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Business Information in a Global Context

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12th – 14th June 2017 | The Westin Palace Hotel, Milan, Italy

TRADE COMPLIANCE SOUTHERN EUROPE

Practical Strategies to Meet Export Control and Economic Sanctions Compliance Requirements amid Increased Evolving Regulations Globally

Have your questions on Trade Regulations answered by Senior Government Officials including:

Pietro Maria Paolucci
Expert on Dual Use Export
Italy

Filippo Sevini
Strategic Export control project leader
European Commission*

Benchmark and Network with Senior Trade Compliance Executives from:

Avio Aero
Bristol-Myers Squibb
DRS Technologies Inc., a Leonardo Company
Eni
Esterline
GE
Google Inc
Grupo Banco Caminos
ILVA Spa
Imagro

Infineon Technologies
Johnson Controls
Marshall Aerospace
Michelin
Philip Morris International
STMicroelectronics
Telecom Italia
Textron
Weatherford

Find out how companies operating in the region resolve Trade Compliance within their organisations

- Gain critical insights on the modernisation of EU export control policy
- Discover strategies to comply with US Export Control Regime
- US Export Control Regime Under Trump's Administration – Where are We Now and What is the Future for Sanctions and Export Controls?
- Align Your Export Compliance Programme with US Government Enforcement Priorities
- Iran: How to do business with a minimal risk?

PLUS: Practical and Interactive Workshops:

Monday 12th June 2017:

- A** Sanction regime and effective compliance programme
- B** Evaluating Merger and Acquisition Risk for Global Operations

EXHIBITOR



MEDIA PARTNER



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Business Information in a Global Context

Dear Colleague,

On September 2016, the European Commission adopted a proposal for a modernised Regulation on export controls of dual-use items. The proposal aims at reaching a balance between ensuring high level security and transparency, and keeping European companies competitive in the trade of dual-use items. From a US point of view, Trump's Administration has identified U.S. sanctions as a central issue given publicly announced policy positions, including a rollback of the recent easing of sanctions involving Iran and Cuba. The new Administration is poised to make potentially significant changes in these areas.

Keeping up to date on these changes to the EU and US export control regimes is important for exporting companies in order to avoid fines such as the recent ZTE settlement. According to the settlement, ZTE Corporation agreed to plead guilty and pay a combined penalty of \$1.19 billion with the Department of Commerce and the Department of Treasury for violating U.S. Sanctions by sending U.S.-origin items to Iran.

C5's inaugural Trade Compliance Forum on Southern Europe will bring together export controls professionals, trade compliance directors, government representatives and more to share practical insight into international trade sanctions and export controls. This unique forum, designed specifically for regional trade compliance in Southern Europe, will provide proven strategies on the EU and US export control regimes, how to develop an effective compliance program and how to comply with sanctions within the EU and US regimes. This is an outstanding career, business networking and information sharing opportunity.

The agenda will include the latest on:

- Modernisation of the EU export control policy
- The US export control regime under Trump's Administration
- Export control compliance programmes
- International trade relations after Brexit
- Export compliance program with US government enforcement priorities
- Integrating the trade compliance function as a company-wide strategy

Make sure you add practical value to your experience when you attend the following essential pre conference workshops:

- How to Navigate through Different Sanctions Regimes and Set up an Efficient Compliance Programme?
- Evaluating Merger and Acquisition Risk for Global Operations

We look forward to welcoming you at the conference.

Sincerely

Adeline Lahore

Legal Senior Conference Producer

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MIC - Managing international customs & trade compliance

One world, one market, one partner MIC Customs Solutions is the worldwide leading provider of HYPERLINK "<http://www.mic-cust.com/software-solutions/global-customs-management/#c181>" global customs and trade compliance software solutions ensuring efficient

customs and trade compliance processes within the legal frameworks in 48+ countries on six continents. Our 700+ multinational clients achieved tremendous cost savings and transparency in the customs supply chain through integrating and automating customs processes. MIC is the number one global customs software provider in the automotive industry reflecting its 29 years' experience exclusively in this sector, and is strongly growing in other industry sectors as well. MIC's software products are offered as On-Premise or as Software-as-a-Service Solution (SaaS).



The **C5 Group**, comprising C5 in Europe, The Canadian Institute, and American Conference Institute, is a leading global events and business intelligence company.

For over 30 years, **C5 Group** has provided the opportunities that bring together business leaders, professionals and international experts from around the world to learn, meet, network and make the contacts that create the opportunities.

Our conferences and related products connect the power of people with the power of information, a powerful combination for business growth and success.

