

2nd SINGAPORE SUMMIT ON **EXPORT CONTROLS COMPLIANCE**

Seminar on
**GLOBAL ENCRYPTION
CONTROLS**
October 20, 2011

Integrating Global Export Controls Regimes into
a Robust Trade Compliance Programme

October 18 & 19, 2011 • Singapore Marriott Hotel, Singapore

Hear from Senior Government Officials:

 *Mohamed Shababar Abdul Kareem*
Strategic Trade Controller
Malaysia Strategic Trade Secretariat Office

 *Donald Pearce*
Regional Export Control Officer
US Embassy Singapore

Benchmark and Network with Senior Export Compliance Executives from

Analog Devices (USA)
Applied Materials (USA)
Baker Hughes (Singapore)
Citrix (Hong Kong)
Dell (Singapore)
DHL (Singapore)
Dow Chemical (Singapore)
Ericsson (China)
Google (USA)
Motorola Solutions (Singapore)
Infineon Technologies (Malaysia)
Ingram Micro Asia (Singapore)
Intel (Malaysia and USA)
Mitsui & Co (Singapore)
salesforce.com (Singapore)
ST Microelectronics (Singapore)

Supporting Associations:



A unique export compliance conference in Asia! Get an update on:

Malaysia Strategic Trade Act

- Incorporating new Malaysia Strategic Trade Act requirements into your ICP
- Ensuring your screening, licensing, IT systems and proof of delivery processes are STA compliant

USA Export Controls Reform

- How sweeping reform is progressing: Update on creation of single export agency and single control list for the export of US military and dual-use technology
- How companies in Asia should prepare now: updating licensing, systems and controls, production and supply chain

China: Preventing key compliance pitfalls when exporting US origin products to China

Europe: New export controls regimes and how to update dual-use and military items licensing and export process

Learn how to:

- ✓ Identify controlled data and ensuring compliance with international technology transfers restrictions
- ✓ Minimize third party risks
- ✓ Position the trade compliance function as a strategic business partner
- ✓ Decipher cloud computing's legal and export controls risks
- ✓ Re-evaluate your business transaction flow in light of new global economic sanctions requirements

PLUS! Get the latest insights on emerging export controls regimes in Taiwan, South Korea, Thailand, Indonesia, Philippines

- How to prevent key compliance pitfalls
- Enforcement initiatives by local Governments

Exclusive Encryption Controls Seminar, October 20, 2011

Get country-specific regulatory insights and encryption
compliance strategies for

China • USA • India • Russia • France • Germany
• UK • Singapore • Malaysia • Hong Kong



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A groundbreaking international conference addressing the unique export controls challenges in key Asian countries – learn from your peers how to update your trade compliance program and prepare for more active export enforcement across the globe.

It has been a year of significant developments on the Asia and global export controls front: The Malaysian Government started full implementation of the Strategic Trade Act in April 2011; an extensive export controls reform is underway in the USA; companies are facing strict export compliance requirements in Taiwan and South Korea, heightened enforcement in Thailand, Indonesia, Vietnam and other emerging Asian countries.

In order to succeed in this ever evolving regulatory and national security environment, multinational companies must successfully incorporate new compliance requirements into existing compliance programs and be able to effectively prevent wrongdoing or risk severe financial and reputational consequences. Yesterday's information simply isn't good enough today, and trade compliance executives must learn how to minimize complex transshipment, diversion and re-export risks across their global supply chain.

After the tremendous success of its inaugural conference in October 2010, **American Conference Institute** and **C5 Group** are proud to announce the **2nd Singapore Summit on Export Controls Compliance**. Once again, this unique conference, **designed specifically for regional trade compliance executives and attorneys in Asia**, will provide with practical export controls solutions to meet your company's operational challenges on a country by country basis.

UNPRECEDENTED SPEAKER FACULTY

Network with an exceptional faculty of senior trade compliance executives and attorneys from across the globe trade executives from **Intel, Google, Motorola, Mitsui & Co, Dell, Baker Hughes and Dow Chemical**.

PANELS TAILORED TO ADDRESS YOUR ORGANIZATION/CLIENT'S MOST PRESSING EXPORT COMPLIANCE CHALLENGES

Dharambir Bharti, Senior Manager - Global Trade Compliance at **Dell**, **Thomas Zimmerle**, Export Controls Officer at **Infineon Technologies** and **Gareth Lian**, APAC Trade Manager at **Intel** will open the conference by sharing hands-on experience on how to implement Malaysia Strategic Trade Act requirements into your existing internal compliance program.

