



C5

Business Information in a Global Context

Gain strategic insights from industry decision-makers on successfully doing business in Iran in a compliant manner

IRAN

Trade and Investment Forum

23rd – 24th January 2018
Steigenberger Hotel Berlin, Germany

BUSINESS



OPENING KEYNOTE ADDRESS:



H.E. Ali Majedi
Ambassador
Islamic Republic of Iran
in Germany

BENCHMARK AND GAIN PRACTICAL GUIDANCE ON DOING BUSINESS IN IRAN FROM:

- | | |
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| AloPeyk | Serkland Invest (Sweden) |
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CAPITALISE ON THE OPPORTUNITIES AND DEVELOP A ROBUST LEGAL AND COMPLIANCE FRAMEWORK

- Uncover the future business opportunities in Iran
- Understand how to structure your contracts to mitigate long term risks
- Gain invaluable insights on how to obtain funding to facilitate investment
- Learn how to navigate current sanctions regimes to do business
- Receive guidance on key export controls when trading with Iran
- Develop an effective anti-corruption policy
- Gain essential guidance on successfully structuring joint ventures with local partners

MAKE THE MOST OUT OF YOUR LEARNING AND NETWORKING EXPERIENCE BY ATTENDING PRACTICAL, IN-DEPTH AND INTERACTIVE PRE-CONFERENCE WORKSHOPS ON 22ND JANUARY:

- A** Establishing Business Relationships with Iranian Partners: Commercial, Legal and Compliance Considerations
- B** Navigating Payment Issues when Doing Business in Iran

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Business Information in a Global Context

Iran Signs a \$5 Billion Energy Deal With France's Total, Chinese Firm

Reuters

Iran is the second largest economy in the Middle East and North Africa region after Saudi Arabia, with an estimated GDP of **USD \$438.3 billion in 2017**. It also has the second largest population of the region after Egypt, with an estimated **80 million people**.

In a competitive global landscape, Iran therefore offers a rare opportunity for businesses to expand into a vast and virtually untapped market.

Following the lifting of EU sanctions, Iran's trade with the European Union topped **€9.9 billion** in the first half of 2017, registering a **95% rise** compared with the corresponding period in 2016. Exports to EU's 28 nations also exceeded **\$5 billion, a 227% rise year-on-year***

In the coming years, Iran will remain one of the biggest new markets in the world to do business in, with many companies looking to establish a presence there. However, it is far from a straightforward jurisdiction to operate in, and as well as the reimposition of US sanctions, companies must also navigate payment and financing challenges as well as due diligence, corruption and money laundering risks.

C5 have specifically designed a conference to meet your needs enabling you to capitalise on the wealth of opportunities whilst developing a robust legal and compliance framework.

As well as meeting other companies operating or exporting to Iran you will have the opportunity to benchmark and gain solutions to the following issues:

- Undertaking effective due diligence on your business partners
- Establishing a successful joint venture in Iran
- Structuring and protecting your investments
- Navigating the divergent approaches between US and EU sanctions
- Obtaining financing and export credit cover
- Develop and implement effective anti-money laundering programmes

Invest in this conference and ensure your company is fully prepared for the challenges ahead, whilst benefiting from the opportunities in this exciting market. **Join us in Berlin on 23rd & 24th January.**

Plus, do not miss our practical, interactive workshops on **22nd January**:

- A** Establishing Business Relationships with Iranian Partners: Commercial, Legal and Compliance Considerations
- B** Navigating Payment Issues when Doing Business in Iran

This event is fully compliant with all sanctions regulations.

