



## **Deloitte School of Tax & Legal** Understanding and Practical Use of Incoterms®2010 for Indirect Tax (Customs and VAT)

We have the pleasure of inviting you to our **Incoterms®2010 Indirect Tax Workshop**.

The importance of the Incoterms® (trade terms) as a business tool cannot be overstated. These are essential to import and export as they define the responsibilities of each of the parties to arrange loading or unloading of goods, delivery, import and export clearance and freight contracts.

Join us to gain an understanding of the Incoterms® to comply with Customs import and export clearances and with zero rating of export sales for VAT. International trade is a complex topic with many different terms, procedures and regulations. Training on these topics is crucial to succeed with overseas trading.

This workshop is aimed at enabling financial people, operational people and freight forwarders involved in export sales, purchasing and imports, shipping and finance to familiarise themselves with the Incoterms® and consider ways to better manage these trade terms with regard to import and export shipments.

The agenda for the workshop is as follows:

Topic	Content	Timing
Registration		09:00 a.m. – 09:30 a.m.
History of Incoterms	This session will consider the history of Incoterms from 1963 to date and the need to use up-to-date trade terms relevant to a specific mode of transport.	09:30 a.m. – 09:45 a.m.
Basic Principles of Incoterms	This session will cover the context of Incoterms, the various seller and buyer obligations and role within contracts of sale and why these trade terms are useful in cross-border-trade.	09:45 a.m. – 10:05 a.m.
Main Features of Incoterms	This session will look at the structure of Incoterms®2010, common issues found when applying these trade terms to cross-border-trade, how to modify Incoterms and how Incoterms relate to the various modes of transport.	10:05 a.m. – 10:45 a.m.
Tea – 15 Minutes		
Incoterms and Indirect Tax	This session will look at how Incoterms determine an indirect tax responsibility, how it can assist with indirect tax compliance requirements.	11:00 a.m. – 11:45 a.m.
Applying Incoterms	This session will consider how to effectively implement the correct Incoterms into a cross-border-trade business to effectively manage cost and risk.	11:45 a.m. – 12:00 a.m.
Conclusion	This session will conclude by summarising the eleven (11) Incoterms®2010 rules and inviting questions related to the course material.	12:00 p.m. – 12:15 p.m.
Wrap-up and questions - 15 Minutes		

#### Facilitators:

**Ronnie van Rooyen** is an Associate Director and part of the indirect tax team based in Durban, KwaZulu Natal. He has a Masters' Degree in Maritime Economics and Maritime Law and over 20 years of customs and global trade experience. He started his career with SARS as a customs official and also worked in the clearing and forwarding industry.

**Dinisha Munien** is an Associate Director and part of the indirect tax team based in Durban, KwaZulu Natal. She is a professional accountant and has a post graduate qualification in advanced VAT. Dinisha has over 15 years of VAT experience and also worked at SARS Legal and Policy, Interpretation and Rulings division where she was involved in drafting policy documents and dealing with complex VAT Rulings.

#### Dates and Venues:

Durban	18 April 2018
Johannesburg	23 April 2018
Cape Town	25 April 2018

Cost:

R1 466.25 (inclusive of VAT)/R1 275 (exclusive of VAT)

Payment is due after the seminar date.

Company Discount: 10% for 2 or more participants from the same company and region. The discount applies from participant 2 onwards.

Alumni Discount: 10% for Deloitte alumni. This applies if you are a former employee of Deloitte and have registered as Deloitte alumni. ([Click here](#) to register as an alumnus). You will only qualify for one of the 10% discounts

Cancellation Policy:

Our standard cancellation policy is to invoice 50% of the cost of the workshop for attendance not cancelled within two business days. This is to recover the overhead costs incurred relating to your planned attendance and the cost of the course material.

Time:

**9:30 a.m. – 12:30 p.m.**

(Registration from 9:00)

The course will contribute to **3 hours CPD/CPE**

RSVP:

Please note that we use an online booking system. Kindly complete the online booking form using the link below.

The link will open the booking page of the Deloitte School of Tax & Legal but it will not select the course or region for you. Please be sure to select the correct course, date and region from the drop-down menu.

You will be able to register several people using one form. (Please contact us at [dsot@deloitte.co.za](mailto:dsot@deloitte.co.za) if you wish to make bookings for more than 20 people at once.)

[Register Here](#)

Course Material:

In the interests of the environment, and to move with technology, this will be a paperless course. We will email you the course material within 48 hours of the planned session date. You will then have the option to bring the course material on your laptop/tablet, or should you prefer, to print the material. We will have plug points in the venues for laptops/tablets

Contact us:

Should you have any administrative questions regarding this workshop, please contact us at [dsot@deloitte.co.za](mailto:dsot@deloitte.co.za)

[Deloitte School of Tax & Legal Website](#)

Sincerely,  
The Deloitte School of Tax & Legal Team



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