



# Incoterms® 2020

## Launching & Seminar

by ICC Thailand & ICC International Headquarters

**23 September 2019, 08.30 - 16.00 hrs.**  
**Sukhumvit II Room, JW Marriott Hotel Bangkok**

**Incoterms®** (International Commercial Terms) is a set of globally accepted contractual standard trading terms. First introduced in 1936, Incoterms® has been updated periodically to reflect the evolution of international trade. 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.

This official Incoterms® 2020 Launching & Seminar is highly honored to have Dr. Supachai Panitchpakdi, Former Director-General of the WTO and Former Secretary-General of the UNCTAD, as our keynote speaker and Ms. Emily O'Connor, Director – Trade and Investment of ICC International Headquarters and member of drafting group of Incoterms® 2020, to speak on Incoterms® 2020.

### Benefits:

- To understand and be able to use Incoterms® 2020 rules correctly and appropriately
- To understand roles and obligations of the parties to the sales contract
- To minimize risk and costs for operations
- To be able to choose the right Incoterms rule for the particular sales contract
- To understand the changes between Incoterms® 2010 and Incoterms® 2020

### Who should attend?

#### 1. International Trade and Logistics Business

- Sales and Logistics Executives / Officers
- Shipping Lines / Agents
- Freight Forwarders
- Customs Brokers
- Third Party Logistics Providers

#### 2. Others

- Lawyers / Legal Counselors
- Bankers
- Insurers
- Customs Officers
- Professors / Students

**FREE - Incoterms® 2020**  
**Thai - English book**  
**valued 1,250 Baht**

# Incoterms<sup>®</sup> 2020 Launching & Seminar

**23 September 2019**  
**Sukhumvit II Room, JW Marriott Hotel Bangkok**

08:30 – 09:30	REGISTRATION
	OPENING AND LAUNCHING CEREMONY (09.30 - 11.00 AM.)
09:30 – 09:40	Welcome speech by <b>Mr. Chartchai Panichewa</b> , Chairman of the International Chamber of Commerce - Thailand
09:40 – 10:20	Keynote Speech on “New Paradigms of Global Trade: Challenges for Businesses in Thailand” by <b>Dr. Supachai Panitchpakdi</b> Former Director-General of the WTO and Former Secretary-General of the UNCTAD
10:20 – 10:40	Official Launching of the New Incoterms <sup>®</sup> 2020 in Thailand and Group Photo
10:40 – 11:00	COFFEE BREAK
	<b>SEMINAR SESSION</b> by <b>Ms. Emily O’Connor</b> , Director – Trade and Investment of ICC International Headquarter
11:00 - 12:00	SESSION 1 – SEMINAR ■ Overview of Incoterms <sup>®</sup> 2020 rules
12:00 – 13:00	LUNCH BREAK
13:00 – 15:00	SESSION 2 – SEMINAR ■ Explanation of changes from Incoterms <sup>®</sup> 2010 rules ■ Incoterms <sup>®</sup> 2020 - Rules for any mode of transport in detail ■ Incoterms <sup>®</sup> 2020 - Rules for sea and inland waterway transport in detail
15:00 – 15:15	COFFEE BREAK
15:15 – 15:55	SESSION 3 - SEMINAR ■ Case studies and discussion ■ Q&A
15:55 - 16:00	CLOSING



**Dr. Supachai Panitchpakdi**



**SPEAKER: MS. EMILY O’CONNOR**

**Director – Trade and Investment of ICC International Headquarters**

Emily O’Connor is the Director of Multilateral Rules for Trade & Investment at ICC and oversaw the development of Incoterms<sup>®</sup> 2020. After graduating from Columbia Law School in New York, she served first as a legal adviser to then-US Secretary of State Madeline Albright before practising international corporate law at Debevoise & Plimpton in New York. She joined the ICC International Secretariat in Paris in 2006.

## Registration Form:

### Incoterms® 2020 Launching & Seminar

Date: 23 September 2018  
Time: 08.30 – 16.00 hrs.  
Venue: 3<sup>th</sup> Floor, Sukhumvit II Room, JW Marriott Hotel Bangkok  
Transportation: BTS: Ploenchit station Exit 4

#### Participant information:

Name: \_\_\_\_\_ Surname: \_\_\_\_\_  
Position: \_\_\_\_\_ Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
Tel: \_\_\_\_\_ Email: \_\_\_\_\_  
TAX ID. No. \_\_\_\_\_ Branch \_\_\_\_\_

#### Registration Fee:

**Early Bird Registration: starting today until 6 September (register and pay on or before 6 September 2019)**

\_\_\_\_\_ **ICC Thailand member: 5,500.00 Baht** (excluding 7% VAT)  
\_\_\_\_\_ **Non-members: 6,000.00 Baht** (excluding 7% VAT)

#### Regular:

\_\_\_\_\_ **ICC Thailand member: 6,200.00 Baht** (excluding 7% VAT)  
\_\_\_\_\_ **Non-members: 6,800.00 Baht** (excluding 7% VAT)

#### Method of Payment:

**Bank Transfer: (Bank charge is responsible by applicant)**

Account Name: **Board of Trade of Thailand (ICC Thailand)**  
Bank: Kasikornbank, Sao Chingcha Branch  
Address: 80 Bamrung Muang Rd., Saochingcha, Phranakhon Bangkok 10200 Thailand  
Account No: 004-2-31368-8 Branch Code: 0004  
SWIFT: KASITHBK

**Cheque** No. \_\_\_\_\_ Date \_\_\_\_\_  
In favor of "**Board of Trade of Thailand (ICC Thailand)**"

#### How to register:

Please return this registration form and payment slip to email [admin@iccthailand.or.th](mailto:admin@iccthailand.or.th)  
**Contact ICC Thailand:** 150/2 Rajbopit Road, Watrajbopit, Pranakorn, Bangkok 10200 Thailand  
Tel: +66 2622 2183 or +66 2018 6888 Ext. 4210 Fax: +66 2225 5475 Website: [www.iccthailand.or.th](http://www.iccthailand.or.th)

#### Cancellation:

Please note that cancellations are not refundable. The registration may be transferred to another person from the same company at no extra charge.