* Eurostat data shared with the Financial Tribune

DISTINGUISHED SPEAKER FACULTY

H.E. Ali Majedi
Ambassador
Islamic Republic
of Iran in Germany

Julia Wersche
Export and Trade Finance
AKA Ausfuhrkredit
Gesellschaft mBH

Andreas Schweitzer
Senior Managing Partner
Arjan Capital Ltd

Mahnaz Mehrinfar
Senior Partner
International Law Office
Dr. Behrooz Akhlaghi &
Associates

Kostas Katsoulis
Director Global Trade
Cardinal Health

Pirouzan Parvine
Partner - Iran Team Leader
Dentons

Ramin Hariri
Partner
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**Dr. Tannaz
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Counsel
Dentons

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DF Deutsche Forfait AG

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Manufacturing GmbH

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Head of Embargoes
Division
Federal Office for
Economic Affairs
and Export Control

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Michael Tockuss
Managing Board Member
Germany-Iranian Chamber
of Commerce

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Director
Iran Business Hub

Timothy P. O'Toole
Member
Miller & Chevalier

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Member
Miller & Chevalier

Djordje Filipovic
General Manager &
Country President, Iran
Novartis Group

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Legal & Compliance
Counsel
Novo Nordisk

Salvatore Orlando
Head of MEAR
PartnerRe Ltd

Omid Gholamifard
Founder and CEO
Serkland Invest

Shahin Shamsabadi
Head of Business
Intelligence
Middle East & North
Africa, the Risk
Advisory Group

Raj Singh
International Legal Counsel
Syniverse

Victor Carstenius,
Senior Country Analyst
Middle East
The Swedish Export Credit
Agency

Philippe Vogeleer
Director of Advisory
Vodafone

Amin Ghanbari
Legal and Contract
Manager
SPI International
Proprietary Ltd

Emma Nawaz
Managing Director
Blackstone Solicitors
Limited (UK)

Ramin Rabii
CEO
Turquoise Partners

Mehdi Nayebi
Co-Founder & CEO
AloPeyk



AN ESSENTIAL EVENT FOR:

► Legal department & Compliance:

- General Counsel/
Legal Counsel
- Compliance Officers
- Trade Compliance functions

► Sanctions and compliance department:

- Head of Sanctions
- Head of Risk & Compliance

► Other Senior level professionals:

- CEO's, Managing Directors
- Contracts managers
- Investment Officer
- Project Managers
- Supply chain and product
distribution
- Business Development
- Sales/Marketing

► Attorneys and Consultants Specialising in:

- M&A's
- Iranian Business

PRE-CONFERENCE WORKSHOPS | MONDAY 22 JANUARY 2018

9:00 – 12:00 (Registration 8:30am)

A Establishing Business Relationships with Iranian Partners: Commercial, Legal and Compliance Considerations



Alessandra Colombo
EMEA Regulatory Counsel
Eaton Industries Manufacturing GmbH
(Switzerland)



Ramin Hariri
Partner
Dentons (France)

International companies looking to do business in Iran will often enter, or consolidate their position in the market by working closely with an Iranian partner, either through a business relationship, partnership agreement, formal joint venture, or in some cases a merger or acquisition of an Iranian company. This interactive and practical workshop will examine all of the legal and compliance considerations for companies entering the Iranian market through different structures.

Choosing a Business Partner

- What amounts to a sufficient level of due-diligence and what red flags should you be looking for when conducting checks on an Iranian business partner?
- What level of due diligence is required when analysing the ownership structure of a counterparty including beneficial ownership?
 - direct and indirect Iranian customers, same approach, or?
- How to avoid partnering with entities under sanctions
- What else needs to be cleared before taking commitments?
 - products, banks, payers, intended use, others?
- How to avoid facilitation by US colleagues?
- The importance of a cross functional approach and shared tracking tools
- Focus on internal communication and training sessions

Joint Ventures

- Practical tips for establishing workable joint ventures in Iran
- Incorporating a joint venture under Iranian law
- What are the liabilities and rights of the parties?
- An examination of conditions that must be satisfied
- Recent high profile joint ventures and where the opportunities exist

M&A's

- The use of M&A's as an entry strategy to Iran
- Taking two companies compliance programmes and getting them to align. How to decide what you are going to go with and how it is going to work?
- Identifying sanctions risks in M&A transactions

13:30 – 16:30 (Registration at 1:00pm)

B Navigating Payment Issues when Doing Business in Iran



Reiner Jahn
Vice-President
German-Iranian Chamber of Commerce (Germany)



Emma Nawaz
Managing Director
Blackstone Solicitors Limited (UK)

One of the biggest obstacles for companies looking to do business in Iran is the ability to make and receive payments. This practical workshop will examine the challenges that banks face when processing payments and accounts in this region and how they can be overcome. It will help you to establish a compliant strategy to make and receive payments out of Iran.

- How can international companies make and receive payments when doing business in Iran?
- How do you facilitate the transfer of funds to and from Iran?
- An overview of the different options - banking services, letters of credit and trade finance credit transactions
- Establishing a practical and compliant payment strategy for business transactions
- Acceptable payment structures for Iranian business transactions
- How to structure your payment routes
- What due diligence processes have to be followed to make sure that you can get paid and that you get paid legitimately?
- Screening requirements for Iranian transactions: which red flags to watch out for
 - how to determine if a payment channel is legitimate
 - how to return money if you find out it has not been sent through legitimate channels
- Breakdown of Iran sanctions relief and the banking framework
- Sanction compliant methods to receive payments out of Iran
- Enhancing your due diligence and screening
- What happens if an Iranian company opens bank accounts in Europe, is that feasible?

**South Africa's MTN to invest \$295 million
in Iranian Net broadband network** Reuters

**Volkswagen starts automotive business
in Iran** Volkswagen Group

MAIN CONFERENCE DAY ONE

TUESDAY, 23 JANUARY 2018

8:00

Registration and Refreshments

8:45

Opening Remarks by the Chairmen



Chris Parker MBE
Director
Iran Business Hub (UK)



Reiner Jahn
Vice-President
German-Iranian Chamber of Commerce (Germany)

9:00 **KEYNOTE ADDRESS**

Priority Sectors for Trade Development



H.E. Ali Majedi
Ambassador
Islamic Republic of Iran in Germany

9:30 **A REVIEW OF 2017**

Where are the Future Business Opportunities in Iran?

Moderator



Pirouzan Parvine
Partner - Iran Team
Leader
Dentons (France)



Omid Gholamifard
Founder and CEO
Serkland Invest
(Sweden)



Philippe Vogeeler
Director of Advisory
Vodafone (UK)



Salvatore Orlando
Head of MEAR
PartnerRe Ltd
(Switzerland)

Panelists

Ramin Rabii
CEO
Turquoise Partners
(Iran)

- Iran's macro-economic outlook
- Which sectors are seeing growth?
- Geo-political assessment of what is going to happen in the next 5-10 years, what are the various options?
- How the Government is facilitating economic expansion
- Recent contracts which have been signed with international companies
- Where are the opportunities in the next few years?
- How Iran's legal and regulatory environment is developing to support business
- Importance of an efficient Financial Service Industry for the Iranian economy
- Insurance and Reinsurance role & responsibility after a major CAT event
- Current trading and investment challenges
 - challenges in sourcing, negotiating and conducting due diligence
 - how they can be overcome

10:30

Morning Refreshments and Networking

10:50

Navigating the Current US Sanctions Regime – What Investors and Trading Companies Need to Know



Timothy P. O'Toole
Member
Miller & Chevalier
(USA)



Brian J. Fleming
Member
Miller & Chevalier
(USA)

- What sanctions are in place now and what have the US done in the last 12 months?

