

TECHNICAL 101 SERIES:

BASICS OF STRATEGIC TRADE MANAGEMENT AND MANAGING THEIR IMPACT ON BUSINESSES

COURSE DETAILS

Date : 27th August 2019
Time : 9.30am to 5.00pm
Venue : Singapore Business Federation

WHO SHOULD ATTEND

For executives and professionals in both private and public sector who are responsible for export control or strategic trade management compliance in Singapore, Asia and beyond within their organisations.

FEE

Public: S\$500
Clients and Alliance Partners: S\$400
CAPTICIS Members: S\$280

Fee includes a buffet lunch, tea breaks and a Proficiency Test at the end of course with certification by Centre of Asia Pacific Trade Compliance & Information Security (CAPTCIS)

WHY SHOULD YOU ATTEND?

In light of the increasingly international scrutiny on trade in sensitive goods and technologies triggered by the US-China trade tensions especially on the technology front, strategic trade management (also known as export controls) compliance is getting more critical for businesses looking to run sustainable operations worldwide including Asia without running afoul of national strategic trade management laws in the different jurisdictions that they operate in.

Many jurisdictions in Asia already have implemented or are in the midst of implementing their respective national strategic trade control regimes even prior to the US-China trade tensions. For certain jurisdictions like the US and Japan, there is the extra-territorial (aka long-arm jurisdictional) reach of their national laws which enterprises would need to comply with in order to conduct international trade operations in a compliant manner.

Compliance with strategic trade management is a business continuity necessity and any non-compliance with strategic trade management can lead to punitive penalties in the form of administrative fines, denial of trading rights and even criminal imprisonments in various jurisdictions!

For multinational companies and SMEs alike, it is important to understand the typical basic frameworks and technical principles underpinning these national strategic trade management regimes and that the scope of strategic trade management goes beyond just merely cross border movement of goods, but technologies and software as well.

With actual first-hand knowledge and experiences on the ground, **our expert trainers** with rich industry practitioner and consulting backgrounds will share with participants the technical basics of strategic trade management in Asia and the related business considerations when implementing them in their day-to-day business operations. Don't miss out the practical insights to be shared!

COURSE OUTLINE:

- Origins of strategic trade management, their objectives from regulatory authorities' perspectives
- Understanding the typical key control elements of strategic trade management across different jurisdictions
- Clarifying typical misconceptions by businesses about strategic trade management
- Walkthrough of the typical regulatory set-up of national strategic trade management regime
- Overview of the essential aspects of the key national strategic trade management regimes in Asia
- General guide to dealing with the extra-territorial reach of the US and Japan within your business in Asia
- Practical application of strategic trade management and controls within typical business set-ups and implementation of internal compliance programs
- Sharing of actual case studies of businesses complying with strategic trade management and their implementation journeys
- Taking of Proficiency Test

**Note that the above outline may be subject to changes.*

Course attendees will receive an electronic copy of the presentation materials from the course organiser three working days prior to the date of the event. No hard copies will be provided by the course organiser.

OUR TRAINERS



GEORGE TAN, Principal of Global Trade Security Consulting (GTSC)

- Highly experienced export control practitioner with more than 30 years of practical experiences in Asia
- Currently advises companies and governments on all aspects of strategic trade controls (aka export controls) such as strategic good classification, setting up of strategic goods control points within organisations and development of internal compliance programs
- Regular subject matter expert speaker for multiple government agencies such the US Bureau of Industry and Security and Non-Government Organisations
- Sits on the Editorial Board for WorldECR – a leading industry journal reporting on developments on export controls across the world
- Ex-consultant with PwC Asia Pacific international trade and customs consulting practice and Bryan Cave (an international trade law firm)
- Led the PwC APAC regional export control core service team, undertaking all export control projects across APAC countries
- Ex-industry practitioner & export control lead for Hitachi and Renesas Technology
- Currently elected as President of CAPTCIS, a Singapore-based NGO that aims to build awareness and technical capabilities in trade compliance matters amongst industry practitioners in Asia Pacific



EUGENE JANG, Co-Founder & Partner of AC Trade Advisory

- Currently advises companies on international trade and customs matters, with focus on Asia in achieving cost savings, operational efficiencies and trade compliance
- Ex-consultant with PwC and KPMG Asia Pacific international trade and customs consulting practices for more than 12 years, where he managed diverse industry portfolios across Asia, including conducting trade compliance reviews, stakeholder workshops and development of internal compliance programs
- Was part of PwC's APAC regional export control core service team to undertake all export control projects across APAC countries
- Undertook extended industry secondment stints with 2 different US MNCs first as software developer and second as telecom equipment manufacturer, where he was responsible for their APAC regional trade and customs compliance function, including strategic trade controls
- Ex-APAC trade compliance lead for Philips Lighting (now known as "Signify")
- Elected as Executive Committee member of CAPTCIS (for 2016-2017)



