

Trade Sanctions Compliance for Maritime

Global Trade Controls, Transaction Monitoring & Sanctions Compliance

4 Modules | 14-17 September 2020 | 1:30pm-5:00pm (SGT) | Live Online Learning

2+1 Offer!

See registration page for details!

Delivered in **Live Online Learning** Format

Course Directors



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

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WHY LIVE ONLINE LEARNING

The current Covid-19 pandemic has put strains on various areas of business, especially when it comes to deriving commercial value from new initiatives. During this phase of self-isolation and working from home, we can help you meet your professional development needs and you can still take your professional development plans to the next level.

To support your learning goals we have converted our face-to-face trainings to LIVE Online Sessions. This way you can continue to attend live and interactive training sessions within the virtual classroom space where you can see and speak, with your Subject Matter Expert and other participants.

- Progress through the course with fellow participants as you would in a classroom
- 20% price advantage, plus travel budget savings
- Controlled environment with speaker managing the Q&A and discussions
- Module based approach to help manage your time
- Earn your Digital Certification and broadcast your achievements to your peer

Trainer/Participant Interaction

- Conduct Q&A with course directors in real time
- Interactive format including breakouts, group discussions, real-time collaborative exercises and sharing of results
- Engage in live tests & polling, get immediate results and evaluations
- Chat with your fellow participants with text messages or by voice
- Follow online presentations or whiteboards in real-time
- Virtually "raise hand" to put forward Q&As with trainers
- Seamlessly receive case studies, video, documents

Learning Platform

GoToTraining

Hardware/Software Requirements

- Desktop or mobile device manufactured no earlier than 2016
- WiFi Connection, Cable or Fibre Broadband with minimum 1 Mbps of bandwidth available
- A USB headset with microphone, or a microphone and speakers built into your device

Participant Onboarding

1. Book a demo **here:** <https://www.goto.com/training>
2. Alternatively, request a personal onboarding session with Informa (only for confirmed participants) by contacting: register@informa.com

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.

COURSE DIRECTORS



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.

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- Module Commencement: **1:30pm** (SGT)
- Module Conclusion: **5:00pm** (SGT)

Timing is based in Singapore Time (GMT+8) unless otherwise stated. These timing schedules act as a guide and may be modified slightly on the depth of class discussion and whether assessments are being conducted.

4-Module Course Syllabus

MODULE 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

MODULE 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

MODULE 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

MODULE 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
- Vessel identifications & sanctions screening process – best practices
 - Vessel identification & sanctions screening, ownership screening
 - Vessel tracking (voyage, port calls)
 - Petroleum supply, STS transfers
- Know your customer
 - Corporate details
 - High-risk countries & industry assessments
 - Dual-use goods screening: regulatory guidance

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
- Automated sanctions screening solutions
 - Data extraction & analyses with OCR, NLP, RPA, AI

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

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EASY WAYS TO REGISTER



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FEE PER DELEGATE	EARLY BIRD RATE Register and Pay on or before 24 July 2020	NORMAL RATE Register and Pay after 24 July 2020
4-Modules Live Online Learning	SGD 3,595 SGD 2,716 (20% Learning Fee Discounted)	SGD 3,595 SGD 2,876 (20% Learning Fee Discounted)

Register 2 Delegates & the 3rd attends
FREE!

**Applicable to Normal Rates only*

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- 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.
- A **7% Goods & Services Tax (GST)** is applicable to all Singapore based companies for Singapore venue.

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DATA PROTECTION

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