- How are the sanctions being stress tested?
- How far reaching will the sanctions be under the new regime?
- Impact sanctions have had on the banking system
- Ring-fencing models to carve out any risk under US sanctions
- Ensuring you can separate US persons through a Chinese wall for your operations in Iran
- Companies with relations with the US - how to avoid breaching secondary sanctions that are still in place
- Uncertainty of the US position towards JCPA, how would "snap back" provisions work in practice?
- Future sanctions that could possibly be applied and how to manage the risks

11:50

Understanding the Divergent Approaches between EU and US Sanctions and the Consequences of a Breach



Kostas Katsoulis
Director Global Trade
Cardinal Health
(Switzerland)



Shokooh Yazdani
Legal & Compliance
Counsel
Novo Nordisk (Iran)

- The contrasting approaches between the EU and US with regards to Iran sanctions
- Which EU and UN Sanctions remain in force after JCPOA?
- Successfully navigating EU regulations when transacting with Iran
- How to operate effectively under secondary sanctions
- How to make payments to Iranian banks
- How Snap-back could affect you
- Potential grey areas in the regulations
- Recent fines which have been levied for sanctions violations
- What companies can do to mitigate risks
- What are the current and anticipated enforcement developments?

12:45

Networking Lunch

14:00

Conducting Effective Due Diligence before Doing Business to Mitigate Risks



Philippe Vogeeler
Director of Advisory
Vodafone (UK)



Shahin Shamsabadi
Head of Business
Intelligence
Middle East & North
Africa, the Risk
Advisory Group
(UAE)

- Assessing the political, criminal and transactional risks
- How to define your risk threshold
- Finding suitable counterparties/business partners in Iran, with the right connections
- How to really vet your business partners in Iran
- How diversified are your partners?
- Do they have the investment potential they claim they have?
- What types of due diligence are being undertaken?
- Undertaking covert due diligence in Iran
- Spotting red flags that can cause reputational risks or operational and financial risks
- Why due diligence is different in Iran to other jurisdictions
- Key actions and parties that require due diligence checks; projects, activities, transactions, business associates and personnel

14:45

Key Considerations when Undertaking Joint Ventures with Local Partners



Tannaz Jourabchi-
Eisenhut
Counsel
Dentons



Amin Ghanbari
Legal and Contract
Manager
SPI International
Proprietary Ltd (Iran)

- Establishing a company in Iran - private joint stock company vs a limited liability company
- Joint ventures and distribution agreements
- Due diligence on joint ventures, how to uncover hidden risks before it is too late
- Checking beneficial ownership of joint venture partners
- Vetting your partners business associates
- Balance sheet formation standards
- How to structure joint ventures, what are the options?
- How they are regulated in Iran, what is permissible
- What are the restrictions and how to overcome them
- Considerations when undertaking joint ventures with Government entities
- How should Iranian companies facilitate a foreign company being their partner?

15:45

Afternoon Refreshments and Networking

16:00

Structuring and Protecting Investments in Iran



Mahnaz Mehrinfar

Senior Partner International Law Office

Dr. Behrooz Akhlaghi & Associates (Iran)

- How to invest in Iran
- Minimising the risk for repatriation of capital and dividends from Iran
- Complying with the Foreign Investment Promotion and Protection Act (FIPPA)
- The difficulties and shortcomings regarding banking transfers
- Limitations on foreign investment by national entities
- Restrictions on assets owned by foreigners and how can you structure the legal entities so foreigners can be part of that ownership
- How to invest without being in a joint venture that is majority owned by a national
- Making sure your investment is protected

16.30 **INDUSTRY ROUNDTABLES**

Doing Business in Iran

Join these industry roundtables for in-depth discussion and analysis on the opportunities and challenges of doing business in Iran. Exchange views, debate questions and share visions around current industry trends and what industry leaders have learnt so far when conducting business transactions in Iran. With each table led by a highly experienced moderator, you can benchmark strategies and find practical solutions to take back to your office.



INSURANCE

Salvatore Orlando

Head of MEAR

PartnerRe Ltd.



