



SAUDI ARABIA

Law & Contracting for Export & Investment

- ◆ Recent legal developments
- ◆ Sanctions to neighbouring countries
- ◆ Doing Business in Saudi Arabia
- ◆ Effective export-contract design
- ◆ Securing Payment from Saudi Arabia
- ◆ Forming an entity in Saudi Arabia, Joint-Ventures
- ◆ Distribution, Franchising or hiring an Agent in Saudi Arabia
- ◆ Labor law / Expats
- ◆ Dos and Don'ts

Wednesday, 15th November 2017

9.00 a.m. – 5.00 p.m.

Hotel Erzherzog Rainer

1040 Vienna, Wiedner Hauptstraße 27-29

Target Group

- ◆ Export Manager
- ◆ Area Sales Manager
- ◆ Project Manager
- ◆ International Business Development Manager
- ◆ lawyer

Background & Objective

With a rapidly expanding market for exports to Saudi Arabia, it is of core importance for potential exporters from Europe to be familiar with the legal and contractual requirements for export to or investment in Saudi Arabia. Knowledge of the applicable legal and administrative regulations and the documentation required for imported goods and compliance therewith is a pre-condition for success. The World Bank's 2011 "Ease of Doing Business" report ranked Saudi as eleventh in the world – ahead of all other Middle Eastern and Arab countries. It is rated as the world's fourth best nation for "fiscal freedom" and seventh for both the most rewarding tax system and freest labour market by the World Economic Forum.

Saudi Arabia has one of the world's fastest growing populations with 60 per cent of people under 20 years old. To cope with the upsurge new investment opportunities are being created especially in water, oil and gas, power transport, petrochemicals, communications, construction, mining and other infrastructure projects – all adding up to a trillion dollars over the next two decades.

This seminar offers an overview of the legal framework for export to Saudi Arabia. You will get an introduction into the current legal situation as well as information about the Dos and Don'ts for doing business.

The speakers will provide the participants with detailed information enabling them to prepare or improve their business with Saudi Arabia, f.e.

- Choice of law and dispute resolution
- Export contract design
- Local regulatory requirements and commercial agency law
- Special features of the local trade
- Intercultural aspects of contract negotiations

The seminar has a workshop character, which allows you to deepen your specific questions directly within the framework of the event. Participants are explicitly encouraged to raise questions and to share their experience.

Speakers/Speaker

David Monnier, Partner, Legal Advisors, Abdulaziz Alajlan & Partners in association with Baker McKenzie Limited, Riyadh

Christiana O'Connell-Schizas, Associate, Legal Advisors, Abdulaziz Alajlan & Partners in association with Baker McKenzie Limited, Riyadh

Karl Mayrl, is former Head of Trade Finance Financial Institutions, Erste Group Bank AG, Vienna and member of ICC Banking Commission. Karl started his career in the documentary department of Creditanstalt-Bankverein, Vienna and has held various Trade Finance positions in Erste Group from 1980 till 2017, including Head of Doc.Credits and Guarantees (from 1987 till 2010) and Head of Trade & Export Finance (from 2010 till 2014). Karl has been lecturing at national and international seminars for financial institutions and corporate customers for more than 20 years.

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*

Programme

◆ Introduction

- Recent economic and legal developments
- Notes on cross-cultural negotiation tactics; Dos and Don'ts

◆ Doing Business in Saudi Arabia

- Overview of the legal regime of Saudi Arabia
- Various forms of doing business in Saudi Arabia
- Authentication of Documents or Certificates / Apostilled
- Powers of attorney
- Qatar boycott (if applicable)

◆ Export contracts

- Contract design – special features in Saudi Arabia
- Influence of Shariah
- Liability and damages
- Choice of law and dispute resolution; Saudi Arabian courts versus (international) arbitration, enforcement of foreign court decisions or awards
- Contracts with the public sector

◆ Securing Payment from Saudi Arabia

- Securing Contractual Payment Obligations
- Letters of Credit
- Bank Guarantees

◆ Distribution / Franchise / Agency

- Local regulatory requirements and commercial agency law
- Registration
- Termination
- Competition law aspects: Exclusivity, “non compete”
- Regulations applicable to specific industries

◆ Forming an entity in Saudi Arabia

- Local regulatory requirements and corporate law
- Foreign investment restrictions and Negative List
- Forms of entities (subsidiary, branch, other):
- main particulars of each corporate form
 - advantages and disadvantages
 - timeline and formalities

◆ Joint-Ventures

- Need for local partners
- Common minority rights
- Defaults
- Enforcement issues
- Termination and Exit

◆ Labor law / Expats

- Employees and labor aspects
- Local employment vs. Expats
 - Sponsorship / Saudization / Visas
- Transfer of employees
- End-of-Service Benefit (ESB)
- General Organization for Social Insurance (GOSI), Compulsory health insurance
- Labor courts

◆ Protection of Intellectual Property Rights- Trademarks, Patents, Copyright

Registration Form

Mail or Fax to:

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☎ Tel.: +43-1-504 83 00-3718

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responsible for the content: **Mrs. Doris Feichtl**

further ICC Austria conferences and courses:

- **EU & US sanctions & embargoes**
7./8. November 2017, Vienna
- **VAE + Katar - Recht und Vertragsgestaltung bei Export, Transport & Niederlassungen**
14. November 2017, Vienna
- **Mit ARABERN erfolgreich Verträge verhandeln & Verträge auch leben**
30. November 2017, Vienna

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

Registration

SAUDI ARABIA - Law & Contracting for Export & Investment

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In case I do not want to receive any further e-mails, I can unsubscribe in writing or by e-mail to the a.m. address.

Participation fee:

incl. Seminar documentation,
Coffee break, Lunch

€ 490,00 + 20% VAT

Price for ICC Austria Members:

€ 392,00 + 20% VAT

Closing date:

4 working days before

Get 4% early booking discount
if you book until 04.10.2017

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

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Date

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Signature