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1st and 2nd October, 2012, Mövenpick Hotel
Amsterdam City Centre, Amsterdam, The Netherlands

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Key Benefits of Attending:

- **SECURE** a unique opportunity to hear from the new U.S. Export Enforcement Coordination Center (E2C2) and regulation updates by senior representatives from U.S. Departments of Defense, Commerce and State
- **DISCUSS** the latest updates on EU Common Position 2008/944/CFSP on the control of export of defence equipment and technology
- **ANALYSE** key international export controls regulations from Turkey, Israel and Asia-Pacific
- **ASSESS** the impact of recent treaty updates and ratifications

PLUS TWO ASSOCIATED
POST-CONFERENCE WORKSHOPS:
WEDNESDAY 3RD OCTOBER 2012

A: Automated Global Compliance and Export Systems

Led by: **Workshop Leader: Thomas Matthew**,
Director IT & Trade Compliance Services,
OCR Services

9.00am - 12.30pm

B: Asia-Pacific Export Controls and Trade Strategies

Led by: **Jay P. Nash**, Managing Director of
Strategy & Development, **SECURUS
Strategic Trade Solutions LLC**

1.00pm - 5.00pm

EXPERT SPEAKERS INCLUDE:

-  **Robert S. Kovac**, Managing Director, Directorate of Defense Trade Controls, **U.S. Department of State**
-  **Kevin Wolf**, Assistant Secretary of Commerce for Export Administration, Bureau of Industry and Security, **U.S. Department of Commerce**
-  **Timothy Hoffman**, Deputy Director of the Defense Technology Security Administration, **U.S. Department of Defense**
-  **Craig C. Healy**, Director, Export Enforcement Coordination Center (E2C2), **Homeland Security Investigations, U.S.**
-  **Iciar Rodriguez-Miranda**, Director General Enterprise, **European Commission**
-  **Tom Smith**, Head of Export Control Organisation, **Department for Business Innovation & Skills, UK**
-  **Jan-Erik Lövgren**, Deputy Director General, **Swedish Inspectorate of Strategic Products (ISP)**
-  **Ramón Muro**, Deputy Director for Foreign Trade of Defence Materials and Dual Use Goods and Technology, Secretariat of State for Trade, **Ministry of Economy and Competitiveness, Spain**
-  **Dr Walter Werner**, Head of Unit, V B 3 - Export Control: Defence Goods; Control of Acquisitions, **Ministry of Economics and Technology, Germany**
-  **Meir Shalit**, Director of Defence Export Control, **Ministry of Defence, Israel**
-  **Fabio Della Piazza**, Chair of the EU Council Working Party on Conventional Arms Exports (COARM), **European External Action Service**
-  **Lütfi Varoğlu**, Head of International Cooperation, **Under-Secretariat for the Defence Industry (SSM), Turkey**
-  **Theo Peters**, Head of Non-Proliferation, Disarmament, Arms Control and Export Control Policy Division, Security Policy Department, **Ministry of Foreign Affairs, The Netherlands**
-  **Pietro Maria Paolucci**, Legal Adviser, Director General for International Trade Policy (D.G.P.C.), **Economic Development Ministry, Italy**
-  **Gary Stanley**, President, **Global Legal Services**
-  **Susan Griffiths**, Export Control Manager, **MBDA**
-  **Spencer Chilvers**, Head of Export Control Policy and Civil Nuclear, **Rolls-Royce plc**
-  **Henrik Petersson**, Vice President, Head of Exports Compliance, Group Legal Affairs, **Saab**
-  **Ambassador Philip Griffiths**, Head of Secretariat, **Wassenaar Arrangement**
-  **Matthew Ferguson**, Section Head, State Factors Analysis, **International Atomic Energy Agency (IAEA)**

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8.30
REGISTRATION & COFFEE

9.00
Chairman's Opening Remarks
David Hayes, Director, **David Hayes Export Controls** and Chairman, **Export Group for Aerospace and Defence, UK**

U.S. EXPORT CONTROL REFORM

9.10
OPENING ADDRESS – KEYNOTE SPEAKER
Defence Exports Controls – Update from the U.S. Department of State

- Developments in the Department of State operations over 2012
- An update on export controls for 2012
- Forthcoming export control developments for 2013 and beyond
- Defense articles and defense services monitoring update
- Annual update in ITAR

