

ICC Workshop on New Incoterms[®] 2020 Rules

– Practices, Changes, operations & Business Impact analysis

Venue : InterContinental Hotel, Dhaka

Date : Sunday, 08 March 2020

Registration deadline: Tuesday, 03 March 2020

Introduction: Global economy growth has given most businesses greater access than ever before to markets all over the world. Goods are sold today in more countries, in larger quantities, in greater variety, and at a faster pace as a result. But as both the volume and complexity of global trade increase, so do possibilities for misunderstandings and costly disputes when sale contracts are not adequately drafted.

The ICC Incoterms[®] rules on the use of domestic and international trade terms address this risk by facilitating the conduct of global trade. Reference to an Incoterms[®] 2020 rule in a contract for the sale of goods clearly defines the parties' respective obligations regarding topics such as risk, cost and arrangement of transport and customs clearance, thereby reducing the potential for legal complications.

The Incoterms[®] 2020 rules take account of the increased attention to security in the movement of goods, the need for flexibility in insurance coverage depending on the nature of goods and transport, and the call by banks for an on-board bill of lading in certain financed sales under the FCA rule.

Incoterms[®] 2020 also offers a simpler and clearer presentation of all the rules, featuring revised language, an expanded introduction and explanatory notes, and articles reordered to better reflect the logic of a sale transaction. Incoterms[®] 2020 is also the first version of ICC's Incoterms[®] rules to include a 'horizontal' presentation, grouping all like articles together and allowing users to clearly see differences in treatment of particular issues across the 11 Incoterms[®] rules.

After the first introduction of Incoterms in 1936 the first revision occurred in 1957 and thereafter in 1967, 1974, 1980, 1990, 2000, 2010. The latest version 2020 Incoterms[®] has become effective globally from 1 January 2020.

Participants: The workshop has been designed to understand and discuss on 11 Incoterms rules. The workshop will be of significant benefit to officials of Bangladesh Bank, commercial banks, non-banking financial institutions, shippers, freight forwarders and legal experts dealing with international trade.

Certified Documentary Credit Specialists (CDCS), Certified Specialist in Demand Guarantees (CSDG) participants will receive 8 (eight) Professional Development Unit (PDUs) for re-certification by attending this workshop.

Facilitator:



ATM Nesarul Hoque is currently working at Mutual Trust Bank Ltd as Vice President. After Completion his BBA and MBA from University of Chittagong. He joined himself at Bank Asia Limited as Management Trainee in 2005. He has obtained CDCS in 2009, CITF in 2011, CSDG in 2014, CSGP in 2017 and CTFP in 2017. He is actively participating abroad as 'panel member' on various issues pertinent to documentary credit. He is regularly conducting sessions at home and abroad including Bangladesh Institutes of Bank Management (BIBM). He is also contributing editor of "Trade Service Updates" (A quarterly magazine related to international trade) and editorial advisory member of "Documentary Credit World"- A world most Authoritative LC magazine. He is panel of experts of DOCDEX- An alternative dispute settlement wing of ICC.

<i>Programme</i>	
08:00 : Registration	12.45 : Lunch
08.30 : Session One- What The Incoterms [®] Rules all about including history	14.00 : Session Four- Continue
10:00 : Network break	15.45 : Coffee Break
10.15 : Session Two- What changes from the Incoterms [®] 2010 Rules to the Incoterms [®] 2020 and the reason for changes	16.00 : Session Five- The Incoterms [®] 2020 Rules and Documentary Credit: an In-depth Analysis (The reality Check)
11.15 : Session Three- The relationship between the Carrier and The Incoterms [®] 2020 Rules	17.30 : Session Six- Ten common mistakes in choosing The Incoterms [®] 2020 rule in commercial contract.
12.15 : Session Four- In depth Analysis of each Incoterms [®] 2020 Rules from the buyer and the seller perspective with business impact with case studies	18:30 : Concluding Remarks and Certificate Awarding Ceremony