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Raj Singh

International Legal Counsel

Syniverse (Luxembourg)



ENERGY

Amin Ghanbari

Legal and Contract Manager

SPI International Proprietary Ltd (Iran)



CONSTRUCTION AND INFRASTRUCTURE

Ramin Hariri

Partner

Dentons (France)

PHARMACEUTICALS



Djordje Filipovic

General Manager & Country

President, Iran

Novartis Group

(Switzerland)

*** The roundtables will be held in strict accordance with the 'Chatham House Rule'. Drinks will be served during the roundtables.**

18:00

Chairmen's Closing Remarks and Conference Adjourns

MAIN CONFERENCE DAY TWO WEDNESDAY, 24 JANUARY 2018

8:30

Refreshments

9:00

Opening Remarks by the Chairmen



Chris Parker MBE

Director

Iran Business Hub (UK)



Reiner Jahn

Vice-President

German-Iranian Chamber of Commerce (Germany)

9:15

The Future of Financing in Iran: How can Companies Obtain Funding to Facilitate Investment?



Andreas Schweitzer

Managing Director

Arjan Capital Ltd (UK)



Christoph Charpentier

Member of the Management Board

DF Deutsche Forfait AG (Germany)



Reiner Jahn

Vice-President

German-Iranian Chamber of Commerce (Germany)

- Why it is so difficult to find a bank to finance projects
- What funding is available now?
- Current facilities and services available by Iranian Banks in Europe, to clients involved in Iran Business
- Current forms of payment and financing and sanctions behaviour by banks
- What funding is there expected to be? – A look into the crystal ball
- Where to look for long-term financing of projects
- Opportunities in Europe vs Middle East and the Far East for funding Iran projects
- Structuring transactions in a way that are likely to be the most acceptable for financial institutions
- Alternative ways of financing for Iran
- Finding the appropriate banking relationships to finance deals with Iran
- How you can structure international transactions without the need for cross border financing
- Short and medium outlook on movements within the financing and the insurance industry

Renault forms new joint venture company in Iran

Reuters

Boeing just sold Iran another \$3 billion of jets

Business Insider

10:15

Morning Refreshments

10:30

Obtaining Long and Medium Term Export Finance and Export Credit Cover



Julia Wersche

Export and Trade Finance

AKA Ausfuhrkredit Gesellschaft mBH (Germany)



Victor Carstenius

Senior Country Analyst Middle East

The Swedish Export Credit Agency (Sweden)

- What options are available in terms of export finance and export credit cover?
- What projects is it being used for?
- Prospects for obtaining long term export finance
- How can export credit agencies help facilitate trade with Iran?
- Conditions for obtaining export finance and export credit cover
- Requirement of bank securities or state guarantees
- The current status on long and medium term export finance and export credit cover regarding projects in Iran

11:15

Key Export Controls Considerations when Trading with Iran



Volker Anders

Head of Embargoes Division

Federal Office for Economic Affairs and Export Control (Germany)

- The current licencing regime for the export market
- How do you go about obtaining a licence?
- What licences are being rejected?
- Processing times for licences and the need to build it into your commercial contracts
- Experiences of getting controlled items to Iran and how companies are finding it
- What you need to understand about classification when exporting to Iran
- Conducting due diligence checks for exports to Iran

12:00

Networking Lunch

13:15

PE/VC in Iran



Dr. Clemens Maschke

Counsel

Dentons (Germany)



Andreas Schweitzer

Senior Managing Partner

Arjan Capital Ltd

Mehdi Nayebi

Co-Founder & CEO

AloPeyk (Iran)

- PE investment fund structures for Iran
 - > Trends, challenges and players
 - > Adapting to the economic and regulatory regime
 - > Overcoming financing, regulatory or political hurdles that can challenge the completion of deals
 - > Legal and structural issues arising from transactions
- Thought Leadership for PE business in Iran
 - > Rethinking PE in Iran
 - > Market potential
 - > Risks/return on Investments

14:15

Developing Watertight Contracts to Mitigate Long Term Risks



Behazin Hasibi

Legal Consultant

Khark Petrochemical Company (Iran)

Michael Tockuss

Managing Board Member

Germany-Iranian Chamber of Commerce (Germany)