Get the latest update on Strategic Trade Act enforcement initiatives from **Mohamed Shahabar Abdul Kareem**, **Strategic Trade Controller**, at the **Malaysia Strategic Trade Secretariat Office**.

Donald Pearce, Regional Export Control Officer-US Commercial Service, at the US Embassy in Singapore, and **Darryl W. Jackson**, Former Assistant Secretary of Commerce for Export Enforcement in Washington, will discuss how companies in Asia should prepare now for sweeping changes expected under US export controls reform.

NEW THIS YEAR

A strategic panel discussion on **"Positioning the Trade Compliance Function as a Strategic Business Partner"** will include the participation of **Glenda Laraya Abadines**, Regional Trade Director at **Baker Hughes**, **Natalie Arnold**, Director, Senior Legal Counsel at **Ingram Micro Asia**, and **Bipin Balakrishnan**, Senior Manager, Trade and Customs at **ST Microelectronics**.

Learn about "Technology Controls Plans" from **Jeff Rittener**, Director-Global Export Compliance at **Intel** and **Mike Lutz**, Export Compliance Manager from **Google**

Get an update on Cloud Computing from **Mohamed Hafiz**, Managing Counsel, APAC at **salesforce.com** and **Angie Au-Yong**, Regional General Counsel - Pacific at **Citrix**.

Plus! Participants will also receive a **CD-Rom** including a comprehensive set of written materials prepared by speakers for this conference. These are invaluable reference materials which you will use again and again long after the conference is over.

This is the largest trade export controls conference in Singapore. Benefit from exceptional networking and benchmarking opportunities. Register now to ensure your place at this unique export controls compliance conference in Singapore. Call 1-416-926-8200 in the US, or 44 7878 6888 in UK, or register online at **www.AmericanConference.com/SingaporeExport**.

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- Vice Presidents, Directors and Managers of
 - Export and Import
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 - Supply Chain Management and Logistics Operations
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 - Export Controls
 - International Trade
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AGENDA - AT - A - GLANCE

Day One - Tuesday, October 18, 2011

- 8:00 Registration Begins and Morning Refreshments
- 9:00 Conference Co-Chairs Opening Remarks
- 9:15 Incorporating Malaysia Strategic Trade Act Requirements into Your ICP: How to Ensure Your Screening, Licensing, IT System and "Proof of Delivery" Process are STA Compliant
- 10:45 Coffee/Tea
- 11:00 Status Update on the US Export Controls Reform: How Companies in Asia Should Prepare their Export Operations for Sweeping Changes
- 12:15 Preparing for Rising Export Controls Regimes in Thailand, Indonesia, Philippines and Vietnam
- 12:45 Networking Luncheon for Speakers and Attendees
- 14:00 Managing the Flow of Information: How to Identify Controlled Data and Ensure Compliance with International Technology Transfers Restrictions
- 15:15 Refreshment Break
- 15:30 Exporting US Origin Products to China: How to Meet Both US and China Compliance Obligations
- 16:30 European Export Controls: Legislative Update on Dual-Use, Military Items Licensing and Export Procedures
- 17:00 Conference Adjourns to Day Two

Day Two - Wednesday, October 19, 2011

- 9:00 Co-Chairs Opening Remarks
- 9:05 Malaysia Strategic Trade Controller Keynote Address
- 9:35 Positioning the Trade Compliance Function as a Strategic Business Partner
- 10:30 Coffee/Tea Break
- 10:45 Minimizing Third Party Risks: How to Vet and Control Distributors Export Compliance
- 11:30 Deciphering Cloud Computing Legal and Export Controls Risks
- 12:30 Networking Luncheon for Speakers and Attendees
- 13:45 Complying with Unique Hong Kong Import License Requirements
- 14:30 The Emergence of Export Controls Enforcement in Taiwan: Upgrading Your ICP to Meet Local Authorities' Compliance Expectations
- 15:00 Refreshment Break
- 15:15 Re-Evaluating Your Business Transaction Flow In Light of New Global Economic Sanctions Requirements
- 16:15 Deciphering Unique South Korea Export Controls Regime
- 16:45 End of the Conference