International Chamber of Commerce

ICC Bangladesh
Suvastu Tower (6th Floor), 69/1, Pantha Path
Dhaka-1205, Bangladesh. Fax: +880-2-9641287
Tel: +880-2-9641286, +880-2-9676698
E-mail: info@iccbangladesh.org.bd
Website: www.iccbangladesh.org.bd

International Headquarters
33-43 Avenue President Wilson
75116 Paris, France
Tel: +33 (0) 1 49 53 28 28
Fax: + 33 (0) 1 49 53 28 59
Website: www.iccwbo.org

About ICC Bangladesh

International Chamber of Commerce (ICC), *The world business organization*, with its headquarters in Paris, is having its Centenary Celebration world over in 2019. With its physical presence in more than 100 countries, ICC represents 45 million companies and more than 1 billion workers worldwide. One in every three workers depend on ICC Members for their livelihood.

ICC was founded in 1919 in the aftermath of the First World War when no world system of rules governed trade, investment, finance or commercial relations. ICC's founders, referred to as "The Merchants of Peace", acted on their conviction that building stronger trade relations between nations would reduce the risk of war and armed conflict. ICC is the largest and the only private sector non-sovereign organization which was granted Status of a Permanent Observer at the General Assembly of the United Nations in December 2016.

ICC works in close cooperation with national governments and multinational institutions such as G-8/G-20, World Bank, WTO, Asian Development Bank, UNCTAD, OECD and several UN agencies for promotion, protection and development of world economy.

Bangladesh National Committee of ICC, founded in 1994, is comprised of trade organizations, national and trans-national corporations, who represent almost 80% of Bangladesh economy.

The activities of ICC Bangladesh include promotion of foreign trade and investment, trade policy reviews, business dialogues, seminars & workshops both at home and abroad on related policy issues, harmonization of trade law & rules, legal reforms, updating businesses with the ICC rules & standards for cross border business transactions. ICC Bangladesh has so far organized following regional & international conferences:

