



The International Conference for all Exporters, Financiers & Investors dealing with Difficult Countries!

Sanctions & Embargoes

US/EU-Export- & Re-Export Controls

- ◆ Recent Developments - EU and US Sanctions
- ◆ Effect of Sanctions on Banks & Trade Financing
- ◆ Due Diligence Required on Transaction Parties
- ◆ Extraterritorial Application of US Sanctions & Export Controls
- ◆ Red Flags – Issues to Be Aware Of
- ◆ Compliance Requirements and Challenges
- ◆ Recent Enforcement Cases and Lessons Learned
- ◆ Interplay of US & EU Controls
- ◆ Restrictions on Dealings with US-Origin Items
- ◆ Case Studies & Panel Discussion

Tuesday, 10. November 2015-
Wednesday, 11. November 2015

9.00 a.m. – 5.00 p.m.

Fleming's Hotel Wien-Westbahnhof
Neubaugürtel 26-28, 1070 Vienna

BAKER & MCKENZIE

DIWOK HERMANN PETSCHKE

Hohmann Rechtsanwälte

Target Group

- all processors, distributors, resellers of US-origin goods, technology, software + goods of EU origin!
- ◆ Importers and Exporters
- ◆ Compliance Officers
- ◆ Exporters machinery, software, technology
- ◆ Trade Finance Experts
- ◆ Forwarding and customs agents
- ◆ lawyers

Background & Objectives

Within the framework of the Common Foreign and Security Policy (CFSP), the European Union applies sanctions or restrictive measures in pursuit of the specific CFSP objectives set out in the Treaty on European Union (see particularly Article 11). Sanctions or restrictive measures have been frequently imposed by the EU in recent years, in order to bring about a change in activities or policies such as violations of international law or human rights, or policies that do not respect democratic principles.

US Sanctions-, Export or Re-export Control Regulations apply whenever firms

- sell or resell US origin products or services
- sell or resell products, parts or components using US origin software or technology
- use US origin parts and components in a manufacturing or assembly process
- incorporate US origin subsystems, software and technology into products
- sell products with US origin to domestic customers that export these products
- re-export US origin products, software or technology to sensitive destinations

For an EU company, bank, it is therefore essential that you comply with your local, EU, UN and US regulations. Violation may severely affect your business! This conference will enable you to stay within the law!

Global business integration leads to an increase of sales and re-sales of EU and US items. Either as traded items (as measuring instruments), in assembled form (e.g. chips in an electronic control, computer or machine), or as software. Even if, for example, a US product has been imported legally into the EU, it doesn't mean that the export can be done without a U.S. license! This neglect of US re-export-regulations can lead to a total ban to trade with US goods for the non-compliant company and bank.

Learn, when and how EU and U.S. sanctions, export and re-export controls regulations are applied, how they interrelate with each other, how to apply this knowledge in your daily business to avoid unintentional diversion of EU and/or U.S. products and technology to sensitive activities and/or destinations.

Speakers/Speaker

- **Nicholas Coward**, Lawyer; Partner Baker & McKenzie, Washington; specializes in outbound trade compliance matters including extraterritorial application of U.S. law, particularly U.S. export control laws, anti-boycott regulations, trade sanctions/embargoes maintained by the U.S.A. against various countries, Corporate Compliance
 - **Julia Pfeil**, Lawyer, Associated, Baker & McKenzie Partnerschaft von Rechtsanwälten, Wirtschaftsprüfern und Steuerberatern mbB, Frankfurt am Main; advises companies on administrative compliance on the EU, federal, State and municipal level, with a focus on environmental law and trade compliance.
 - **Norbert Deimel**, Head of Banking, VA Intertrading, responsible i.a. for cash management, letters of credit and documentary collections for import and export, country risk management including confirmation and forfaiting of letters of credit, credit insurance and ECAs, structured trade finance (.)
 - **Harald Hohmann**, Lawyer, Partner of Hohmann Attorneys at Law, is an expert in EU/US export control law, EU/US customs law, criminal business law (esp. violations against export or customs), international contract and distribution law, EC/WTO Law.
 - **Karl Lebeda**, Federal Ministry for Economy and Trade, Vienna, Austria
- further speakers to be announced