ANGELIA CHEW, Founder & Managing Partner of AC Trade Advisory

- Currently advises companies in international trade and customs matters such as designing import and export compliance procedures with focus in Asia in a practical manner
- Extensive practical industry experiences spanning over 20 years:
 - Global trade compliance Leader of Philips Electronics
 - Regional trade compliance lead of Cisco Systems and Sony
 - Developing and implementing trade compliance programs
 - Led cross-functional teams within the business to manage their trade compliance risks
- Previously led KPMG's APAC International Trade & Customs consulting practice
- Currently elected as the Vice-President of CAPTCIS
- Holds a Master in International Customs Law and Administration from the University of Canberra in Australia

ABOUT AC TRADE ADVISORY

AC Trade Advisory provides practical, holistic and sustainable advice and solutions to international trade and customs matters faced by our clients, with a strong focus on Asia.

Our international team of trade & customs practitioners have a wealth of experience, having worked in multinational corporations and reputable professional services firms with international portfolios. With our first-hand knowledge of the dynamic trade and customs landscape, practical know-hows and past working experiences with other functions within companies such as tax, legal and supply chain, we are well-placed to understand our clients' trade and customs needs and provide real value add to our clients' business.

ABOUT GLOBAL TRADE SECURITY CONSULTING ("GTSC")

Established since 2014, GTSC is a leading consulting and industry training firm on Asia export controls (aka strategic trade management as it is known in Asia). GTSC has developed an effective system and methodology to assist companies to establish their internal procedures so as to fulfill all strategic trade management requirements particularly for countries in Asia. Through constant interactions with the relevant governing authorities in Asia, GTSC shares practical industry best practices with the business communities so as to enable their businesses operations while being compliant.

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To RSVP for this course, please fill up the Registration Form and email either personnel of the organising team below. If there are any questions about the course, please reach out to either personnel.

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REGISTRATION FORM

Public: \$500 **Clients and Alliance Partners:** \$400 **CAPTCIS Members:** \$280

PARTICIPANT NAME : _____ (CLIENTS & ALLIANCE PARTNERS / PUBLIC)
(Mr / Ms)

COMPANY NAME : _____

COMPANY ADDRESS : _____

DESIGNATION : _____

EMAIL : _____ CONTACT NO.: _____

REGISTRATION CONFIRMATION AND PAYMENT

Registrations will only be confirmed upon receipt of full payment and registration form. A confirmation email will be sent to the participant before the course.

(Payment can be made via **Direct Bank Transfer, PayNow or Cheque**. Please indicate your name and company when making payment.)

EMAIL REGISTRATION FORM TO:

angelia@actradeadvisory.com OR eugene@actradeadvisory.com

BANK TRANSFER PAYMENT:

AC Trade Advisory Pte Ltd

Bank: Maybank Singapore Limited

Branch: 2 Battery Road,
Maybank Tower, Singapore 049907

Account Number: 04011123585

Bank/Branch Code: 7302/001

Swift Code: MBBESGS2

PAYNOW CORPORATE:

Entity Number (UEN)

201734823D

CHEQUE PAYABLE TO:

AC Trade Advisory Pte Ltd

77 High Street #09-11

High Street Plaza

Singapore 179433

Note:

- Fee include lunch, tea breaks and proficiency test.
- Course presentation materials are provided in electronic copy only.
- Cancellation Policy: If you are unable to attend, a replacement is welcome. For cancellation received in writing at least fourteen (14) days before the seminar, a full refund will be made. Full rate will be charged if a cancellation occurs less than 14 days before the seminar date.
- Notice of cancellation must be made in writing to us through email to the organising team.
- A Certificate of Attendance will be awarded upon successful completion of the course.
- A Certificate of Proficiency will be awarded to participants passing a test at the end of the course.
- In the event of participants not passing the proficiency test the first time round, alternative arrangements may be made for a re-test, subject to additional fee of S\$250 per attempt.
- The organiser reserves the right to change the venue, date and programme due to unforeseen circumstances. For such circumstances, the organiser will endeavor to promptly inform the participants.

Knowledge Partner and Organiser:



In collaboration with:



Supported by:

