



Organised by  
**IBC Global Conferences**

Two days  
intensive training  
- programme -

# Global Trade Controls - Asia

A practical guide to Asian, US and EU regulations for trade controls compliance

Le Meridien Hotel, Singapore  
Thursday 25th and Friday 26th May 2006

## Organising Chair:

**Terence Murphy**, O.B.E.  
Managing Director/General Counsel,  
MK Technology (Washington)

## Conference Chair:

**Toshio Watanabe**, Mitsui & MK Technology, Japan

## Keynote Address:

**Director-General, Singapore Customs**

## Speakers will include:

**Mark Brannan**, AEB (International) Ltd, UK  
**Jason Brown**, ADI Limited, Australia  
**Elizabeth Carter**, Import & Export Solutions, UK  
**Osamu Fujimoto**, Fujitsu Limited, Japan  
**Li Genxin**, China Arms Control and Disarmament Association, China  
**Dr Steven C Goldman**, Bureau of Industry & Security,  
Department of Commerce, USA  
**Hisashi Riko**, Mitsubishi Corporation, Japan  
**Dr Kazuo Suzuki**, University of Tsukuba, Japan  
**Professor Takehiko Yamamoto**, Japan Association of  
International Security and Trade, and Waseda University, Japan  
**Dana Townsend**, MK Technology, USA  
**Representative**, Singapore Customs

## Programme Highlights:

- Scope of Trade Controls
- International Agreements that affect National Trade Controls
- Classifying Your Products
- Impact of Embargoes and Sanctions
- Encryption Controls Update
- Transshipment Control Issues
- Corporate Compliance and Supply Chain Security
- Proliferation Challenges
- Reexport Controls
- Export controls in Singapore, China, Thailand, Hong Kong and Malaysia

Registration Hotline: +44 (0)20 7017 5511

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### Who should attend:

- |                               |                      |
|-------------------------------|----------------------|
| ■ Managing directors          | ■ Legal adviser      |
| ■ Chief executive officers    | ■ Contracts manager  |
| ■ Director of export controls | ■ Compliance manager |
| ■ Export control managers     | ■ Customs controller |

#### Organizing Chair:

Terence Murphy, OBE,  
Managing Director/General Counsel, MK  
Technology (Washington)  
Senior Associate, Center for Strategic and  
International Studies (Washington)  
Strategic Technology Adviser to US  
Commerce and Defense Departments

#### Companies who have attended previous Trade Controls events in London include:

ADI Limited ■ AEB International ■ Amersham  
Biosciences ■ BAE Systems ■ DSTA ■ DTI Export  
Control Organisation ■ EADS Astrium Ltd  
Ericsson ■ GE Healthcare ■ High Commission of  
India ■ Hitachi Data Systems Europe BV ■ JP  
Morgan Chase Vastera ■ KPMG ■ Microsoft ■  
MOOG Controls ■ Motorola ■ METI ■ MOFCOM ■  
Nokia Telecommunications ■ Mitsui & Co Europe Plc  
■ QinetiQ ■ Precision Solutions Limited ■ Pfizer ■  
Rolls Royce PLC ■ Schlumberger Limited ■  
Siemens Microelectronics Limited ■ Singapore  
Customs ■ Sony Europe ■ Thales ■ Toshiba

#### OPPORTUNITIES FOR EXHIBITION STANDS & SPONSORSHIP

If you are working in the supply and  
equipment market for export controls, and would like  
to heighten your company profile, exhibition opportuni-  
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strongly believe that our conferences offer excellent,  
cost-effective promotional opportunities and would be  
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# Global Trade C

Conference Chair: **Toshio Watanabe**, Mitsui and MK Technology, Japan

Thursday, 25th May 2006

8:30 Coffee and Registration

9:00 Chair's Welcome

9:15 **Keynote Address:**  
*Director-General, Singapore Customs*

9:45 **Scope of Trade Controls**

- Background to Controls
- Goods and Activities Controlled
- Government Agencies involved
- EU Approach to Controls

*Dana Townsend*, Partner, MK Technology USA  
*Elizabeth Carter*, Managing Director, Import & Export Solutions UK  
Comment: *Li Genxin*, Secretary General, China Arms Control and  
Disarmament Association

10:45 Coffee

11:15 **Multilateral Controls**

- Relationship to national export controls
- Implementation of Wassenaar
- Arrangement "Catch-all"

*Elizabeth Carter*  
*Dr. Steven C. Goldman*, Director, Nonproliferation &  
Treaty Compliance, US Department of Commerce

12:00 **Embargoes and Sanctions**

- US, EU and Other Approaches
- UN sanctions update

*Elizabeth Carter*  
*Dr. Steven C. Goldman*

13:00 Lunch

14:15 **Export Controls Regime in Singapore**

*Representative, Singapore Customs*

14:45 **Export Controls in China**

*Li Genxin*, Secretary General, China Arms  
Control and Disarmament Association, China

15:15 **Outlook on Export Controls in Singapore,  
Thailand, Hong Kong and Malaysia**

