

Managing Global Trade Controls & Sanctions in Shipping

16-17 June 2020 | Mandarin Orchard Hotel, Singapore

2+1
Offer!

See
registration
page for
details!

Our Expert Course Instructors



K. Murali Pany, Managing Partner, JTJB LLP

Murali has in-depth expertise in Commercial Advisory & Dispute Resolution and Shipping & Admiralty. He has advised and acted in a wide range of cases surrounding commercial contracts, charterparties, cargo claims, marine insurance, collisions, vessel arrests,

laytime & demurrage, bills of lading and many more. He is recognised as Singapore's Top 100 Lawyers by Asian Business Law Journal.



Nicola Loh, Partner, JTJB LLP

Nicola has been involved in a variety of multi-jurisdictional cases (both advisory & contentious) and has represented clients in arbitration (including GAFTA, ICC, LMAA, SCMA and SIAC), mediations and before Singapore courts. She

provides compliance advice, solutions for managing risk and training in areas such as AML, international sanctions, anti-bribery and corruption.

Key Learning Outcomes & Case Studies Include

- ▶ Updates on global, regional, multi-lateral and unilateral sanctions
- ▶ Case studies of sanctions breaches: insurers, banks, bunker supply, shipping, shippers
- ▶ Sanctions clauses for charter parties, bills of lading and cargo insurance policy
- ▶ Sanctions statistics and key preventive measures
- ▶ Vessel/Cargo Sanctions Screening & Due Diligence Process
- ▶ Mitigating sanctions risks and developing sanctions-compliance programme

REGISTER NOW > www.informacconnect.com.sg/sanctions-shipping

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ABOUT THE COURSE

Complying with sanctions regulations in maritime & shipping involves a multifaceted approach to risk assessment. Many types of commodities present different levels of risk; and the complex supply chain - often involving regulators, agencies, JV partners, brokers, financial institutions, insurers and other players - multiplies the challenge in maintaining a sanctions-compliant programme.

Updated with recent case studies and practical exercises, this 2-day seminar allows you to stay on top of critical red-flags and high-risk sectors in shipping, latest economic sanctions, particular considerations in documentation management, record-keeping, contracts of affreightment, and best practice in due diligence.

WHO SHOULD ATTEND

- Shipowners, operators & managers
- Charterers, Vessel/cargo brokers
- Insurers
- Banks & Financial institutions
- Inspection agencies for vessels, cargoes and port facilities
- Bunker craft owners & operators
- Shippers, importers/exporters & cargo owners
- Port & terminal operators
- Flag Administrators
- 3PL, 4PL providers
- Freight forwarders & agencies
- Warehouse operators
- Oil & Gas suppliers & traders
- Trade compliance service providers

EXPERT COURSE INSTRUCTORS



K. Murali Pany, Managing Partner, JTJB LLP

Murali has been in practice for 22 years. Since 2013, he has been the Managing Partner of JTJB. He is accredited by the Singapore Academy of Law as Senior Specialist in Maritime & Shipping Law. He is listed as a recommended lawyer in Legal 500 (2019), a distinguished practitioner in Asialaw Profiles (2020) and one of Singapore's top 100 lawyers in the Asian Business Law Journal (2019)

Murali's practice focuses on Shipping and Commercial matters. He has acted for and advised a wide range of clients, including shipowners, international banks and MNCs, on a broad spectrum of cases.

Murali has also presented at conferences both locally and internationally on an array of commercial and maritime topics. These include engagements on international sanctions and regulations, regulatory challenges, the legal issues and risks involved in ship-to-ship transfer operations and the global sulphur cap.



Nicola Loh, Partner, JTJB LLP

As the head of JTJB's Regulatory and Compliance practice, Nicola's work involves advising clients on both the contentious and non-contentious aspects of regulatory matters. She is an Associate member of the International Compliance Association, a certified individual under the Institute of Banking and Finance Singapore, a member of the Law Society's Anti-Money Laundering Committee and contributes to intergovernmental bodies such as the Financial Action Task Force.

Nicola has substantial experience in the areas of Shipping & Admiralty and Commercial Dispute Resolution. She has been involved in shipping and commercial litigation and arbitration matters both locally and internationally. She has represented clients in a broad range of shipping disputes including a recent matter where she advised a major lubricant company on a matter involving the arrest of Iranian vessels. She has acted for P&I clubs, listed commodities companies, shipbrokers, shipowners, international banks, and various international entities.

Nicola's diverse background in multi-jurisdictional dispute resolution has equipped her with the ability to provide clients with a holistic perspective on regulatory and compliance issues.

