

3RD INTAKE

INDUSTRY PRACTITIONER MASTERCLASS

USING FREE TRADE AGREEMENTS FOR YOUR BUSINESS TO ACHIEVE IMPORT DUTY SAVINGS

“It has been very useful to hear the actual situations/experiences from the ground both from importer’s and exporter’s perspective.”

Sharon Chew, Planning & Administration Manager
Sumitomo Chemical Asia Pte Ltd

“This masterclass has deepened my knowledge of FTAs. I also got to network with trade and tax compliance practitioners from various businesses where we shared real trade scenarios as well.”

Patrick Ngai, Regional Sales Manager
Phoon Huat Pte Ltd

COURSE DETAILS

Date : 18th to 19th September 2019
Time : 9.00am to 5.00pm

Venue : Suntec City Convention Centre

WHO SHOULD ATTEND

For executives and professionals who are interested to make sense of the technical jargon of free trade agreements and actually use free trade agreements in their business contexts to achieve import customs duty savings

FEE

Clients and Alliance Partners: S\$1,300
Public: S\$1,600
(Fee includes lunch, tea breaks and a proficiency test at the end of the two-day session)

WHY SHOULD YOU ATTEND?

Against the global backdrop of increasing trade uncertainties, free trade agreements (FTAs) remain a shining beacon for cross border merchandise trade to flourish with improved market access, reduced and eliminated import customs duties. In fact, it has become increasingly strategic for businesses to use the current plethora of 300 plus FTAs across the world such the ASEAN Free Trade Agreement, the Comprehensive and Progressive Trans-Pacific Partnership (CP-TPP), EU-SG FTA and the upcoming Regional Comprehensive Economic Partnership (RCEP) as a means to gain price competitiveness for their imports.

However, businesses often find the underlying FTA legal texts to be difficult for non-international trade law personnel to read, digest and more importantly to translate them into operational and actionable steps. The degree of complexity increases as well due to the unique commercial contexts and global supply chain set-ups of each company.

For businesses that are already using FTAs, they are often mis-used without due diligence checks on their business operations, procedures and documentation to determine if they are compliant with FTA rules. Businesses also often overlook the fact that customs authorities in the importing country granting the FTA duty benefits have the power to conduct post-clearance FTA audits and can impose significant penalties in the form of duty shortfalls, additional administrative penalties and even interest payments in certain cases.

With actual first-hand knowledge and experiences on the ground in developing in-house FTA implementation programs and actually using FTAs for various companies, our expert trainers with rich industry practitioner and consulting backgrounds will share with participants the practical business interpretations of the key FTA rules of origin and how to achieve FTA duty savings for their companies and clients. Don't miss out the practical insights to unlock potential import duty savings for your business and keep them in your pocket!

COURSE OUTLINE:

- History of free trade bilateral and multilateral agreements (FTAs) and impact of the World Trade Organisation (WTO) on FTAs
- Learning the structure of the typical legal text structure of the FTAs and making sense of the FTA jargons
- Understanding of how a typical free trade agreement works
- Appreciating the Harmonised System (HS) tariff classification and its essential impact on FTAs
- Making business sense of the Trade-In-Goods Chapter and key Rules of Origin such as:
 - The value criterion
 - Change in tariff classification
 - Other product specific rules
 - Concept of accumulation of originating content for multilateral FTAs
 - Direct shipment rule
 - Back-to-back certification of origin
- Walkthrough of the various FTA documentation required (e.g. Certificate of Origin, manufacturing cost statement etc.)
- Understanding the business implications of using FTAs against various cross border trade transactions, business model set-ups and industry/product types
- Understanding how FTA audits by the importing Customs authorities work and how to manage them
- Sharing of best industry practices to develop an internal FTA implementation program within your company and managing the various business stakeholders
- Understanding the use of "Tariff Finder" presented by Enterprise Singapore and other available resources
- Walkthrough of business thought process and steps to properly use FTAs
- Sharing of actual case studies

OUR TRAINERS



ANGELIA CHEW, Founder & Managing Partner of AC Trade Advisory

- Currently advises companies on international trade and customs matters such as free trade agreement analysis and management of customs compliance programs, with focus in Asia in a practical manner
- Extensive practical industry experiences spanning over 20 years as global trade compliance leader with Philips Electronics and Asia Pacific regional trade compliance function with Cisco and Sony
- Achieve millions of duty savings in her ex-industry practitioners roles through development of in-house FTA implementation programs together with various stakeholders, including developing free trade agreement implementation programs
- Previously led the Asia Pacific International Trade and Customs consulting practice at KPMG
- Currently elected as the Vice-President of CAPTCIS (Centre of Asia Pacific Trade Compliance & Information Security), an NGO promoting trade compliance bestpractices in the Asia Pacific region