Programme

Introduction

- Increased globalization of export controls
- Relevance and importance of export controls and trade embargoes for European companies
- Relationship between EU and US export controls

US Export Controls

- Status of US export controls reform
- Relevant US agencies involved in export compliance, their roles and inter-relationships
- US Export Administration Regulations and the US International Traffic in Arms Regulations
- Basic principles and screening checklist
- Licensing requirements and process, Penalties
- Anti-terrorism and WMD controls: Importance of screening and associated risks for EU companies
- Catch-all controls: comparison of Wassenaar, EU, UN and US end-use controls
- Recent Enforcement Cases against EU Companies:
- Illegal re-exports, causing illegal exports from the US, UK record-keeping cases

US Trade Embargos

- Current key programs: Russia, Iran, Sudan, Syria, North Korea, Cuba, Ivory Coast, Angola, Rwanda
- Relevance to EU companies - US involvement in EU transactions
- Guidance for US citizens/permanent residents working for EU companies
- ILSA (Iran Sanctions Act)

EU Export Controls

- Export Control for Listed Goods and for Non-Listed Goods (catch all)
- Technology Transfer, Person Controls
- Penalties and Voluntary Self-Disclosure

EU Embargos

- Iran and Russia Embargo (based on current cases)
- Other EU Embargoes & Current Issues (based on current cases)

Sanctions Compliance in Financial Institutions

- EU and US regulations, "jurisdictional links"
- Measures taken by financial institutions to achieve compliance
- Example cases; further developments, esp. with regard to documentary business

Case-Studies – Panel Discussion with all Experts!

- Setting up an export compliance program and procedures in companies and banks
- Product classification workshop, "Don't let this happen to you" type workshop
- Encryption: special rules and requirements
- Practical tips & tricks
- Discussion of current cases & export strategies

ICC Austria - *Your Partner for International Trade and Law*

ICC Austria assists its members in their daily legal & practical questions – please call in...

- **Bank Guarantees, Letters of Credit, Trade Finance and contracts**
- **import-export contracts, Incoterms, International trade terms and conditions,**
- **Dispute prevention, dispute resolution and arbitration**
- **Prevention of corruption, commercial crime, counterfeiting, investment fraud, shipping fraud**

Publications On request we will provide you with our complete list of publications!

Publ. Nr.	Sprache	Titel	€
600	DeEn	Einheitliche Richtlinien und Gebräuche für Dokumenten-Akkreditive (ERA600)	25,00
745 ED	DeEN	ISBP – International Standard Banking Practice – 2013 revised Edition	38,00
715	DeEn	Incoterms® 2010	38,00

Registration Form

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responsible for the content: **Mag. Angelika Zoder**

further ICC Austria conferences and courses:

- **IRAN – Update: EU + US Embargo-Vorschriften, Gestaltung von Export-Verträgen** (german)
10. September 2015, Vienna
- **RUSSLAND - Sanktionen der EU/USA – Gegenreaktionen Russlands – Auswirkungen auf Ihre Verträge** (german)
9. November 2015, Vienna
- **IRAN - Sanktionen** (german)
12. November 2015, Vienna

For further details please visit: www.icc-austria.org

Registration

I want to register for:

and agree that my name/ address is registered electronically by ICC Austria who will inform me about further programs by e-mail.

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US/EU-Export- & Re-Export Controls

10 + 11 November 2015

Fleming's Hotel Wien-Westbahnhof

Neubaugürtel 26-28, 1070 Vienna, Austria

U3 Station WESTBAHNHOF
Walking distance: 3-5 min.



Participation fee:

incl. Seminar documentation,
Coffee break, Lunch

EUR 890,--

(plus 20% VAT)

Closing date:

4 working days before Seminar

Reduced price for ICC Austria Members:

EUR 712,--

(plus 20% VAT)

Please be advised that your registration is already valid with the written confirmation! The fee must be paid verifiably before the closing date!

Participant Information

Family Name: First Name: Mr. Mrs.

Organisation / Company:

Address:

Postal Code, City:Country:.....

E-Mail:Telephone: Fax:

Job Title / Position :

Invoice data

Organisation / Company:

VAT Number (obligatory for invoicing for European participants):

Address:

Postal Code: City:.....

Country:

Cancellation Policy:

A full refund will only be given for cancellations received up to 14 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement

.....
Date

.....
Signature