A MUST ATTEND CONFERENCE FOR:

Vice Presidents/Directors/Managers of:

- Customs Compliance
- Import and Export Compliance
- International Trade
- Global Supply Chain
- Transportation and Logistics
- International Business

In-House Counsel responsible for: International Trade

- Customs and Export Regulatory Compliance

Consultants and Outside Counsel specializing in: Customs and International Trade

- Global Trade Management,
- Transportation and Logistics Services
- Export Controls and Sanctions
- Freight Forwarders

PLUS: JOIN THE PRACTICAL AND INTERACTIVE WORKSHOPS:

Monday 12th June 2017:

A How to Navigate through Different Sanctions Regimes and Set up an Efficient Compliance Programme?

B Evaluating Merger & Acquisition Risk for Global Operations

DISTINGUISHED FACULTY

Alessandro Matera

Managing Director and Export Control Officer
Infineon

Antonio Ciavatta

Executive ITC Counsel and Manager Europe
GE

Antonio Cicero

Trade Compliance
Avio Aero

Bryce Bittner

Director of Global Trade Compliance
Textron

Carmen Fellows

Senior Director Global Trade Compliance
DRS Technologies Inc., a Leonardo Company

Charles Giacoma

Director
EIFEC

Daniel Martin

Partner
Holman Fenwick Willan LLP

Delphine Neveux

Global Trade Compliance Director
Michelin

Edward Krauland

International Regulation & Compliance Partner
Step toe & Johnson LLP

Fátima Sampedro Cayón

Compliance Director
Grupo Banco Camino

Gabriella Porcelli

Senior Counsel and Reduced Risk Products commercialization legal support EU
Philip Morris International

Giovanna Maletta

Research Assistant, Dual-Use and Arms Trade Control
Stockholm International Peace Research Institute

Guido Sassi

Dip. Scienza Applicata e Tecnologia – Politecnico di Torino / INRIM
Istituto Nazionale di Ricerca Metrologica

Heather Sears

Senior Global Trade Compliance Counsel
Johnson Controls

Laurence Carey

Group Trade Control Manager
Marshall Aerospace and Defence Group

Lourdes Catrain

Partner
Hogan Lovells

Marco Piredda

Vice President Eni – Government Affairs
Eni

Massimo Pollio

CEO
Imagro

Maurizio Castello

Regional Export Control Manager EMEA
STMicroelectronics Srl

Michael Lutz

Director of Trade Compliance
Google Inc

Petar Ljubic

Senior Trade Compliance Manager
Esterline

Pietro Maria Paolucci

Expert on DU Export
Italy

Renato Antonini

Partner
Jones Day

Rossana Buzzi

Assistant General Counsel – Compliance & Ethics, Leader South Europe
Invensys

Savino Casamassima

General Counsel – Legal and Compliance Director
Santander

Stefano PEDRETTI

Director, Trade Compliance Governance & Regional TC EMEA & Americas
STMicroelectronics Srl

Wade Wolf

Trade Compliance Program Manager
Weatherford

Walter Vasselli

VP, Group Senior Compliance Officer
ILVA Spa

PRE-CONFERENCE WORKSHOP

WORKSHOP A

Navigating Through Different Sanctions Regulations and Setting up an Efficient Compliance Programme

Stefano Pedretti

Director, Trade Compliance Governance & Regional TC EMEA & Americas

STMicroelectronics Srl

Maurizio Castello

Regional Export Control Manager EMEA

STMicroelectronics Srl

9:00 - 12:30

An efficient and effective compliance program should consider different elements, starting with the Company's Export Control risk analysis and the overall Company's export risk appetite. Furthermore, processes and procedures must be set up and deployed in the organization in order to assure the company abides by the Regulations from the different jurisdictions that could apply to the company business model. A careful due diligence is needed when dealing with customers or end users in sensitive countries and a specific training programme is required internally.

Join this highly practical workshop that will help you to identify the legal and ethical behaviour and establish a system to warn management when the organisation is approaching an obstacle.