*Dr Kazuo Suzuki*, Associate Professor,  
University of Tsukuba, Japan

15:45 Tea

16:00 **Stream 1: Classifying Your Products**

A step by step approach  
*Elizabeth Carter*

**Stream 2: Encryption Controls Update**

US/EU/Asian regulations  
Software and hardware  
*Dana Townsend*

16:45 **Munitions and Satellite Controls**

*Jason Brown*, General Manager Country Security, ADI Limited, Australia

17:15 **Proliferation Challenges**

Update on 'Red Flags'  
*Dr Steven C Goldman*

17:45 **Networking Drinks Reception**

To register call the Booking Hotline: +44 (0)20 7017 5511

# Trade Controls - Asia

Conference Chair: **Toshio Watanabe**, Mitsui and MK Technology, Japan

Friday, 26th May 2006

8:30 Coffee

## 9:00 Opening Address:

**Francis C Record**, Acting Principal Deputy Assistant Secretary for Counterproliferation, US Department of State (invited)

## 9:30 Reexport Controls

■ Extraterritorial reach of US controls

■ "De minimis" rules

**Dana Townsend**, MK Technology

Comment: **Dr. Steven C. Goldman**

10:30 Coffee

## 11:00 Transshipment Control Issues

■ New and longstanding national programmes

■ Best practice

**Toshio Watanabe**

**Dr. Steven C. Goldman**

## 11:45 Technology Transfer Controls

■ What constitutes technology transfer?

■ 'Deemed exports' and knowledge transfer

■ Control of intangible technology transfer

**Jason Brown**,

**Osamu Fujimoto**, Director, Planning and Audit Division,

Security Export Control Headquarters, Fujitsu Limited, Japan

**Dr. Steven C. Goldman**

13:00 Lunch

## 14:15 The Role of Software in Effective Corporate Compliance Programs

An outline of the role software can play in areas such as export license determination, technology transfer management, license management, restricted party address screening, employee training, and demonstration of due diligence.

**Mark Brannan**, Senior Business Systems Analyst, AEB (International) Ltd., UK

## 14:45 Corporate Compliance

■ Setting up a Control Program

■ Establishing Controls in Affiliated Companies

■ Complying with Multiple Controls

■ Managing Controls on Technology

■ Best practice programmes

**Hisashi Riko**, General Manager, Mitsubishi Corporation, Japan

**Jason Brown**, **Toshio Watanabe**

15:30 Tea

## 15:45 Outreach for Industries

Support to industries for internal control program and related issues

**Representative, METI, Japan**

## 16:15 What's Ahead In Asian Trade Controls? Expansion of Cooperation Network among Asian Countries to Upgrade Export Controls

Panelists look at future plans for trade controls and regulations in the region and the enforcement environment.

**Jason Brown**, **Li Genxin**, **Toshio Watanabe**,

**Professor Takehiko Yamamoto**, President, Japan Association of International Security and Trade, and Waseda University, Japan

17:00 Close of Conference

## WHY YOU SHOULD ATTEND

IBC Global Conferences is pleased to announce a brand new event in the trade-controls professional's calendar. Trade Controls Asia is an expansion of the renowned Global Trade Controls conference which takes place in London every November. Global Trade Controls is chaired by Terence Murphy and is now in its 19th year. IBC brings this new event to Asia to reflect the rise of Asian trade and the presence of many telecoms, electronics and defence companies in the region.

This new event will focus on 'hands-on' subjects for trade controls professionals and features leading experts from Asia, Europe and the USA, both from government and industry.

Delegates will receive indepth information on current international regulations, including the scope of trade and multilateral controls, embargoes and sanctions, encryption controls, reexport controls, technology transfer, corporate compliance and supply chain security.

## Comments from the London Global Trade Controls conferences:

*'The definitive export control conference'* Govt of Singapore

*'Only conference of its type, world-renowned on a complex topic.'* NCR

*'Content very wide and interesting. Very good opportunity for export controls people all over the world to network and exchange information.'* Mitsui

## BUY THE CONFERENCE PAPERS!

Of course, nothing compares to 'being there', but you don't have to completely miss out. You can purchase the Trade Controls in Asia Compendium at just £325 (£350 overseas). Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be the source of invaluable reference for the future. For more information phone Alison Edwards on +44 (0)20 7017 5502 or fax on +44 (0)20 7017 4745 or email on [papers.info@informa.com](mailto:papers.info@informa.com)



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**CANCELLATIONS:** Cancellations received in writing by *Wednesday 10th May 2006* will be subject to a service charge of £110. It is regretted that cancellations received after this time cannot be accepted and are subject to full event fee. Substitutions are welcome at any time.

**It may be necessary for reasons beyond the control of the organisers to alter the content and timing of the programme or the identity of the speakers. In the unfortunate event that an event is cancelled Informa are not liable for any costs incurred by delegates in connection with their attendance. This contract is subject to English Law.**

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**Seminar Papers available**

You can purchase the Global Trade Controls Asia papers at just £325 per set (£350 overseas). Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be the source of invaluable reference for the future. For more information phone Alison Edwards on +44 (0)20 7017 5502, fax +44 (0)20 7017 4745 or email: [papers.info@informa.com](mailto:papers.info@informa.com)

Trade Controls in Asia

**VENUE DETAILS**

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Business E-mail \_\_\_\_\_ Tel \_\_\_\_\_  
Fax \_\_\_\_\_ Job Title \_\_\_\_\_

**COMPANY DETAILS**

Name of Company \_\_\_\_\_  
Department \_\_\_\_\_ Address \_\_\_\_\_  
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**PRICES & PAYMENT INFORMATION**

**FEES**

- Seminar Fee** £1050 £ \_\_\_\_\_
- Seminar Fee (for delegates based in Asia)** £899 £ \_\_\_\_\_

**TOTAL** £ \_\_\_\_\_

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