ENCRYPTION CONTROLS SEMINAR | Thursday, October 20, 2011

- 9:00 Co-Chair Opening Remarks
- 9:15 China Encryption Controls: Overcoming Import, Export and Re-export Controls Challenges
- 10:30 Coffee/Tea Break
- 10:45 Update on New India Encryption Policy and How to Prepare for Increased Enforcement Initiatives
- 11:30 US Encryption Reform: Deciphering New Encryption Compliance Requirements and Ensuring Correct Classification Issues
- 12:45 Networking Luncheon for Speakers and Attendees
- 14:00 Update on Wassenaar Arrangement Implementation Control List and How It Will Affect doing Business in Asia
- 14:45 Status Update on UK, Germany, France and EU Encryption Controls
- 15:45 Coffee/Tea Break
- 16:00 Contrasting Japan with Hong Kong/Singapore/Malaysia on Encryption Controls
- 16:45 Interactive Brainstorming Session: Creative Response to Encryption Controls in High Risks Areas and How to Solve Common Global Encryption Compliance Program Issues
- 17:30 End of the Seminar



Here is what past attendees had to say about
ACI's Inaugural Singapore Export Controls Summit in October 2010:

"Well done and great content!"

– Trade Compliance Manager, Google

"Build network a cross the various business and roles from different organizations."

– Logistics Manager, Flextronics

"All presenters have well prepared and provided very useful and effective information."

– Director & Strategic Goods Controls Officer, Hitachi Data Systems

"The event has been very fruitful and it expanded my perspective on how other companies from the industry cope with the challenge of complying with cross-jurisdictional trade regulations."

– International Trade Attorney, Emerson Electric

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Day One - Tuesday, October 18, 2011

8:00 Registration Begins and Morning Refreshments

9:00 **Conference Co-Chairs Opening Remarks**

Justine Cheah

Global Trade Compliance - Asia Pacific
Motorola Solutions (Singapore)

Jeff Rittener

Director, Global Export Compliance
Intel (USA)

9:15 **Incorporating Malaysia Strategic Trade Act Requirements into Your ICP: How to Ensure Your Screening, Licensing, IT System and "Proof of Delivery" Processes are STA Compliant**

Dharambir Bharti

Senior Manager, Global Trade Compliance APJ
Dell (Singapore)

Thomas Zimmerle

Director, Financial Planning & Controlling,
Export Controls Officer
Infineon Technologies (Malaysia)

Gareth Lian

APAC Trade Manager
Intel (Malaysia)

- Assessing STA's impact on your internal compliance program: contrasting STA compliance requirements with Singapore Strategic Goods Control and U.S. BIS requirements
- Classifying the products based on STA control list and how STA classification differs from other jurisdictions
- Solving brokerage license issues while dealing with Malaysia brokers
- Working with IT team to update IT systems in compliance with STA control lists and license requirements
- Updating internal infrastructure to accommodate bulk and multiple-use permits
- Complying with "proof of delivery" process once the products are delivered
- Conducting self-audits on the updated ICP – how to test the effectiveness of your program and set up effective "red flags"

10:45 Coffee/Tea

11:00 **Status Update on the US Export Controls Reform: How Companies in Asia Should Prepare their Export Operations for Sweeping Changes**

Donald Pearce

Regional Export Control Officer
US Embassy (Singapore)

U S C O N T R O L S R E F O R M

Darryl W. Jackson

Partner
Kelley Drye & Warren LLP (Washington)
Former Assistant Secretary of Commerce for
Export Enforcement

- Status report on the reform of US government regulations and procedures regarding the export of military and dual-use equipment and technology: scope of proposed changes, and implementation timeframe
- Clarifying the main objectives of the US export controls reform: single control list, single licensing and enforcement agency, single IT infrastructure
- Assessing the business and market implications of the anticipated reform: Licensing requirements, systems and controls, production and supply chain
- How the US reform will interplay with Asian export controls regulations
- Anticipate impact on how US enforcement agencies will respond to the impact of the reform
- Extraterritorial reach of US export controls: how Asia operations should prepare in conjunction with US HQ global trade compliance program and guidelines

12:15 **Preparing for Rising Export Controls Regimes in Thailand, Indonesia, Philippines and Vietnam**

George Tan

Director - Asia Export Controls
Bryan Cave International Trade LLC (Singapore)

