

# “COMPLIANCE MANAGEMENT ” WITH BANKING & FINANCIAL PERSPECTIVE FOR EXPANDING BUSINESS TO IRAN (REQUIRED FOR FINANCIAL & INDUSTRIAL SECTORS)

*Duration: One Day*

*Date: Wednesday 28 June 2017*

*Location: Crowne Plaza Hotel, Van Stolkweg 1, 2585 JL, The Hague, The Netherlands*

*Starting at: 10:00 AM till 17:30*

*Reception at: 9:30 AM with serving Coffee & Tea and lunch will be served at 13:00 as the inclusion of Program*

## **PURPOSE**

Expand your business to the Iranian Energy market in compliance with sanctions and export regulations, thus mitigating the risks on reputational damage. The Iranian energy market has more to offer than oil & gas. In fact all offshore industry, ports and maritime, renewable energy (solar, wind, hydro) have promising prospects as well. Manage regulatory and payment risks in this fast emerging market and find the solution for your financial terms of your project and smooth execution of your contract.

## **AUDIENCE**

Members Boards of Management (CEO's, CFO's etc.), Trade Compliance Managers, Finance & Risk Managers, Commercial Managers, Bankers, Financial Institute Managers, Contract Managers, Account Managers, Financial Managers, Policy Makers, Financial Attaché, Business Advisors, Economy Experts, Territory Managers and Business Development Managers.

## **INSTRUCTORS/ PHILIP SIDNEY & SPECIAL GUEST SPEAKER FROM EIH BANK**

Philip Sidney is an expert consultancy firm that has unique understanding of the limitations and possibilities of doing business under international sanction regimes and export control systems. Philip Sidney offers a multidisciplinary view of the complex export controls for civil, dual-use and military commodities, bringing solutions to the various demands of UN, EU and country specific sanctions legislation and export controls. Given the lifting of sanctions following the JCPOA in 2016, Philip Sidney has a dedicated Iran-focused desk, which includes a Farsi speaker supporting facilitation of services both from Amsterdam and from Tehran.

In July 2016, Philip Sidney organized a three-day workshop attended by 24 out of 36 banks in Tehran, encompassing compliance management and integrity in the international financial services sector. More workshops were hosted both in Amsterdam and in Tehran, tailored for individual banks such as Bank Tejarat and the Central Bank of Iran. The aim of these workshops is to build a bridge between Iran and the European Union to restore business relationships between banks, in order to facilitate international companies to expand their business to Iran.

Also there is Guest Speaker; Mr. Thomas Junge from EIH Bank which is the main gate of Iran Financial Banking Sector with Europe and the records and facilities which this bank is offering to Europe Business Community will be presented. There are deep experience through EIH to supports projects and financial activities for Iranian Business and always there is banking advisory for their clients to bring success to their projects.



**Speaker: Jaap van Dijk**, associate partner at Philip Sidney, has extensive experience as director (CFO, CFRO, CEO) with two financial institutions and has often been confronted with very challenging governance and in-control issues regarding business operations and associated risks. Close interaction with external accountants, regulators and supervisors was part of his work. Jaap, therefore, knows how to keep a fine balance between what is explicitly required by the regulatory authorities and its translation into practicable yet effective solutions. Before joining the banking sector, Jaap was responsible for many global M&A transactions for a large multinational corporation and has worked for 15 years at the Ministry of Finance (export credit insurance, legislation on banking supervision, management/privatisation of state-owned enterprises and the provision of corporate finance with partial government guarantee). In brief: Jaap has worked in various sectors and businesses and is in a position to take a helicopter view, considering business issues from different angles, zooming in on details if necessary and may consider issues from multiple perspectives.



**Speaker: Loes Janson**, consultant at Philip Sidney, has wide operational experience in the Aerospace industry's import and export compliance. Previously, she has been responsible for setting up and managing the shipping department, covering all international requirements regarding imports and exports of hardware. As shipping manager, she helped the legal counsel establish an internal compliance program. She was also responsible for classification of dual-use goods, export license applications, third-party screening and provided in-house compliance awareness trainings. Graduated with a B.Com in International Business and Languages, she has a strong work ethic and is focused on creating a workable solution for the compliance challenges of Philip Sidney's clients.



**Speaker: Thomas Junge**, Manager Credit Department of EIH Bank - Germany  
Mr. Junge is representing Europäisch- Iranische Handelsbank AG (EIH Bank), headquartered in Hamburg/Germany with branches in Tehran and Kish Island. He has extensive experience and records to take care of Iranian business in Europe and high level of expertise in Iran transactions, such as Letter of Credit Business (incl. Confirmation and Financing), Guarantee Business (Performance Bonds, Advance Payment Guarantees and Tender Bonds), Payments through EIH Bank from and to Iran, other Banking Products and Facilities for supporting Iran Business, Iranian Banking Rules and Practice and future perspective of Banking relation with Iran.

## LEARNING OBJECTIVES

- Banking Compliance and Incorporate Compliance aspects in the context of Technology Transfers, Export Control, Financial Transactions
- Investment rules and regulations in Iran
- Overseas branches of Iranian Banks preparing to support local projects
- Discovering the available options in monetary transactions between Iran and Europe
- Understanding the concrete risks of business with Iran to mirror with your company's risk appetite
- To get a broad vision of the available tools to tackle 'red flags' in transactions
- Due diligence on Iranian companies
- Importance of a solid export compliance programme
- Identifying requirements for US (OFAC) and EU export licenses specifically in business with Iran
- Supporting the contractual terms and smooth execution of contracts
- Transactions, Letter of Credits, Performance Bonds, Handling & Negotiations of LC, Bank facilities with Iranian Banks

