - Assess the risks involved in using the wrong rule for the wrong transaction
  - Discover the structure of the new Incoterms 2020 according to the first five obligations, starting from General Obligations to Carriage
  - Classify how each rule deals with different aspects of a trade transaction
  - Distinguish which Incoterms to use on a particular aspect of a transaction
  - Discover the structure of the new Incoterms 2020 according to the second half of the obligations, from Insurance to Notices
  - Classify how each rule deals with different aspects of a trade transaction
  - Distinguish which Incoterms to use on a particular aspect of a transaction
  - Analyse specific sections of various Incoterms to find the one you need

## Target Audience

Banking staff from Corporate Banking, Transaction Banking, Trade Finance Operations, Credit or even Traders from various industries and anyone who wants to broaden their knowledge in International Trade Finance are welcome to join the programme.

## Speaker

The speaker has possessed over 20 years of professional experience in the sector of Trade Finance from various Global and National Investment Banks and Financial Institutions, mainly engaged in the management of day-to-day Trade Finance Operation and professional training in Trade Finance Transaction for internal and external stakeholders.

## Programme Details

Language : Cantonese (supplemented with English materials)  
 Date : 5 November 2019 (Tue)  
 Time : 7:00pm – 10:00pm  
 Duration : 3 hours  
 Venue : 3/F Guangdong Investment Tower, 148 Connaught Road Central (Sheung Wan MTR Station Exit C)

Fee	<b>Early Bird</b>	Regular Price
HKIB Individual Member	<b>HKD900</b>	HKD990
Staff of Corporate Member	<b>HKD1,080</b>	HKD1,188
Non-member	<b>HKD1,200</b>	HKD1,320

Enrolment : By fax at 2682 0218 or submit to our Institute in person  
 Application Email : application.form@hkib.org  
 Enquiries : (852) 2153 7800 / (852) 2190 7060  
 Enquiry Email : programme@hkib.org  
 Application Deadline : 29 October 2019 (Tue)

## Registration Form

Understand the New Incoterms 2020 (HD000000P191105)

Full Name : Mr / Ms _____ <small>(In English as on ID Card)</small>	Full Name : _____ <small>(In Chinese)</small>
Membership No : _____	Organisation : _____
Department : _____	Position : _____
E-mail : _____ <small>(Confirmation will be sent via e-mail one week before programme commences)</small>	Mobile / Phone No : _____
Mailing Address : _____	

Payment Method:  A cheque / e-Cheque\* made payable to "The Hong Kong Institute of Bankers" (Cheque no. \_\_\_\_\_)  
\* For e-Cheque, please state the programme code under 'remarks' and email together with the completed enrolment form to programme@hkib.org

Credit Card :  VISA  Master Amount : HKD \_\_\_\_\_

Cardholder's Name : \_\_\_\_\_ Signature : \_\_\_\_\_

Card No. : \_\_\_\_\_ Expiry Date : \_\_\_\_\_  
(mm/yy)

## How did you know about this programme?

- Website  HR Department  E-News  Others (Please specify) \_\_\_\_\_
- Banking Today  Friends / Colleagues  HKIB Counter

## Terms and Conditions

1. All fees paid are non-refundable and non-transferrable.
2. Participants who have settled payments will receive course confirmation by e-mail within 7 days prior to the programme date.
3. All payments must be settled before programme commencement.
4. Priority of enrolment will be given on a 'first-come-first-serve' basis. HKIB Members will have priority in registration for those programmes with limited seats.
5. HKIB would issue the "Certificate of Attendance" to participants who have complied with the "HKIB Attendance Policy". The Certificate will be mailed to the corresponding address within 10 working days after completion of the programme.
6. We reserve the right to reject an enrolment at any time.
7. We reserve the right to cancel, modify and/or postpone the programme due to unforeseen circumstances.
8. The information given and personal data collected will be used for the purpose of administration and communication by the Institute.
9. For the Typhoon or Rainstorm arrangement, please refer to the confirmation e-mail or HKIB's website (www.hkib.org).



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