 **Robert S. Kovac**, Managing Director, Directorate of Defense Trade Controls, **U.S. Department of State**

9.50
An Update from the U.S. Department of Commerce

- Status report on regulatory update for 2012
- Export control reform planned for 2013
- Dual-use regulations and European trade
- License issues and management of licenses
- U.S. perspective on encryption exports

 **Kevin Wolf**, Assistant Secretary of Commerce for Export Administration, Bureau of Industry and Security, **U.S. Department of Commerce**

10.30
MORNING COFFEE

10.50
An Update from the U.S. Department of Defense

- U.S. Department of Defense update on export control reform
- An update on critical items issues and the current critical items control list
- Developments in the single unified information technology licensing system
- A discussion on national security versus profit
- Movements towards one-agency for defence export control

 **Timothy Hoffman**, Deputy Director of the Defense Technology Security Administration, **U.S. Department of Defense**

11.30
Export Enforcement Coordination Center (E2C2) Update

- Coordinating and enhancing U.S. export control enforcement efforts
- Maximizing information sharing, strengthening national security and applicable laws
- Facilitating communication and collaboration between partner agencies

 **Craig C. Healy**, Director, Export Enforcement Coordination Center (E2C2), **Homeland Security Investigations, U.S.**

12.10
NETWORKING LUNCH

1.20
INTERACTIVE PANEL DISCUSSION

- Extensive Q & A session on the status of Obama Administration's U.S. export control reform efforts
- Invaluable opportunity to obtain answers to your ITAR licensing questions direct from the U.S. Government administrators
- Open forum for dialogue on enforcement concerns
- Insights on defense trade cooperation between the U.S. and other NATO member countries

Moderated by:
 **Gary Stanley**, President, **Global Legal Services**
Composed of the speakers from the morning sessions

2.00
Export Compliance and Post-Approval License Management

- Communication - The single most important step in managing U.S. export licenses and agreements
- How to live with end use restrictions
- New steps for preventing unauthorized retransfers to subcontractors and dual/third country national employees
- Tips on updating licenses in light of mergers, acquisitions, and other name/address changes
- Do's and don't's on marking ITAR-controlled technical data

 **Gary Stanley**, President, **Global Legal Services**

2.30
Some Guidance for Defence Services and Know-how Transfer Under ITAR:

- ITAR Licensing requirements for defence services and brokering activities
- Scope of application: U.S. nationals within European Companies: Do ITAR rules apply?
- Know-how Transfer and § 124.8 para.5 ITAR: Which Know-how is affected by this Rule?
- Organizational Implications of this Rule and of TAA
- Exemptions of License Requirement for Re-Exports (NATO, *de minimis*?)

 **Dr. Harald Hoffman**, Attorney, **Hohmann Rechtsanwälte**

3.00
AFTERNOON TEA

3.20
Key ITAR Risk Areas for Non-U.S. Companies: Avoiding the Landmines

- Deciphering the Proposed Brokering Rules: Key issues to review in your business practices
- Challenges posed by retransfers of defense articles and defense services
- Evolution of embargoes -- recent changes you need to know to ensure your compliance program is catching new risks

 **Nancy Fischer**, Partner, **Pillsbury Winthrop Shaw Pittman LLP**

3.50
Operating in a Global Market and Minimizing Risks of Non-Compliance

- The current exports climate for a global defence company
- Minimizing risks of violating regulations, sanctions and embargoes
- Dual-use items and technology transfer
- Balancing Government and private sector interests

 **Spencer Chilvers**, Head of Export Control Policy and Civil Nuclear, **Rolls-Royce plc**

4.20
Defence Company Perspective – Exports Case Study

- Compliance with global export regulations and laws
- Responding to global change
- Working with Governments to succeed

 **Susan Griffiths**, Export Control Manager, **MBDA**

4.50
Experiences from a Private Sector Defence Company Complying with Exports Controls - A Swedish perspective

- Export control compliance in the global market place
- Working with governments effectively
- Getting to grips with different regulations and laws