- **10-11 November 2000:** ICC Asia Conference on **"Investment in Developing Countries: Increasing Opportunities"** organized in Dhaka was inaugurated by the Prime Minister of Bangladesh and attended by a number of high profile dignitaries including the Thai Deputy Prime Minister & WTO Director General Designate, ADB President, UN-ESCAP Executive Secretary and Chinese Vice Minister for Foreign Trade & Economic Cooperation. More than 250 participants from 24 countries participated in the event.
- **17-18 January 2004:** International Conference on **"Global Economic Governance and Challenges of Multilateralism"** was held in Dhaka, coinciding with 10th Anniversary of ICC Bangladesh. The Conference was inaugurated by the Prime Minister of Bangladesh and Thai Prime Minister was the Keynote Speaker. WTO Director General, EU Commissioner for Trade, UNESCAP Executive Secretary, Governor of Japan Bank for International Cooperation, six Ministers from three continents, Bangladesh Ministers, ICC Chairman, ICC Vice Chairman, ICC Secretary General and more than 500 participants from 38 countries attended this event.
- **27-28 September 2005:** Regional Seminar on **"Capital Market Development: Asian Experience"**. The Seminar held in Dhaka was inaugurated by the President of the People's Republic of Bangladesh and attended by Chairmen/CEOs of securities & exchange commissions, stock exchanges, capital market operators, financial institutions and investors from 15 Asian countries.
- **13 April 2010:** Conference on **"Energy for Growth"** was held in Dhaka coinciding with 15 years of ICC's presence in Bangladesh. The Conference was inaugurated by the Finance Minister of Bangladesh and attended by ICC Global Chairman, Minister for Commerce of Bangladesh, Minister for Development Cooperation of Denmark and Adviser for Energy & Mineral Resources to the Bangladesh Prime Minister. Some 800 delegates from home and abroad including energy experts and international financiers from Australia, China, Denmark, India, Germany, Japan, Singapore, Switzerland, UK and USA attended the event.
- **25-26 October 2014:** International Conference on **"Global Economic Recovery: Asian Perspective"** was held in Dhaka coinciding with 20 years of ICC's presence in Bangladesh. The Conference was inaugurated by the President of the People's Republic of Bangladesh. Minister for Finance & Minister for Commerce of Bangladesh, UNCTAD Secretary General, Ministers from Myanmar and Nepal; ICC Vice Chairman; ICC Secretary General; ICC Research Foundation Chairman; Director of ICC National Committees and more than 500 participants from home and abroad attended this event.
- **8-9 February 2017:** The first ever **"UNESCAP Asia Pacific Business Forum: Regional Integration to Achieve Sustainable Development"** was organized by ICC Bangladesh jointly with UNESCAP under the patronage of the Ministry of Commerce, Government of Bangladesh. The Forum was inaugurated by the President of the People's Republic of Bangladesh. Ministers from Bangladesh, Sri Lanka, Nepal, UNESCAP Executive Secretary, UNCTAD Secretary General, business leaders and some 600 delegates from home and abroad attended the Forum.
- **10-12 December 2019 :** **"The Asia Pacific Conference on Financing Inclusive and Sustainable Development"** was organized by ICC Bangladesh jointly with UNESCAP, ADB and LIBF (The London Institute of Banking & Finance) under the patronage of the Financial Institutions Division (FID), Ministry of Finance, Government of Bangladesh to celebrate 100 years of ICC and 25 years of ICC Bangladesh. The Hon'ble President of the People's Republic of Bangladesh inaugurated the Conference. Video Messages from UN Secretary General Mr. António Guterres and 8th former United Nations Secretary General Mr. Ban-Ki moon were also played during the inauguration. Ministers from Bangladesh, Cambodia, Maldives and Sri Lanka, Under-Secretary-General of the United Nations and Executive Secretary of ESCAP, Central Bank Governors, Business Leaders, Policy Makers, Experts and some 800 delegates from home and 30 foreign countries attended the Conference.

As part of its activities, ICC Bangladesh has been organizing Workshops / Seminars on International Trade Finance, mainly for bankers, within Bangladesh and in various countries. Since 2014, the National Committee has organized workshops in Kuala Lumpur (April 2014); in Colombo (February 2015); in Kunming (August 2015); in Yangon (November 2015); in Hanoi (April 2016); in Bangkok (December 2017) and in Phnom Penh (April 2018).

The National Committee also arranged participation of bankers from Bangladesh at ICC Annual Banking Meetings held in Singapore (April 2015), in Jakarta (April 2017) and in Beijing (April 2019). Besides, ICC Bangladesh arranged participation of bankers at ICC Austria Global Trade Conference held in Vienna in May 2017, June 2018 and May 2019, FCI Annual Meeting in Vietnam (June 2019), ICC Academy 8th Supply Chain Summit in Singapore (February 2019) & International Financial Crime Forum in Kuala Lumpur (July 2019).

For professional development of bankers, ICC Bangladesh also organizes Certified Documentary Credit Specialist (CDCS) and Certificate for Specialists in Demand Guarantees (CSDG) Examinations in Dhaka, conducted worldwide every year by LIBF (London Institute of Banking and Finance) and endorsed by ICC Paris.

ICC Bangladesh participates in most of the World Chambers' Congress & ICC World Congresses held every two years and WTO Ministerial Meetings as well as ICC Regional Consultative Group Meetings. The National Committee also arranges visits by Bangladesh business delegation to different countries for promotion of trade and investment.

Registration Form*

Please return to :
ICC Bangladesh
Suvastu Tower, 69/1 Pantha Path
Dhaka-1205. Fax: +880-2-9641287
E-mail: info@iccbangladesh.org.bd

ICC Workshop on New Incoterms[®] 2020 Rules – Practices, Changes, operations & Business Impact analysis

Venue: InterContinental Hotel, Dhaka

Date : Sunday, 08 March 2020

Registration deadline: Tuesday, 03 March 2020



Title (Mr/Dr/Mrs/Ms).....
Full Name (BLOCK LETTER).....
Designation.....
Company.....
Address.....
Phone: Office: Res: Fax.....
Mobile..... E-mail: Personal
Official

Emergency Contact:

Contact Person:..... Cell Phone No.....

