



Important for all Exporters, Financiers & Investors dealing with Difficult Countries!

Sanctions & Embargoes US/EU-Export- & Re-Export Controls for Banks and Corporates

- ◆ **New Developments - EU & US Sanctions**
- ◆ **Iran, Russia, Cuba, Syria, Libya – recent developments of sanctions**
- ◆ **Sanctions relating to Money Transfers & Trade Financing**
- ◆ **Due Diligence Required on Transaction Parties**
- ◆ **Compliance Requirements and Challenges**
- ◆ **Extraterritorial Application of US Sanctions & Export Controls**
- ◆ **Interplay of US & EU Controls**
- ◆ **Restrictions on Dealings with US-Origin Items**

Tue. 8th + Wed. 9th November 2016

9.00 a.m.– 5.00 p.m.

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

Hohmann Rechtsanwälte

BAKER & MCKENZIE

Target Group

- ◆ processors, distributors, resellers of US-origin goods + technology + software
- ◆ Compliance Officers in Banks + Corporates
- ◆ Exporters machinery, software, technology
- ◆ Importers + Exporters
- ◆ Trade Finance Experts
- ◆ Forwarding & Customs Agents
- ◆ in house legal counsels + lawyers

Background & Objectives

EU Sanctions – also referred to as “restrictive measures” – against third countries, individuals or entities, are an essential EU foreign policy tool that it uses to bring about change in policy or activity by the target country, government, entities or individuals.

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 & components in a manufacturing or assembly process
- incorporate US origin subsystems, software & technology into products
- sell products with US origin to domestic customers that (might) export these products
- re-export US origin products, software or technology to sensitive destinations

For an EU manufacturer, bank, trader, forwarder it is therefore essential to comply with your respective local, EU, UN & US regulations. Violations may severely affect your business! This conference will enable you to stay within the law!

Global business integration leads to increasing sale & re-sale of EU and US items. Either as traded items (e.g. 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 US license! The neglect of US re-export-regulations can lead to a total ban to trade with US goods for the non-compliant company & bank and severe fines.

Learn, when and how EU and US 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 US 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 US law, particularly US export control laws, anti-boycott regulations, trade sanctions/embargoes maintained by the U.S.A. against various countries, WTO, Internat. Trade Regulation & Customs; Corporate Compliance
- **Norbert Deimel**, Head of Banking, VA Intertrading, responsible for cash management, L/Cs, documentary collections for import and export, country risk management including confirmation and forfaiting of L/Cs, credit insurance and ECAs, structured trade finance (pre-export financing, project finance based on offtake agreements).
- **Ryan P. Fayhee**, Lawyer, Partner Baker & McKenzie, Washington; counsels clients on compliance issues related to export controls, sanctions and anti-corruption laws & regulations; previously was with the US Department of Justice as leading national security prosecutor in the areas of export controls, sanctions and enforcement

Sanctions & Embargoes, US/EU-Export- & Re-Export Controls

- **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.
- **Marc Lager**, Lawyer, Partner, Baker & McKenzie Diwok Hermann Petsche Rechtsanwälte LLP & Co KG; extensive experience advising domestic and international clients on a variety of competition law issues covering merger control, distribution systems, abuse of dominance, cartel investigations, cooperation agreements, research and development, and export controls, among oth
- **Sylwia Lis**, Lawyer, Partner, Partner Baker & McKenzie, Washington, specializes in international trade compliance matters arising under US export and re-export controls, trade sanctions, antiboycott laws, and U.S. foreign investment restrictions
- **Julia Pfeil**, Lawyer, Associated, Baker & McKenzie, Frankfurt am Main; advises national and international companies on administrative compliance on the EU, federal, State and municipal level, with a focus on environmental law and trade compliance; helps clients comply with RoHS/ WEEE, ELV Directives, REACH and other product-related environmental regulations.

Programme

DAY 1

US Sanctions & Embargoes

Introduction (Nicolas Coward)

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

US Export Controls / Sanctions Enforcement and investigations (Ryan Fayhee)

- Status of US export controls
- Relevant US agencies involved in export compliance, their roles and inter-relationships
- Basic principles and screening checklist, Licensing requirements and process (documentation)
- Anti-terrorism and WMD controls: Importance of screening and associated risks for EU companies
- Recent Enforcement Cases against EU Companies, Penalties
- Illegal re-exports, causing illegal exports from the US
- Penalties and Voluntary Self-Disclosure

Compliance with US Trade Sanctions and Export Controls (Sylwia Lis)

- Enforcement & Penalties
- US Sanctions and Export Controls
- Restricted Parties
- Red Flags: Screening for Diversion Risks
- Recordkeeping
- Takeaways

Recent Trade Sanctions Developments (Sylwia Lis)

- Iran
- Russia
- Syria, Cuba and others

DAY 2

EU Export Controls & Embargoes**EU Sanctions and recent developments (Julia Pfeil / Marc Lager)**

- Relationship between EU and US export controls
- Applicability of EU Sanctions
- EU Sanctions – General Rules

New possibilities in Iran (Julia Pfeil / Marc Lager)

- actual situation, licensing requirements
- bank transfers and acceptable banks
- Snap Back Mechanism

Focus Russia (Julia Pfeil / Marc Lager)

- actual situation and effects on the economy
- Restrictive measures (asset freezes and visa bans), Restrictions for Crimea and Sevastopol
- Measures targeting sectoral cooperation and exchanges with Russia ("Economic sanctions")
- Measures concerning economic cooperation

EU Export Controls / EU Embargoes (Harald Hohmann)

- Export Control for Listed Goods and for Non-Listed Goods (catch all)
- Technology Transfer, Person Controls
- Setting up an export compliance program and procedures in companies
- Case-Studies

Impact of the sanctions on business practice and cash flow (Norbert Deimel)

- Penalties of the USA against Banks
- Know your sanctions - where to get the information
- Cash Management

Sanctions Compliance in Financial Institutions (to be announced)

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

Panel Discussion with the Experts**Questions & Answers****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
- International negotiations in the light of cross cultural differences

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

Publ. Nr.	Sprache	Titel	€
745	En	International Standard Banking Practice (Revision 2013)	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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 ICC Austria
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 ☎ Tel.: +43-1-504 83 00-3700
 ☎ Fax: +43-1-504 83 00-3703

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

further ICC Austria conferences and courses:

- **New ICC Dispute Board Rules**, 11.Oct.2016, Vienna
- **Fraud in international Trade Finance** - 11. Oct. 2016
- **Case Studies on Documentary Credits, Forfaiting & Bank Guarantees**, 12./13.Oct.2016, Vienna
- **Case Studies on Factoring**, 14.Oct.2016, Vienna

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

Registration

ICC CZ

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.

Sanctions & Embargoes
US/EU-Export- & Re-Export Controls
8th + 9th November 2016, 9.00 a.m.– 5.00 p.m.
 Fleming’s Hotel Wien-Westbahnhof
 Neubaugürtel 26-28, 1070 Vienna, Austria

Participation fee:

incl. Seminar documentation,
 Coffee break, Lunch

€ 890,00 + 20% VAT

Closing date:

4 working days before

**Get 4% early booking discount
 if you book until 15.09.2016**

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