- The importance of understanding the nature of local laws when drafting your contract
- How to structure your contracts to take account of future sanctions
- What safeguards must be included in contracts involving sovereign or state owned enterprises?
- Termination provisions – mitigating the risks of one party ending the contract
- Assessing the viability of get-out clauses in commercial arrangements
- Governing law and jurisdiction
- Ensuring adequate payment terms
- How to protect your contract from application of legislation or administrative measures subsequent to the conclusion of the contract

15:15

Afternoon Refreshments

15:30

Strengthening your Internal Systems to Prevent Corruption Risks



Chris Parker MBE

Director

Iran Business Hub (UK)

- Understanding the different business culture
- Risks of invoicing agents in order to engage companies in projects
- How local anti-bribery standards compare to an international level
- How to identify your company's internal weaknesses in relation to bribery and corruption risks
- Installing guidelines for your people on the ground to do business

16:15

Chairmen's Closing Remarks and End of Conference

SESSION SPONSOR



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Dentons Europe LLP advises a vast array of clients across a wide region, working out of 25 offices in 19 countries from Western Europe to Central Asia. In Europe, more than 1000 legal professionals including almost 300 partners act as trusted business and legal advisors on business projects and legal challenges, both within and across the region's jurisdictions and abroad.

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The purpose is to help European commerce regain the pre-eminent commercial relationship with Iran it enjoyed earlier in the 21st century. This it proposes to do by: sharing information among its member organisations; promoting the significance of Iran as a market to institutions and companies within Europe; and promoting, within Europe, an understanding of matters of joint concern in trade with Iran.



Investors Group Iran (IGI) is a consulting firm for the Iranian market that provides solutions for all sectors. We define ourselves as a full-service business and deal with any given task or challenge.

Iran is traditionally one of the most important markets for European products in the Middle East. Due to decades of detachment from global trade, the potential for development is substantial and necessary modernization measures can no longer be postponed. www.investorsgroupiran.com



The Italy-Iran Chamber of Commerce and Industry was created in 1999, being fostered either by the Embassy of the Islamic Republic of Iran in Italy and the joint efforts of many Italian industrial Associations. The main purpose of the Chamber is strengthening, fostering and developing economical and cultural relations by increasing the level of mutual knowledge, key tool for an effective integration



The CENTER FOR INTERNATIONAL LEGAL STUDIES - CILS/the CENTER - is a non-profit law research, training, and teaching institute, established and operating as a public interest society under Austrian law. Its international headquarters have been in Salzburg, Austria since 1976. Its essential purpose is to promote and disseminate knowledge among members of the international legal community.

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STEIGENBERGER

Venue Information

VENUE: Steigenberger Hotel Berlin
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Business Information in a Global Context

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Registration Information

Registration Code

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Delegate Substitutions and Cancellations

You must notify us by email at least 48 hrs in advance of the conference if you wish to send a substitute participant. If you are unable to find a substitute, please notify us in writing no later than 10 days prior to the conference date and a credit voucher will be issued to you for the full amount paid, redeemable against any other C5 conference in the next 12 months. Delegates may not "share" a pass between multiple attendees without prior authorization.

All cancelled conference registrations will be subject to a cancellation fee of £250 and applicable VAT. If the conference currency is EUR or USD a €350 and applicable VAT or \$350 cancellation fee will apply.

Any product extensions (inclusive of workshops, receptions, masterclasses, etc.) will be subject to a cancellation fee of £40 and applicable VAT. If the conference currency is EUR or USD a €50 and applicable VAT or \$50 cancellation fee will apply.

If you prefer, you may request a refund of fees paid less the applicable cancellation fee. No credits or refunds will be given for cancellations received within 10 days of the conference start date. No liability is assumed by C5 for changes in program date, content, speakers or venue. C5 reserves the right to cancel any conference it deems necessary and will, in such event, make a full refund of any registration fee, but will not be responsible for airfare, hotel or other costs incurred by registrants.