 **Henrik Petersson**, Vice President, Head of Exports Compliance, Group Legal Affairs, **Saab**

5.20
Automating Defense Trade Licensing Process for the US and EU countries

- Automated Defense Trade Licensing Process enables corporations to implement a uniform and consistent corporate wide comprehensive license requirements' screening policy allowing compliance officers to:
- Diligently comply with stringent trade regulations and screen items based on BIS, DDTC and NRC for US Export Controls and, National GEAs and EU GEA Categories for EU Export Controls
- Reduce risk of government financial penalties, sanctions and denial of export privileges
- Manage a database of products with their respective dual-use or military classification categories based on controlling agencies.
- Determine License Requirements for particular ECCN/USML/ML/NRC and Sub Products
- Prevent inadvertent trading of restricted goods to embargoed countries by automatically or manually screening products against Licensing and Reporting Requirements based on Country Controls and goods restrictions, while creating Export/ Shipment Transactions

 **Sanat Kumar**, Director, International Operations, **OCR Services**

5.50
Chairman's Closing Remarks and Close of Day One

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8.30
REGISTRATION & COFFEE

9.00
Chairman's Opening Remarks
 **David Hayes**, Director, David Hayes Export Controls and Chairman, **Export Group for Aerospace and Defence, UK**

INTERNATIONAL UPDATES

SPECIAL ADDRESS
9.10

An Update on Israel's Export Controls 2012 and Beyond

- An overview of Israel's defence export controls
- The legislative framework
- An update on the control list
- International cooperation on export control

 **Meir Shalit**, Director of Defence Export Control, **Ministry of Defence, Israel**

9.40
Export Controls Update from Turkey

- Current status of export controls in Turkey
- Future planned developments
- Export licensing processes
- Defence exports strategy of the SSM

 **Lütfi Varoğlu**, Head of International Cooperation, **Under-Secretariat for the Defence Industry (SSM), Turkey**

10.10
MORNING COFFEE

UPDATES FROM EUROPEAN MEMBER STATES

10.30
EU Export Control Update

- State of play of transposition of Transfers Directive
- EU certification of defence companies
- Planned developments for 2013 and beyond

 **Iciar Rodriguez-Miranda**, Director General Enterprise, **European Commission**

11.00
EU Regulations Update

- Outline of and update on Common Position 2008/944/CFSP on the control of export of defence equipment and technology
- Interplay with intraEU transfer issues
- The Arms Trade Treaty within the UN framework and its obligations on State Parties

 **Fabio Della Piazza**, Chair of the EU Council Working Party on Conventional Arms Exports (COARM), **European External Action Service**

11.30
UK Update on Export Controls

- Developments in operations over 2012
- Upcoming plans for 2013 and the affects on the industry
- Intra-community transfer of defence products and the relationship between UK export licensing and other regimes
- The UK perspective on dual-use items
- Arms Trade Treaty update

 **Tom Smith**, Head of Export Control Organisation, **Department for Business Innovation & Skills, UK**

12.00
Spanish Export Controls Update

- Changes in legislation
- General licences
- Certification process of companies
- Control lists
- Planned developments for 2013

 **Ramón Muro**, Deputy Director for Foreign Trade of Defence Materials and Dual Use Goods and Technology, Secretariat of State for Trade, **Ministry of Economy and Competitiveness, Spain**

12.30
NETWORKING LUNCH

1.50
An Update of Export Controls from Italy

- Export control update for 2012
- Export control relations between European member states, U.S. and Italy
- Preparing for licenses
- Successful compliance and license management

 **Pietro Maria Paolucci**, Legal Adviser, Director General for International Trade Policy (D.G.P.C.), **Economic Development Ministry, Italy**

2.20
Update on German Export Controls

- Outline of the export control system
- Update on licences (general, global and individual)
- General EU transfer licences
- Company certification
- Industry cooperation and export control

 **Dr Walter Werner**, Head of Unit, V B 3 - Export Control: Defence Goods; Control of Acquisitions, **Ministry of Economics and Technology, Germany**