- Latest Asia emerging countries legislation status report: proposed regulations, potential enforcement and real objectives behind the actions
- Understanding the structure of authorities which are involved in legislation and/or enforcement
- Update on requirements for multinational companies based on new controls list, catch-all rules, licensing requirements and potential penalty for violations for each country
- Meeting manual documentation requirements and getting things done through effective communication with local customs authorities
- Utilizing local resources to meet new requirements regarding documentation, screening process, etc.
- Identifying the most effective channels for industry to communicate with government agencies

T H A I L A N D , I N D O N E S I A ,
P H I L I P P I N E S , V I E T N A M

12:45 Networking Luncheon for Speakers and Attendees

14:00 **Managing the Flow of Information: How to Identify Controlled Data and Ensure Compliance with International Technology Transfers Restrictions**

Mike Lutz

Export Controls Manager
Google (USA)

S T A C O M P L I A N C E B E N C H M A R K



Compliance Benchmark

Jeff Rittener

Director - Global Export Compliance
Intel (USA)

- Defining what is controlled “technical data” and “export of technical data” under the ITAR and EAR
- How foreign data can become subject to US export control laws
- What constitutes a deemed export violation under the EAR and ITAR
- Tracking foreign nationals on a work visa, and updating their immigration status: Maintaining close coordination with HR staff to ensure ongoing export compliance
- Complying with restrictions governing “technical” discussions
- Satisfying recordkeeping requirements for technical data exports
- Limiting the exchange and use of technical data on laptops, servers, emails and portable devices: How to minimize US export enforcement risks posed by employee travel
- Preventing technical data export violations in offshore procurement and R&D ventures: Developing policies, procedures and protocols to fit the collaborative research context
- Overlap between intellectual property and export controls on proprietary information

15:15 Refreshment Break

15:30 **Exporting US Origin Products to China: How to Meet Both US and China Re-Export Compliance Obligations**

Brenda Chen

Trade Compliance Director
Ericsson (China)

Benjamin H. Flowe, Jr.

Partner
Berliner, Corcoran & Rowe LLP (Washington)

- Defining what products and technology are covered under US jurisdiction
- Screening to avoid exports to listed entities, complying with “China Military End-Use Rule”, and end-use, end-user restrictions, in-country transfer restrictions
- Conducting *de minimis* calculation and foreign direct product control analysis: operational considerations
- Developing contractual protections and addressing licensing conditions/provisions on re-exports
- Making use of US export control exception while respecting China export control requirements
- Obtaining End-User Certificate (EUC) registration and validation with MOFCOM and how to follow up with your application by using additional resources
- Spotting and addressing transshipment and diversion risks

16:30 **European Export Controls: Legislative Update on Dual-Use, Military Items Licensing and Export Procedures**

John Grayston

Member
Grayston & Company (Belgium)

UK, EU, Germany and France

- Update on what new changes on EU export controls regime will affect Asia export operations
- Overview of EU licensing requirements for dual-use and military items
- Comparing the differences between EU, Asia and US classification methodology
- Providing examples on classification on new, innovative products and technology
- Application of EU dual-use rules: difference approaches of EU member states
- Specific country laws that vary from EU general law regarding military items

17:15 Conference Adjourns to Day Two

Day Two - Wednesday, October 19, 2011

9:00 **Co-Chairs Opening Remarks**

Justine Cheah

Global Trade Compliance-Asia Pacific
Motorola Solutions (Singapore)

Jeff Rittener

Director, Global Export Compliance
Intel (USA)

9:05 **Keynote Address**

Mohamed Shahabar Abdul Kareem

Strategic Trade Controller
Malaysia Strategic Trade Secretariat Office

9:35 **Positioning the Trade Compliance Function as a Strategic Business Partner**

Glenda Laraya Abadines

Regional Trade Director - Middle East and Asia Pacific
Baker Hughes (Singapore)

Natalie Arnold

Director, Senior Legal Counsel - Compliance
Ingram Micro Asia (Singapore)

Bipin Balakrishnan

Senior Manager - Trade and Customs, Global Trade Compliance Organization
ST Microelectronics (Singapore)

- Securing senior management buy-in on the strategic position of trade compliance function within the organization
- How the trade department should be structured in Asia considering limited human and financial resources
- Positioning yourself as a business partner to sales department to facilitate the transaction
- Training supply chain and logistics staff on why trade compliance matters to them

China, USA

Compliance Benchmark



- Using legitimate lobby activities to communicate with government officials when dealing with approvals/licenses

