KPB/06/2026
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FMM - MITI SEMINAR ON

UNLOCKING GLOBAL OPPORTUNITIES: STRATEGIC INSIGHT INTO FREE TRADE AGREEMENTS (FTA) , COST ANALYSIS (CA) AND CERTIFICATE OF ORIGIN (PCO/NPCO)

Max of 20 pax per session

APRIL 22, 2026 COMPLETED

JUNE 25, 2026 EVENT CANCELLED

OCTOBER 20, 2026

What to expact?

- **Expert Insights:** Gain practical knowledge from MITI on Free Trade Agreements (FTA), Cost Analysis (CA), and Certificates of Origin (PCO/NPCO).
- **Hands-On Learning:** Understand how to calculate and document costs accurately to meet compliance standards.
- **Real-World Applications:** Learn through case studies and examples that show how businesses leverage FTAs for growth.
- **Interactive Engagement:** Participate in Q&A sessions and panel discussions with industry leaders.
- **Compliance Readiness:** Identify common pitfalls and discover strategies to strengthen governance and risk management.

Why Join?

- **Stay Competitive**: Unlock new market opportunities by fully utilizing FTAs.
- **Ensure Complianc**e: Avoid costly mistakes with proper documentation and adherence to trade rules.
- **Enhance Capabilities**: Build confidence in applying cost analysis methodologies for origin determination.
- **Network Strategically**: Connect with peers, policymakers, and trade experts.
- **Drive Growth**: Transform trade agreements into tangible advantages for your business.

For any inquiry, please contact FMM Kedah/Perlis at 04-4403628 or email to fmmkedahperlis@fmm.org.my

FMM-MITI SEMINAR ON UNLOCKING GLOBAL OPPORTUNITIES: STRATEGIC INSIGHT INTO FREE TRADE AGREEMENTS (FTA), COST ANALYSIS (CA) AND CERTIFICATE OF ORIGIN (PCO/NPCO)

~~APRIL 22, 2026~~
~~JUNE 25, 2026~~
OCTOBER 20, 2026

9.00 AM - 1.00 PM

FMM OFFICE , SG PETANI

Course Overview

This seminar is designed to equip manufacturers and exporters with a comprehensive understanding of Free Trade Agreements (FTA) and Cost Analysis (CA) requirements. Participants will gain practical insights into essential trade compliance concepts, including the Preferential Certificate of Origin (PCO), Non-Preferential Certificate of Origin (NPCO), and cost analysis methodologies. The program emphasises how these tools can be leveraged to enhance competitiveness, ensure compliance, and maximize the benefits of international trade.

Objectives

By the end of this seminar, participants will be able to:

- Gain a clear overview of FTAs and strategies to leverage their benefits for market expansion.
- Identify key differences and compliance requirements of Preferential (PCO) and Non-Preferential (NPCO) Certificates of Origin.
- Learn the fundamentals of CA and its critical role in determining product origin under FTA rules.
- Develop the ability to calculate and record costs accurately to meet FTA compliance standards.
- Recognize frequent compliance issues and mistakes, and learn practical approaches to mitigate risks.

Target Group

Manufacturers and exporters engaged in international trade / Trade compliance, customs, and regulatory affairs personnel / Procurement, supply chain, and logistics executives / Companies preparing for full compliance with FTA and Cost Analysis (CA) requirements in 2026

TIME	ACTIVITIES
09:00 – 10:15	**Session 1: Understanding Free Trade Agreements (FTA)** - Overview of FTAs and their benefits - Leveraging FTAs for market expansion - Case examples of successful utilization
10:15 – 10:30	Morning Break
10.30 - 12.45	**Session 2: Certificates of Origin (PCO & NPCO)** - Key differences between PCO and NPCO - Compliance requirements and documentation - Common pitfalls and how to avoid them
	Session 3: Fundamentals of Cost Analysis (CA) - Role of CA in origin determination - Methodologies for accurate cost calculation - Documentation best practices
	Session 4: Practical Application & Case Studies - Real-world examples of cost analysis in FTA compliance - Interactive Q&A with industry experts
	Session 5: Compliance Challenges & Solutions - Common mistakes in FTA and CO compliance - Strategies to strengthen governance and risk management
12.45 - 13.00	***Panel Discussion: Unlocking Global Opportunities*** - Perspectives from MITI - Future outlook on trade agreements and compliance ***Networking Lunch & End of programme***

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please tick your preferred date

- [ ] ~~APRIL 22, 2026 (WEDNESDAY)~~
- [ ] ~~JUNE 25, 2026 (THURSDAY)~~
- [ ] OCTOBER 20, 2026 (TUESDAY)

@ FMM OFFICE, SUNGAI PETANI

REGISTRATION FORM

CLOSING DATE:
5 DAYS BEFORE COMMENCEMENT DATE

MYCOID: 007907X_KEDAH / SBL Khas Programme Number: 10001661774

PARTICIPANT(S) DETAILS

Full Name ________________________________

Designation ____________________ IC Number: ____________

Email address ________________________________

Full Name ________________________________

Designation ____________________ IC Number: ____________

Email address ________________________________

SUBMITTED BY

Name ________________________________

Designation ________________________________

Email address ________________________________

Company Name ________________________________

Company Address ________________________________

Tel No: ____________ FMM membership # ____________

We hereby confirm that:

- [ ] We will be claiming under SBL-Khas Scheme and full payment would be made to Federation of Malaysian Manufacturing in the event that no disbursement from HRDF under any circumstances. The HRD Corp Grant Ref #: ______________________________
- [ ] We will NOT be claiming under SBL-Khas Scheme. Please provide invoice.
- [ ] Vegetarian food for _______ pax (s)

SBL KHAS SCHEME

This programme is claimable under SBL-KHAS. FMM will claim the coursefee directly from the employer's account with HRD Corp. However,approval from HRD Corp is required prior to commencement of programme by submission via eTris under Skim Bantuan Latihan (SBL-KHAS). The company has to make the FULL PAYMENT to FMM in the event that no disbursement from HRD Corp (SBL-KHAS scheme)under any circumstances

DISCLAIMER

- FMM reserves the right to cancel or reschedule the programme.
- All efforts will be taken to inform registered participants of any changes.
- Attendance is by prior registration only.

ADMINISTRATIVE DETAILS

Date : please tick your preferred date at the top left corner
Time : 9.00 am - 1.00 pm
Venue : FMM Office, Sg Petani
Fee **: FMM/GS1 Members RM378.00 per pax** *(incl 8% SST)*
: Non-Members RM 486.00 per pax *(incl 8% SST)*

REGISTRATION

▪ Upon Faxing / Email the completed Registration Form to FMM Kedah/Perlis, you are deemed to have read and accepted the terms and conditions. The course would also be deemed as confirmed unless informed otherwise.
▪ Will be based on First-Come-First-Served basis.

PAYMENT & OTHER TERMS

▪For Non HRDC claimable, Payment by bank transfer to **Maybank a/c no: 552107614029** (please email payment slip for receipt)
▪ For SBL Khas Scheme, an Attendance of 100% is a MUST; in any case, employers will be billed in full.
▪ SBL-Khas Scheme grant approval must be forwarded to FMM KP Branch at least 3 days before the programme date.

CANCELLATION & REFUND

▪ Cancellation must be made in writing
▪ No charges for cancellation of 7 days prior to the programme
▪ 50% refund for cancellation between 3-6 days
▪ Registered participants who do not turn up will be charged accordingly
▪ No additional cost for replacement