

### **Determining ECCN Classification**

This session will review the basics of determining and using Export Control Classification Numbers (ECCN) which is the key to evaluating licensing requirements under the U.S. Bureau of Industry and Security (BIS). Covered issues include how to navigate the ECCNs, the Reasons for Control, the license exceptions and, where necessary, the Country Chart where “X” marks the spot.

### **The Canadian Viewpoint: CETA and Brexit**

From the perspective of a sovereign nation with trade ambitions that extend beyond its NAFTA partners, attendees will hear ICPA Canadian counsel, Darrel Pearson, discuss changes in the EU free trade structure arising from the executed (but yet to be ratified CETA) and from Brexit and how these game changers could impact how other countries like Canada conduct trade treaty business with the EU and Great Britain in the future.

John Grayston will then look at various aspects of CETA to focus on the potential commercial outcomes of Brexit – now that CETA looks to be one of the leading available bi-lateral models for UK to consider and the one that perhaps fits closest the political agenda of the UK and the likely desire of EU to stop any attempt by UK to “pick n mix”.

### **WTO Agenda for 2017 and beyond**

Donald Trump’s election and the UK’s vote to leave the EU has increased attention on the role of the WTO in safeguarding free trade. This session will provide an overview of what is expected from the WTO in 2017. Some significant developments are expected, including important dispute settlement decisions and new rules on trade facilitation. The 11th Ministerial Conference, set for December 2017, may be one of the most important WTO “ministerials” ever.

### **EU Licensing Requirements**

The EU licensing session will focus on the current structure of the EU licensing regime together with addressing the upcoming recast of the EU export control legislation. The session will include what we see as the key issues and challenges facing exporters and what companies are doing to overcome such challenges. In meeting the challenges of operating in a global environment with multiple supply chains in multiple countries, having an optimum (but proportionate) trade function will be essential, we will provide details of what we see as the key elements in structuring such a function. Finally, we will provide some insight into how global tax reform, together with the changing geo-political landscape is affecting trade in general but specifically export controls.

### **The Union Customs Code (UCC): One Year On**

The presentation will review some of the main changes introduced by the UCC, how they have been applied during its first year in force and what those changes mean for you as an importer. We will also discuss the issues which have been identified as particularly problematic, what - if anything - the EU Commission has done to address them, and how those improvements may benefit you as an importer. In addition, the UCC encourages the harmonisation of sanctions for customs infringements throughout the EU. We will discuss the EU Commission’s attempts to harmonise this matter and why it is of key importance for your activities as an importer in the EU.

### **TTIP UPDATE**

This session will provide an update on the TTIP negotiations. It will focus on the approach of the new U.S. presidential administration and parallel developments affecting trade agreement negotiations on the EU side. It will also provide an overview of other U.S. and EU trade negotiations and their interplay with TTIP.

The audience will gain an up-to-date understanding of the status and key provisions of the major trade negotiations likely to have the greatest impact on global supply chains in 2017 and beyond.

### **US Export Controls for EU Companies**

The session will cover what European-based companies must do in order to ensure compliance with local country export regulations as well as U.S. re-export regulations, which are extra-territorial. We will discuss basic export controls and expand the scope of controls outward into areas such as looking “outside the box” at the control environments within your company’s supply chain, such as indirect sales channels and suppliers. We will also discuss some possible movements recently introduced in the EU for bringing the concept of extra-territoriality into the EU and/or the Member States’ export regulations.

### **Global Duty Saving Strategies**

Analyses on global duty savings should commence with a look into the processes as already implemented. Parties involved in global movement of commodities have their own interests and practical influence, e.g. forwarders, brokers, distribution partners or local affiliates. Only properly implemented processes may be reasonably optimised by the instruments of for instance binding information, preferential treatment, appropriate customs procedures and special measures of suspension or exemption. Monitoring of expectations and results is indispensable to identify deficiencies and validate implemented adaptations of processes.

### **Export control and cybersecurity: an EU perspective**

Export control and cybersecurity has been a hot topic on both sides of the Atlantic.

Michael’s presentation will focus on the EU regime, providing an overview of its application to cybersecurity tools as well as recent developments. Michael will also speak about its limitations, with a look to the future.

Michael’s presentation will be of interest to those new to, but interested, in this contentious area of export control, or those simply seeking a refresher.

### **Export Licensing – A Regulatory Perspective**

The session “Export Licensing – A Regulatory Perspective” will cover key policy issues, legislation and regulatory requirements concerning the regulation and licensing of exports. The session will pay particular attention to dual-use goods.

Conference participants will gain an understanding of the export licensing in terms of (i) European law and Irish law (ii) the role of the Licensing Unit, and (iii) implications for Irish exporters.

### **Importing into the EU under REACH**

The main focus of the session is to identify the obligation of importers of goods into the European Union under REACH and related regulations. The discussion will cover the final deadline for registration in 2018, the consequences of authorization procedures and of CLP classification, specific issues related to substances of very high concern, the obligations of information and communication along the import and distribution chain, safety data sheets, and the different roles in REACH.

Through practical examples, participants will gain practical knowledge to comply with this very complex piece of legislation and to interpret the guidance provided by the European Chemicals Agency and by some Member States.

Gregoire Ryelandt will also provide an overview of developments that could have an influence on companies’ REACH obligations in the near future.

### **Classification – 10 steps to success**

In this session we'll cover an overview of the 10 steps an importer should go through to properly classify a good.

### **Auditing Strategies for Customs Valuation Issues**

Establishing an audit protocol is a “must have” for most entities engaged in cross-border trade transactions. Oftentimes, this is easier said than done! This session will focus on a risk-driven, business model approach to cultivating compliant import value declarations made to customs authorities.

### **Having your cake and eating it? – The EU/UK post-Brexit world**

- Article 50 and beyond – the future framework for EU/UK trade relationships – ambit and timing
- A 'bold and comprehensive free trade agreement' (per Theresa May) v a UK/EU Association Agreement (per the EU Parliament) – implications for trade?
- Taking back control – UK/third country agreements – timing and content
- The Great Repeal Bill - what it means in practice for trade
- Suggested actions in an uncertain world

### **Rex Program Curse or Blessing?**

Starting January 2017 the EU's Rex Program will be gradually introduced and preferential origin certificates will disappear as the method of proving origin of products. The new system raises many practical issues which will be discussed during this session. Also, the REX Program was designed to better protect the interests of the European Union, i.e. to curb the frequently invoked principle of legitimate expectation in cases of unjustified issued certificates of origin.