2.50
National Update from the Netherlands on Export Control

- Developments over the last year
- Future plans for export controls
- Intercommunity cooperation on regulations
- Working with friendly and allied governments
- EU export reforms and The Netherlands

 **Theo Peters**, Head of Non-Proliferation, Disarmament, Arms Control and Export Control Policy Division, Security Policy Department, **Ministry of Foreign Affairs, The Netherlands**

3.20
AFTERNOON TEA

3.40
National Update from Swedish Export Control Agency

- New government developments
- Transit of defence material
- Control and compliance of defence material and dual-use products
- EU certification process
- Brokering permits
- Manufacturing permits
- Implementation of intra-community transfer

 **Jan-Erik Lövgren**, Deputy Director General, **Swedish Inspectorate of Strategic Products (ISP)**

4.10
Wassenaar Arrangement Updates for 2012

- An overview of the Wassenaar Arrangement
- Developments over 2012:-
- Summary of Changes to Control Lists
- Updated Elements for Objective Analysis of Destabilising Accumulations of Conventional Weapons
- Internal Compliance Programmes for Dual-Use Goods and Technologies
- Transfer (Re-Export) Controls for Conventional Weapons Systems
- Transportation of Conventional Arms between Third Countries

 **Ambassador Philip Griffiths**, Head of Secretariat, **Wassenaar Arrangement**

UPDATE ON GROWTH IN CIVIL NUCLEAR AND N.P.T.

4.40
The Growth in Civil Nuclear and its Impact on Safeguards

- The current status of civil nuclear in the world
- Global concerns and international trade
- Proliferation challenges internationally
- How does this link to the NPT

 **Matthew Ferguson**, Section Head, State Factors Analysis, **International Atomic Energy Agency (IAEA)**

5.10
Chairman's Closing Remarks and Close of Day Two

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HALF-DAY POST-CONFERENCE WORKSHOP A

Automated Global Compliance and Export Systems

9.00am - 12.30pm, 3rd October 2012, Amsterdam, The Netherlands

Led by: **Workshop Leader: Thomas Matthew**, Director IT & Trade Compliance Services, **OCR Services**

Overview of workshop

This half-day workshop will bring together industry expertise to explore how you can implement automated global export compliance systems and embed them into your organisation's infrastructure. Export controls and regulations in the defence industry are stringent and companies' export management processes become extremely complex. This increasingly requires expert, automated and integrated solutions to traverse the labyrinth of global export laws and controls. Errors can happen from the external supply chain to the licensing application and no company can operate alone or rely wholly upon their own internal compliance policies and procedures. This conference will explore the pitfalls of not automating global compliance systems and benefits and control that can be gained from implementing such a measure.

Why you should attend

- How to identify where errors can occur in the whole process global defence exports
- All considerations of how human errors and loss of resources can impact your compliance infrastructure
- How successfully implementing an automated export compliance system will avoid non-compliance, breaching regulations and maintain consistency throughout operational change

About the workshop host

Thomas Mathew (Director IT & Trade Compliance Services) is global trade compliance practice leader with OCR Services. At OCR he oversees the development and implementation of Trade Compliance system for managing Governance Risk and Control solutions for US ITAR and EAR licensing. He worked closely with Directorate of Defense Trade Controls DDTC, US State Department to develop the initial training and system interfaces for industry for Defense Trade Licensing system D-Trade and implemented trade compliance systems for Northrop Grumman, The Boeing Company, Honeywell Corporation, GE Aviation, ITT Corporation and other Fortune 500 Companies. Prior to joining OCR, Thomas was the Chief Technologist at Trade Compass Inc based in Washington DC, a global trade, export compliance and logistics business with major investment from FedEx Trade Networks. Under his leadership Trade Compass delivered multiple software products for Global Trade to large clients including FedEx and Citibank.