Brief information about educational qualifications and experiences

.....
.....
.....

Registration Fee:

Net Payable: Tk. 16,500.00 (Sixteen Thousand Five hundred only)

Method of Payment:

Payment to be made on or before **Tuesday, 03 March 2020** by Pay Order / Bank Draft in favour of International Chamber of Commerce-Bangladesh

Cancellation:

No refund can be made for cancellation of nominations. However, substitute candidates can be nominated at any time with intimation to Secretary General, ICC Bangladesh.

Date Signature

*** Please return this registration form duly filled in to ICC Bangladesh latest by Tuesday, 03 March 2020.**
CDCS and CSDG Participants will get 08 (Eight) PDUs for re-certification

Incoterms[®] 2020

by the International
Chamber of Commerce (ICC)

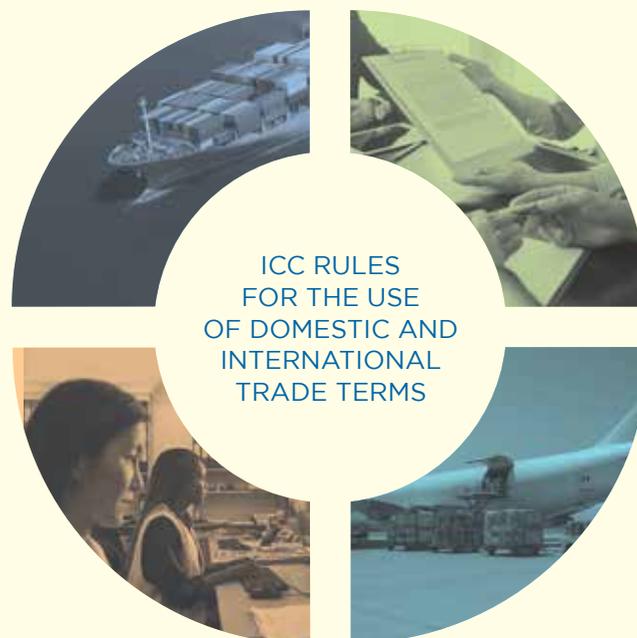
ICC Rules for the Use of Domestic and International Trade Terms

EXW | FCA | CPT | CIP | DAP | DPU | DDP | FAS | FOB | CFR | CIF

The Incoterms[®] rules define important responsibilities of buyers and sellers for the delivery of goods under sales contracts. They are the authoritative rules for determining how costs and risks are allocated to the parties. Incoterms[®] rules are regularly incorporated into contracts for the sale of goods worldwide and have become part of the daily language of trade.

Incoterms[®] 2020 contains the ICC rules for use of the 11 Incoterms[®] trade terms. It takes into account the latest developments in commercial practice, and updates the rules to make them more accessible and easier to use. All sales contracts should make reference to the Incoterms[®] 2020 rules as the latest version of the Incoterms[®] rules.

ICC has been writing and publishing the Incoterms rules for more than 80 years, providing importers, exporters, lawyers, transporters, insurers and students in the international arena with rules and guidance reflecting the latest developments in the trading environment.



The International Chamber of Commerce (ICC) is the world's largest business organization representing more than 45 million companies in over 100 countries. ICC's core mission is to make business work for everyone, every day, everywhere. Through a unique mix of advocacy, solutions and standard setting, we promote international trade, responsible business conduct and a global approach to regulation, in addition to providing market-leading dispute resolution services. Our members include many of the world's leading companies, SMEs, business associations and local chambers of commerce.

www.iccwbo.org | Follow us on Twitter: @iccwbo