- Identifying the risk areas: the WHERE question
 - » The different jurisdictions that could apply
 - » End User Analysis (i.e. Direct customer, consignee, distributor, end user) and tools (End User Declarations)
 - » Evaluating the "Diversion Risks"
 - » End Use: if "military" then a lot more restricted.
- Providing a list of regulations affecting different business lines and products
 - » What are the different kinds of Sanctions worldwide?
- Application of the compliance programme to business partners
 - » Internal Control Program: specific sections or provisions with regard to "countries of concern"
 - » Specific SOP, LOP, Bulletins etc.
 - » Transactional Order and Delivery Level
 - » IT & ERP systems
- Internal controls
 - » License Requirement determination
 - » Additional Rules and special cases: U.S. (Re)-Export Regulation
- Communication and training
 - » Training program
 - » Communication to all the employees and to specific recipient groups

WORKSHOP B

Evaluating Merger and Acquisition Risk for Global Operations

Carmen Fellows

Senior Director, Global Trade Compliance

DRS Technologies Inc., a Leonardo Company

13:30 – 16:30

Organizations could face major hurdles when working with sanctioned countries and contemplating merger and acquisition activities. Understand the extraterritorial risk from different jurisdictions and potential business impact for working in certain countries. Review what level of assessment is required and tips for conducting due diligence. Without performing an evaluation, the company could face huge regulatory fines, sanctions, criminal penalties for successor liability and, at the very least, delays in business strategic objectives. Join this workshop that will provide you useful tips to consider for M&A success.

- Why the trade/compliance office should be involved or consulted during the M&A process
- What areas to review and assessing risk your organization is conducting business in?
- Evaluating transactions to determine connections to sanctioned countries
- Which countries are subject to sanctions/embargoes?
- What should be considered when non-US purchases a US company or US company purchases a non-US company?
- When is Committee on Foreign Investment in the United States (CFIUS) involved and what are the requirements?
- The benefits of restricted country/party screening
- Who conducts screening and when?

Media partners:



CONFERENCE

DAY 1

8.30  **Registration**

9.00

Chair's Opening Remarks- Navigating the Geo-Political Landscape & Regulations

Antonio Ciavatta
Executive ITC Counsel and
Manager Europe
GE

Charles Giacomini
Director
EIFEC

9.05

Government roundtable: Status Update on the Modernization of EU Export Control Policy: What are the Key Changes to EU Export Control and How Should Companies Prepare in Order to Face New Challenges?

Pietro Maria Paolucci
Expert on DU Export
Italy

Filippo Sevini
Strategic Export Control
Project Leader
European Commission*

- What are the objectives of the proposal?
 - » Enhancing the effectiveness and efficiency of the export control regulation
 - » Responding to the challenge posed by new cyber-surveillance technologies
- How will this impact upon the competitiveness of EU companies?
 - » Facilitating the administration of controls and technology transfers
- Implementing an export compliance system beyond export control and sanctions restrictions in the interest of foreign economic subjects

10.05

Panel session:

Overcoming Challenges Associated with Technology Transfer and Dual Use Goods in the EU

Gabriella Porcelli
Senior Counsel and Reduced Risk
Products commercialization legal
support EU
Philip Morris International

Giovanna Maletta
Research Assistant, Dual-Use
and Arms Trade Control
**Stockholm International
Peace Research Institute**

Wade Wolf
Trade Compliance
Program Manager
Weatherford

- Exploring the legal framework
 - » What are the types of export authorisations according to Regulation?
 - » What are the most significant changes to the last version of the dual-use regulation?
- What are the challenges dealing with restricted parties?
 - » Determining whether a partner has been sanctioned by a government
 - » Determining whether a destination country is subject to embargoes by the country of export
- Case study: How to deal with USA extra territorial principal using dual use regulations?

11.00  **Speed networking session**

You will be placed in a structured, interactive format, allowing you to speed network with your peers for short spaces of time. Forge invaluable business contacts and meet potential trade partners.

11.30  **Refreshment Break**

11.45

Panel session:

US Export Control Regime Under Trump's Administration – Where are We Now and What is the Future for Sanctions and Export Controls?

Michael Lutz
Director of Trade Compliance
Google Inc

Heather Sears
Senior Global Trade Compliance
Counsel
Johnson Controls

Bryce Bittner
Director of Global
Trade Compliance
Textron

Edward Krauland
International Regulation &
Compliance Partner
Step toe & Johnson LLP

- What are the current sanctions and central issues for Trump's Administration?
 - » Iran
 - » Cuba
- Revisiting the framework of sanctions imposed on entities
- Exploring the Export Control Reform: how to improve the ability of US companies selling dual-use items?

12.45  **Networking lunch**

2.00

Panel session:

Screening Products for Sanctioned Countries

Antonio Cicero
Trade Compliance
Avio Aer

Walter Vasselli
VP, Group Senior
Compliance Officer
ILVA Spa

Guido Sassi
Dip. Scienza Applicata e
Tecnologia – Politecnico
di Torino / INRIM
**Istituto Nazionale di
Ricerca Metrologica**

- How to detect red flags in trade transactions?
- How to perform an efficient screening?
- Adapting the screening to your risk to the regulation
- Monitoring country embargoes within the EU regime

3.00

Export Control Classification: How to Implement an Effective Classification System?