Programme

8.30 Registration & Coffee

9.00 Opening Remarks & Introductions

9.15

- Integrating an automated compliance system and risk management policies into business operations
- How to ensure compliance happens automatically prior to trade orders being processed; order management and trade flow
- Building breach avoidance into systems and training

10.15 Morning Coffee

10.35

- Bespoke country specific regulation packages; how to implement regulatory updates into the system
- Setting suitable permission levels and user profiles to manage compliance
- Automating the audit and reports trail to give early pre-breach warnings

11.35 Interactive Panel Discussion and Demonstration

12.30 Close of Workshop

About the organisation

Headquartered in USA in Metropolitan Washington DC area, **OCR** is the first choice for global trade information solutions. With National Security requirements at a peak, Companies world wide choose OCR as a trusted resource widely recognized as an expert for international trade. OCR offers web based solutions that facilitate international trade processes, reduce the risk inherent in cross-border transactions, and keep clients informed of the ever-changing regulatory environment by providing world-class compliance software solutions.

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HALF-DAY POST-CONFERENCE WORKSHOP B

Asia-Pacific Export Controls and Trade Strategies

1.00pm - 5.00pm, 3rd October 2012, Amsterdam, The Netherlands

Led by: **Jay P. Nash**, Managing Director of Strategy & Development, **SECURUS Strategic Trade Solutions LLC**

Overview of workshop

Asia-Pacific Export Controls and Trade Strategies workshop will provide both a regional overview and country-specific information on the export control developments in and compliance considerations for this critical commercial region. In so doing, the workshop will include the following topics:

Why you should attend

Many know of the skyrocketing trade and technology transfer to, from, and through the Asia-Pacific, but did you know:

- That export controls in the region are also taking flight and can have a direct impact on your business and daily work?
- Whether you're a company compliance officer, strategic planner, sales and marketer, logistics manager, engineer, or purchaser for a company with any Asia-Pacific business or interests, or you're a service provider to such companies, the time to familiarize yourself with export controls in the region is now!
- Which countries have export controls?
- Are their control lists the same as the US CCL or EU "Dual-Use List"?
- Under what circumstances do they require licenses for transfers of dual-use technology?
- What about transits and trans-shipments?
- They don't have the equivalent of OFAC regulations do they?
- You may have a handle on Japan, Singapore, and China, but what about Korea, Malaysia, and Taiwan?

About the workshop host

Jay P. Nash is a SECURUS co-founder and the Managing Director of Strategy & Development. Mr. Nash has helped companies in the aviation, telecommunications, automotive, chemical, and industrial equipment sectors track and operationalize trade control developments in mainland China, Hong Kong SAR, Taiwan, Japan, Korea, Singapore and other ASEAN countries. He has also reviewed and helped enhance company internal compliance programs (ICP) and provided on-site export control training for company personnel. In the public sector, Mr. Nash has worked with national governments from every region of the world to provide guidance and support on establishing domestic export control systems, and developing compliance tools and resources for industry.

Programme

1.00 Registration & Coffee

1.30 Opening Remarks & Introductions

1.45 A Regional Overview – The Legal / Regulatory and Substantive Information of Defence (and dual-use) Trade Controls: India, Singapore, Malaysia, Korea

- Key similarities and differences among Asia-Pacific export control systems, especially in terms of item control lists and classification
- A comprehensive list of regional export control licensing agencies and how to approach them
- Controls and requirements for transits and trans-shipments through the region's major shipping hubs
- How transfers of controlled technology are licensed in the region

2.45 Afternoon Tea

3.00

- Bulk and expedited licensing programs available in the region;
- Special focus on export controls in Korea, Malaysia, and Taiwan, leaders among the world's "Emerging Markets";
- Strategies for developing regional export control compliance programs;

4.00 Round Table Discussion

- What is on the export control "horizon" in the Asia-Pacific? Compliance tips and strategies

5.00 Close of Workshop

About the organisation

SECURUS Strategic Trade Solutions, LLC provides information, analysis, guidance and training on trade controls and compliance in the Asia Pacific, Middle East, Latin America, FSU, and Europe. We draw from a highly qualified team of professionals to offer customized solutions that enhance global trade operations and help maximize business opportunities. SECURUS constantly tracks and analyzes export control developments around the globe and assesses their impacts on international trade and business operations. SECURUS packages its information and analysis in a variety of formats to serve partners' needs, and brings a professional, committed, and personal approach to each business relationship and engagement.

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Executive Briefing: The European Commission DG Move Study into C-IED for Passenger Ships and Ro-Ro Ferries in the Wider Context

25th September 2012, London

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