10:30 **Coffee/Tea Break**

10:45 **Minimizing Third Party Risks: How to Vet and Control Distributors Export Compliance**

Dennis Farrell
Global Export Compliance Manager
Analog Devices, Inc (USA)

Sheena Ng Siew Choo
Manager - Logistics Management Department
Mitsui & Co (Singapore)

- How much due diligence is required when dealing with foreign and domestic distributors, agents, brokers: what export enforcement agencies will expect you to have on file
- Identifying where your company's responsibility ends for exports and re-exports under US export controls
- Using effective screening process on distributors: what to look for
- Managing risks from contractual and transactional perspectives
- Deciding when to ask for end-user certifications
- Evaluating effectiveness of training and finding a practical balance
- Demonstrating your due diligence efforts in front of government enforcement authorities

11:30 **Deciphering Cloud Computing Legal and Export Controls Risks**

Angie Au-Yong
Regional General Counsel- Pacific
Citrix (Hong Kong)

Mohamed Hafiz
Managing Counsel, APAC
salesforce.com (Singapore)

Ken Chia - Panel Moderator
Associate Principal
Baker & McKenzie (Singapore)

- Understanding what cloud computing is: infrastructure, platforms and software
- Identifying the fundamental characteristics of cloud computing as a service model-utility computing, subscription models, SLAs
- Update on the Singapore authorities and BIS legislative initiatives regarding controlled information stored on the cloud
- Who is an "exporter" on a cloud network: Quantifying potential export controls risks for service providers and users

- Determining where your data resides in the cloud, where it is stored and where it is going: When and if you should include export-controlled data in the cloud
- Determining the requisite level of virtual access controls for foreign national employees and third parties
- Negotiating and reaching agreements with cloud computing service providers: Key areas of risk and clauses to incorporate into your contracts

12:30 **Networking Luncheon for Speakers and Attendees**

13:45 **Complying with Unique Hong Kong Import License Requirements**

Lydia McClure
Senior Manager - Global Trade
Applied Materials (USA)

H o n g K o n g

- Understanding uniqueness of Hong Kong import licensing structure
- Update on the recent enforcement and cases: what kind of situations can easily lead to violations
- Discussing the problems while tracking quantity, shipments and units to Hong Kong
- Providing sufficient documents and information to support customers import license compliance
- Best practices in establishing and implementing internal process to manage the import licensing
- Tips for faster import procedure

14:30 **The Emergence of Export Controls Enforcement in Taiwan: Upgrading Your ICP to Meet Local Authorities' Compliance Expectations**

Jay Lin
Senior Manager
PricewaterhouseCoopers (Taiwan)

T a i w a n

- Update on the latest Taiwan government's export legislation and enforcement initiatives
- Overview of technology and data control list and main license requirements
- Key compliance pitfalls, and how to upgrade your ICP to meet Taiwanese authorities' expectations
- Assessing penalties and liabilities for non-compliance with Taiwanese export controls
- Anticipated new enforcement trends for 2011: How multinationals should prepare for rising export controls enforcement activity

15:00 **Refreshment Break**



15:15 **Re-Evaluating Your Business Transaction Flow In Light of New Global Economic Sanctions Requirements**

Raymond Yee

Vice President, Customs and Regulatory Affairs
DHL Express (Singapore)

Michael L. Burton

Partner
Arent Fox LLP (Washington)

- Latest update on sanctions and embargo against countries such as Iran, Syria, Lybia, Myanmar and Cuba
- How sanction rules are applicable to US and non-US individuals and companies outside of the US
- Hiring foreign workers from US sanctioned countries while respecting non-discrimination and privacy laws
- Minimizing diversion risks to Iran, Lybia and Syria
- Dealing with increasing sales opportunities in Myanmar

16:15 **Deciphering Unique South Korean Export Controls Regime**

Balbinder Dhaliwal

Customs & Trade Compliance Leader - Asia Pacific
Dow Chemical (Singapore)

- What is unique about South Korean double export controls systems
- Overview of control list, catch-all rule and licensing structure
- Contrasting South Korean requirements with other export controls regimes on product caterogries
- Key compliance challenges that industries are facing and where you can improve your compliance program
- Demonstrating your compliance efforts to the South Korean government

16:45 **End of the Conference**

South Korea

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EXPORT CONTROLS COMPLIANCE

October 18 & 19, 2011 • Singapore Marriott Hotel, Singapore



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CONFERENCE

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