Delphine Neveux
Global Trade Compliance Director
Michelin

- Understanding your export controls regulatory framework and obligations
- How to determine if your goods software and technologies are controlled?
- How to build an effective export controls classification programme?

3.45  **Refreshment Break**

4:15

Panel session:

Developing an Effective Export Control Compliance Programme

Antonio Ciavatta
Executive ITC Counsel
and Manager Europe
GE

Charles Giacomini
Director
EIFEC

Rossana Buzzi
Assistant General Counsel
Compliance & Ethics Leader
South Europe
Invensys

Fátima Sampedro Cayón
Compliance Director
Grupo Banco Caminos

Lourdes Catrain
Partner
Hogan Lovells

- What are the essential components?
- Strategic risk management
- Ongoing compliance training and awareness
- Compliance monitoring and periodic audits/assessments

5.30 **Chair's Closing Remarks and Conference Adjourns**

CONFERENCE

DAY 2

8.30  **Registration**

9.00

Chair's Recap of Day 1 & Opening Remarks

Antonio Ciavatta
Executive ITC Counsel and
Manager Europe
GE

Charles Giacoma
Director
EIFEC

9.15

Panel session:

Brexit and Trade Compliance: What Will be International Trade Relations After Brexit?

Lourdes Catrain
Partner
Hogian Lovells

Laurence Carey
Group Trade Control Manager
**Marshall Aerospace and
Defence Group**

- Consequences for UK customs legislation and businesses in the EU
 - » Negotiating trade agreements with the remaining 27 EU members
 - » Changing the procurement rules
- How will the regulatory landscape change after Brexit?
- How could it affect US supply chains?

10.15

Panel session:

Sanctions and EU companies: How to Comply with Them?

Savino Casamassima
General Counsel – Legal and
Compliance Director
Santander

Renato Antonini
Partner
Jones Day

Marco Piredda
Vice President Eni -
Government Affairs
Eni

Petar Ljubic
Senior Trade
Compliance Manager
Esterline

Moderator:

Pietro Maria Paolucci
Expert on DU Export
Italy

- Overview of the EU sanctions landscape and trade controls
- How to minimise risk and ensure compliance with applicable sanctions?
 - » Maintaining export policies;
 - » Training all staff regarding the potential impact and scope of sanctions;
 - » Conducting

11:15  **Refreshment Break**

11.45

How to Manage Export Control in Relation to Suppliers and End Users?

Heather Sears
Senior Global Trade Compliance Counsel
Johnson Controls

- Customer and supplier due diligence
- End use screening
- Technology controls
- Risk Mitigation

12.30

Panel session:

Iran: How to do business with minimal risk attached?

Antonio Ciavatta
Executive ITC Counsel
and Manager Europe
GE

Daniel Martin
Partner
Holman Fenwick Willan LLP

Nicola Giovinazzi
Director
Bristol-Myers Squibb

- Iran export overview
- What is prohibited under the Iran sanctions and how these sanctions impact your business?
 - » Sanctions 'snapback'

1.30  **Networking Lunch**

2.30

Align Your Export Compliance Program with US Government Enforcement Priorities

Alessandro Matera
Managing Director and Export Control Officer
Infineon

- US code of conduct
- Adapt your compliance programme to successfully protect against risks arising
- Adopt best business procedures
- Successful strategies for overcoming the inconsistent approaches of licensing authorities
- Strengthen your existing compliance programme by learning from critical elements

3.15  **Refreshment Break**

3.45

Enhancing Trade Compliance in the Global Supply Chain

Massimo Pollio
CEO
Imagro Construction srl

- What are the global supply chain challenges?
 - » Investigating the best practices
- Harmonizing and increasing the professional standards of the trade perspective
- Improving global supply chain visibility and agility
 - » How to ensure optimal performance?

4.30 **Chair's Closing Remarks and End of Conference**

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Practical Strategies to Meet Export Control and Economic Sanctions Compliance Requirements amid Increased Evolving Regulations Globally

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You must notify us by email at least 48 hrs in advance of the conference if you wish to send a substitute participant. If you are unable to find a substitute, please notify us in writing no later than 10 days prior to the conference date. All cancellations received will be subject to a cancellation fee of £250. Delegates opting to receive a credit voucher will receive a credit for the full amount paid, redeemable against any other C5 conference in the next 12 months.

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