EUGENE JANG, Co-Founder & Partner of AC Trade Advisory

- Currently advises companies on international trade and customs matters, with focus on Asia in achieving cost savings, operational efficiencies and trade compliance for them
- Ex-consultant with PwC and KPMG Asia Pacific international trade and customs consulting practices for more than a decade, where he managed diverse industry portfolios across Asia, including conducting FTA feasibility studies and implementation exercises
- Undertook extended industry secondment stints with 2 different US MNCs in high technology sector, where he was responsible for their APAC regional trade and customs compliance function
- Ex-APAC trade compliance practitioner with Philips Lighting

GUEST SPEAKER FROM ENTERPRISE SINGAPORE



TRICIA TAY, Development Partner - Trade

Tricia is a Development Partner at Enterprise Singapore's FTA division. She specializes in Trade in Goods, where she advises companies on FTAs and goods related issues.

Before joining Enterprise Singapore, Tricia spent 3 years at Deloitte & Touche LLP Singapore. As part of the Customs & Global Trade advisory team, she assisted multinational clients across various industries to structure their contractual and supply chain arrangements to be efficient from a Customs/trade perspective. Areas include FTA planning, Customs Valuation, tariff planning, duty relief optimization, and import/export controls.

ABOUT AC TRADE ADVISORY

AC Trade Advisory provides practical, holistic and sustainable advice and solutions to international trade and customs matters faced by our clients, with a strong focus on Asia.

Our international team of trade & customs practitioners have a wealth of experience, having worked in multinational corporations and reputable professional services firms with international portfolios. With our first-hand knowledge of the dynamic trade and customs landscape, practical know-hows and past working experiences with other functions within companies such as tax, legal and supply chain, we are well-placed to understand our clients' trade and customs needs and provide real value add to our clients' business.

Mr. Eugene Jang

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Ms. Angelia Chew

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+65 9822 5660

To RSVP for this course, please fill up the Registration Form and email either personnel of the organising team below. If there are any questions about the course, please reach out to either personnel.

INDUSTRY PRACTITIONER MASTERCLASS: USING FREE TRADE AGREEMENTS FOR YOUR BUSINESS TO ACHIEVE IMPORT DUTY SAVINGS

REGISTRATION FORM

Public: \$1,600 **Clients and Alliance Partners:** \$1,300

PARTICIPANT NAME : _____ (CLIENTS & ALLIANCE PARTNERS / PUBLIC)

COMPANY NAME : _____

COMPANY ADDRESS : _____

DESIGNATION : _____

EMAIL : _____ CONTACT NO.: _____

REGISTRATION CONFIRMATION AND PAYMENT

Registrations will only be confirmed upon receipt of full payment and registration form. A confirmation email will be sent to the participant before the course.

(Payment can be made via **Direct Bank Transfer, PayNow or Cheque**. Please indicate your name and company when making payment.)

EMAIL REGISTRATION FORM TO:

angelia@actradeadvisory.com OR eugene@actradeadvisory.com

BANK TRANSFER PAYMENT:

AC Trade Advisory Pte Ltd

Bank: Maybank Singapore Limited

Branch: 2 Battery Road,
Maybank Tower, Singapore 049907

Account Number: 04011123585

Bank/Branch Code: 7302/001

Swift Code: MBBESGS2

PAYNOW CORPORATE:

Entity Number (UEN)

201734823D

CHEQUE PAYABLE TO:

AC Trade Advisory Pte Ltd

77 High Street #09-11

High Street Plaza

Singapore 179433

Note:

- Fee include lunch, tea breaks and proficiency test.
- Course presentation materials are provided in electronic copy only.
- Cancellation Policy: If you are unable to attend, a replacement is welcome. For cancellation received in writing at least fourteen (14) days before the seminar, a full refund will be made. Full rate will be charged if a cancellation occurs less than 14 days before the seminar date. Notice of cancellation must be made in writing to us through email to the organising team.
- A Certificate of Attendance will be awarded upon successful completion of the course.
- A Certificate of Proficiency will be awarded to participants passing a test at the end of the course.
- In the event of participants not passing the proficiency test the first time round, alternative arrangements may be made for a re-test, subject to additional fee of S\$250 per attempt.
- The organiser reserves the right to change the venue, date and programme due to unforeseen circumstances. For such circumstances, the organiser will endeavor to promptly inform the participants.

Knowledge Partner and Organiser:



Supported by:

