

COMPLIANCE MANAGEMENT WORKSHOP

Duration 1 days

FOR EXPANDING BUSINESS TO EU COMPANIES

(REQUIRED FOR INTERNATIONALLY ACTIVE IRANIAN COMPANIES ACTIVE IN THE OIL & GAS SECTOR)

DATE: 30 JANUARY 2018, TEHRAN, IRAN

۱۰ بهمن ماه ۱۳۹۶

● PURPOSE

Expand your business to the EU Energy market in compliance with sanctions and export regulations, thus mitigating the risks on reputational damage. In the EU many companies are active in the energy sector with an ambition to do business with Iranian companies. They may have goods and know how that can be of great importance to Iranian companies. EU companies are being faced with new opportunities since the sanctions relief, but at the same time they are still being faced with regulations such as export controls. Furthermore it is a challenge to them to interact with their banks to facilitate trade with Iran. Iranian companies that show understanding for the EU obligations of their EU counterparties will have a major advantage in striving for attractive contracts that can actually be executed. Manage regulatory and payment risks in this fast emerging market and find the solution for the financial terms of your projects and smooth execution of your contracts. proposals from an IOC.

● AUDIENCE

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

● INSTRUCTOR



Jaap van Dijk

following the JCPOA in 2016, Philip Sidney has a dedicated Iran-focused desk, which includes two Farsi speaker consultants, supporting facilitation of services both from Amsterdam and from Tehran.

Speaker: Jaap van Dijk, 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 (Philips Electronics) 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. Within Philip Sidney Jaap is responsible for the clients active in the Energy Markets.

● LEARNING OBJECTIVES

- Compliance aspects in the context of Sanctions, Export Control (strategic goods and services) and Financial Transactions related considerations.
- Investment rules and regulations in the EU
- The attitude of the Iranian and EU banks related to trading with Iran
- Discovering the available options in financial processing of transactions between Iran and the EU
- The importance of performance bonds, Letters of Credit
- Understanding the specific risks of doing business with Iran from the perspective of the EU companies' risk appetite
- To get a broad vision of the available tools to tackle 'red flags' in transactions
- Due diligence by EU companies / banks on Iranian companies: how does it work? What can Iranian companies do to smoothen the due diligence process
- Importance of a sound export compliance programme
- Identifying requirements for EU and US export licenses specifically in doing business with Iran
- Supporting the contractual terms and smooth execution of contracts

● AGENDA

● REGULATORY CONTEXT

1 HRS

Opportunities and threats following the JCPOA
Latest EU and US developments: what to expect for 2018 and beyond
Payment routes and other banking considerations

● MANAGING SANCTIONS RISKS

2 HRS

Applicability of remaining EU and US sanctions
Sanctions screening
Red flags: End-use control
Due diligence practices of EU companies

● EXPORT COMPLIANCE PROGRAMME

2 HRS

Importance of a sound compliance policy
Components of a sound compliance policy
Some interesting examples of dual-use items in the Oil & Gas sector
Export licensing: EU and US export licensing

● DAILY PRACTICE EXAMPLES

1.5 HRS

Some examples regarding third party screening and product classifications

این کارگاه یک روزه در تاریخ ۱۰ بهمن ۱۳۹۶ به زبان انگلیسی برگزار خواهد شد. مهلت ثبت نام تا ۷ بهمن ۱۳۹۶ می باشد. نظر به ظرفیت محدود شرکت کنندگان، اولویت با شرکتهایی است که زودتر ثبت نام کنند. هزینه ثبت نام این کارگاه ۳۰۰ یورو و یا معادل ریالی آن با نرخ ارز روز بازار ایران می باشد. که می بایست حداکثر تا تاریخ ۷ بهمن پرداخت گردد. همچنین برای شرکت کنندگان گواهینامه بین المللی صادر خواهد شد.

Language	Location	Date	Fee(Euro)	Registration Contacts
 English	Tehran-Iran	30 JANUARY 2018 ۱۰ بهمن ماه	یورو 300	مدیر برنامه کامران جوادی ۰۹۱۲۸۳۸۳۹۹۸ ۰۲۱۸۸۵۵۸۷۵۰ kamran@cbcoilandgas.com