



**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**
- ◆ **Venezuela, Russia, Cuba, Syria – recent developments of sanctions**
- ◆ **Sanctions relating to Money Transfers & Trade Financing**
- ◆ **Compliance Requirements and Challenges**
- ◆ **Extraterritorial Application of US Sanctions & Export Controls**
- ◆ **Interplay of US & EU Controls, Restrictions on Dealings with US-Origin Items**
- ◆ **Russian Counter Sanctions**
- ◆ **Impact of Brexit on Sanctions & Embargoes in the UK**

**Tue 5<sup>th</sup> + Wed 6<sup>th</sup> November 2019**

**9.00 a.m. – 5.00 p.m.**

**Hotel Stefanie, Taborstrasse 12, 1020 Vienna, Austria**

**Oberbank**  
3 Banken Gruppe

**Baker  
McKenzie.**

## Target Group

- ◆ Processors, Distributors, Resellers of US-origin goods + technology + software
- ◆ Compliance Officers in Banks + Corporates
- ◆ Exporters of machinery, 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!** 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

- **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
- **Paul Amberg**, Lawyer, Partner, Baker McKenzie, Amsterdam, specializes in international trade and compliance issues, advises multinational companies on export controls, trade sanctions, anti-boycott rules, customs laws, anticorruption laws, and commercial law matters
- **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
- **Ross Denton**, Lawyer, Partner, Baker McKenzie, London, focuses his practice on public regulations of international trade, export controls, public procurement and customs matters; has significant experience advising clients on various international compliance matters, including EU and UK public procurement, UK and EU export controls and sanctions, customs fraud and international regulation of smuggling
- **Alexander Bychkov**, Lawyer, Baker McKenzie, Moscow, focuses his practice on advising local and multinational clients on customs, currency, international trade compliance, import and export control requirements and sanctions, WTO and anti-dumping issues, and tax/customs dispute resolution (including representation of clients in related criminal investigations; one of the leading professionals in the tax field within Russia and across the CIS.
- **Claudia Raml**, Senior Director, Corporate and International Finance, Head of Department for Documentary Credits and Bank Guarantees at Oberbank AG, responsible for Payment Services and Export & Trade Finance including factoring, forfaiting, and credit insurance, Member of the Banking Commission

## Programme

### DAY 1

#### US Sanctions & Embargoes

##### Introduction (Nicholas Coward)

##### US Export Controls / Sanctions Enforcement and investigations (Nicholas Coward, Paul Amberg,)

- 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 and Voluntary Self-Disclosure
- Illegal re-exports, causing illegal exports from the US

##### US Export controls Basics and Key issues for European Companies (Paul Amberg)

##### US Trade Sanctions Basics and Key Issues for European Companies (Paul Amberg, Nicholas Coward)

##### Other US Trade Sanctions Developments (Paul Amberg, Nicholas Coward)

- Cuba, Venezuela, North Korea, Sudan, Syria

##### Russian (Counter-) Sanctions on US and EU imports (Alexander Bychkov)

##### Guidance on Compliance and Questions and Answers

### DAY 2

#### EU Export Controls & Embargoes

##### EU Export Controls and recent developments (Ross Denton, Marc Lager)

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

##### Sanctions Developments: Focus on Iran and Russia (Nicholas Coward, Paul Amberg, Ross Denton, Marc Lager,)

##### Effective Trade Compliance Programs and Restricted Party Screening (Ross Denton, Marc Lager, Paul Amberg)

##### Sanctions Investigations and Disclosures (Paul Amberg, Nicholas Coward, Ross Denton, Marc Lager)

##### Impact of the Brexit on the Export Controls & Embargoes in the United Kingdom (Ross Denton)

##### Bank's KYC and compliance requirements and their impact on customers (Claudia Raml)

- Compliance, sanctions, money laundering/fraud: different terms, similar examination schemes
- Identify, verify, monitor: Due Diligence and Enhanced Customer Due Diligence

##### Panel Discussion with the Experts, Questions & Answers

*Please note that this preliminary programme might be adapted due to new political developments!*

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## Registration Form

Mail or Fax to:

Mrs. Katja LUDL, ICC Austria

@ mail: [k.ludl@icc-austria.org](mailto:k.ludl@icc-austria.org)

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**Sanctions & Embargoes, US/EU-Export- & Re-Export Controls****5<sup>th</sup> + 6<sup>th</sup> November 2019, 9.00 a.m.– 5.00 p.m.****Hotel Stefanie, Taborstrasse 12, 1020 Vienna, Austria****Participation fee:**incl. Seminar documentation,  
Coffee break, Lunch**€ 890,00** + 20% VAT

Price for ICC Austria Members:

**€ 712,00** + 20% VAT**Closing date:****4 working days before****Get 4% early booking discount  
if you book until 20 Sept 2019****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: .....

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## Invoice data

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Address: .....

Postal Code: ..... City: .....

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.....  
Date.....  
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