

COMPLIMENTARY WEBINAR

Tariffs, Contracts & Risk: What Every Malaysian Exporter & Supplier Must Know Now

In light of the newly imposed U.S. tariffs on almost all imports, Malaysian companies are already feeling the pressure – regardless of whether they export directly to the United States. Even the reduced 10% tariff rate can trigger significant commercial and legal consequences for businesses that are part of global supply chains.

Whether your company is a direct exporter, contract manufacturer, or somewhere in between – the impact of these tariffs is already at your doorstep. This is not just a trade issue; it's a business continuity risk. Buyers are cancelling orders, demanding price cuts, and pushing for renegotiation. If you're not ready, you may find yourself absorbing costs you never agreed to.

This high-impact webinar is your opportunity to get ahead and learn how to resolve the new complexities from a legal perspective. The experts will walk you through the contract pitfalls you may have overlooked, how to handle renegotiation demands with confidence and what clauses you should be relying on – or rewriting – right now. If your company sells to the U.S. – directly or indirectly – this session is for you.

Key Learning Objectives

- Understand how the U.S. tariffs affect you – including as an indirect exporter
- Identify the legal and commercial risks triggered by tariff-related cost increases
- Recognise when and how contracts may be renegotiated in light of trade disruptions
- Differentiate between force majeure, change of law and hardship clauses
- Learn practical strategies to protect your business and supply chain relationships

Programme Outline

- **What changed and why it matters now:** overview of the new U.S. tariff regime and its impact on Malaysian companies
- **The contractual ripple effect:** how even small tariffs trigger cost-shifting, renegotiations and supply chain instability
- **Renegotiating contracts under pressure:** legal foundations for renegotiation – from pricing clauses to termination rights
- **Force majeure, hardship & change of law:** what these clauses mean in practice – and how to use them strategically
- **Practical next steps for Malaysian businesses:** what to review, how to prepare and when to seek legal guidance

Who Should Attend

Board members and senior management | SME owners and senior management in affected industries | Exporters and manufacturers | Companies involved in U.S.-linked supply chains | Legal counsel, compliance officers and trade managers

Trainer's Profile



Sujatha Sekhar Naik
Partner - Aqran Vijandran

Sujatha is a seasoned governance expert with extensive experience in regulatory and compliance work. She has navigated global compliance challenges, including U.S. trade restrictions. Formerly the Chief Governance Officer & Group General Counsel

of a glove manufacturer, she led the company's ESG transformation and legal response to U.S. regulatory scrutiny. Sujatha is also the Chairperson and Governor of the Malaysian Institute of Corporate Governance and brings deep insight into corporate accountability, board practices and ESG oversight.



Prof. Dr. Harald Sippel
Senior Foreign Advisor – Aqran Vijandran

Prof. Dr. Harald Sippel advises multinational companies on legal risks in cross-border trade and supply chain operations. He regularly supports European and Asian businesses in navigating the legal complexities of sourcing, manufacturing and

distribution across multiple jurisdictions. With deep experience in contract structuring, sanctions compliance and risk allocation, Harald brings practical insights into how companies can protect their commercial interests amidst shifting trade dynamics. He lectures internationally on international contract law and supply chain resilience.



18 APRIL 2025 | FRIDAY

3.00 PM - 4.30 PM

MICROSOFT TEAMS

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Terms & Conditions

- All registrations for this session must be made online only.
- Verbal or email registrations will not be accepted.
- Participation is on a first-come, first-served basis.
- Your registration is not confirmed until you receive an official Confirmation Notice from us.
- Please note: This session does not offer CPD hours or a Certificate of Attendance.

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