WHAT ATTENDEES LIKE ABOUT OUR MARITIME ACADEMY

"Very good content delivered at the course. Trainer is very engaging and knowledgeable about shipping contracts"

Daniel Weiss, Shipping Strategy Manager, Vale

"Course conductor is engaging and knowledgeable. Presentation materials are excellent, offering practical tips on handling day-to-day issues, things to look out for, common misconceptions"

Tan Shou Min, Legal Counsel, Exxonmobil Asia Pacific



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Maritime Training Academy

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2-Day Agenda Outline

Part 1 Current overview of Trade Controls and Sanctions for the Maritime industry

1. What are sanctions

- Difference with trade controls and customs

2. The different types of sanctions

- Multi-lateral and uni-lateral
- Economic sanctions
- Main regulators

3. Global and secondary sanctions

- UN, EU, ASEAN, US, etc
- JCPOA
- Updates

Part 2: Red Flags, Risk Indicators and Breach

4. Red-flags, risk indicators and evasion of sanctions

- Automated identification systems (AIS)
- Sale, supply, transfer
- Transshipment Diversion (e.g. concern with repair & maintenance)
- Oil, gas STS transfers
- Falsifying documents
- Substantial transformation
- Mixing of cargo/commingling

5. Breach – Consequences and case studies in Shipping

- Insurers
- Banks
- Bunker supply
- Shippers

Part 3: Implications and Invasion Avoidance for the shipping industry

6. Particular considerations

- Due diligence
- Transacting with Chinese Shipowners
- Arresting an Iranian vessel in Singapore
- Documents management (BOLs, COO, invoices, proof of insurance, ports of call, etc)

7. Compliance and Risk Management Clauses in Bills of Lading/Charterparties

- Voyage charter party sanctions clause
- BIMCO sanctions clauses for time charter parties
- BIMCO Designated Entities Clause for Time Charters

Group Exercise: Getting your Bill of Lading T&C right to manage sanctions and trade controls

8. Sanctions from P&I clubs' perspective:

- Sanctions clauses in a marine cargo insurance policy
 - Sanctions limitation and exclusion clause
 - AIS manipulation clauses
- Statistics and key preventive measures

Part 4: Sanctions Screening & Due Diligence – Best Practices

9. The importance of screening and the due diligence process

- Restricted party screening
- Vessel/Cargo Sanctions Screening & Due Diligence Process
 - Vessel sanctions screening
 - Flag, name, IMO number, parties associated
 - Vessel movement history
 - Ownership of vessels
 - Petroleum supply
 - Payment screening

10. Managing sanction risks - developing a sanctions compliance programme

- Risk-based vs rule-based process
- Regular/routine vs Significant events
- Resources, Expertise and Experience
- Training, record keeping, reporting and reviewing
- Third party management

Group Exercise: Developing a Trade Control and Sanctions Compliance Check list

INFORMACONNECT TRAINING ACADEMY UPCOMING EVENTS

- **Drafting Charterparty Contracts**
11-12 March 2020, Singapore
- **Post Fixture Shipping Operations**
23-24 March 2020, Singapore
- **Bunkering 2020 - Enforcement, Claims and Risk Management**
27-28 April 2020, Singapore
- **Advanced Tanker Management - Operations, Loss Prevention & Claims**
27-28 April 2020, Singapore
- **Shipbroking & Chartering**
12-13 May 2020, Singapore
- **Dry Cargo Laytime & Demurrage**
14-15 May 2020, Singapore

Managing Global Trade Controls & Sanctions in Shipping

Informa Connect is A Trading Name of IBC Asia (S) Pte Ltd

16-17 June 2020 | Mandarin Orchard Hotel, Singapore

5 Easy Ways to Register

1 MAIL
the attached registration form with your cheque to **IBC Asia (S) Pte Ltd**
c/o Informa Regional Business Services
103 Penang Road, Visioncrest Commercial #04-01, Singapore 238467

2 Telephone
Customer Service Hotline +65 6508 2401

3 Email
register@informa.com

4 Fax
+65 6508 2407

5 Web
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RESERVE YOUR PLACE TODAY!

- Yes! I/We Will Attend **Managing Global Trade Controls & Sanctions in Shipping**
16-17 June 2020, Mandarin Orchard Hotel, Singapore

FEE PER DELEGATE

2 Day Training Course

EARLY BIRD RATE

Register and Pay on or before
24 April 2020

SGD 3,395 (SAVE SGD 200)

NORMAL RATE

Register and Pay after
24 April 2020

SGD 3,595

Register 2 Delegates & the 3rd attends FREE!

**Applicable to Normal Rates only*

- Special Group Discount pricing is applicable to groups of 2 or more delegates from the same organisation registering for the same event, at the same time.
- Fee stated is the discounted price PER DELEGATE. Only one discount applies - either the early bird rate OR the Special Group Discount.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- A 7% Goods & Services Tax (GST) is applicable to all Singapore based companies for Singapore venue.

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Who is Head of your Department? _____

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Job Title: _____

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Who is Head of Training? _____

Main Business/Activity: _____

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HOTEL INFORMATION

Mandarin Orchard Singapore, by Meritus

333 Orchard Road, Singapore 238867
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Contact Person: Tan Ai Li
(Assistant Director Of Business Development, Catering Sales) Email: aili.tan@meritushotels.com
Website: www.meritushotels.com

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Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

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