



EUROPEAN CLUB FOR COUNTERTRADE & OFFSET

An Association incorporated under French Law
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SYMPOSIUM #9

**November 18, 19 and 20, 2014
Le Meridien - Vienna - Austria**

AGENDA

This event is sponsored by:

GENERAL DYNAMICS
European Land Systems

From	Until	Speaker	Title	Organisation	Nationality
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Tuesday 18th November 2014

From	Until	Speaker	Title	Organisation	Nationality
7:00 PM	10:00 PM	Welcome drinks and buffet supper for all attendees			

Wednesday 19th November 2014

8:30 AM	8:35 AM	Welcome by ECCO Chairman			
8:35 AM	8:55 AM	Keynote: New approach in the field of economic diplomacy			
		Pascal Teixeira da Silva, French Ambassador in Austria			
8:55 AM	9:00 AM	ECCO Rules on Ethics and Competition			

Workshop - Offset and Compliance

Chairman: Harold Hepineuse - Deputy General Secretary of the Institut des Hautes Etudes sur la Justice (IHEJ) - Counsel, Vice Presidency at the World Bank

9:00 AM	9:20 AM	Compliance and Globalization			
		François Vincke	Lawyer at the Brussels bar-President of permanent board of ICC anti-corruption Committee-ICC Paris	International Chamber of Commerce	International
9:20 AM	9:40 AM	Fight against corruption and offset : the OECD perspective			
		Nicolas Bonucci	Director of Legal Affairs at OECD	Organization for Economic Co-operation and Development (OECD)	International
9:40 AM	10:00 AM	Changing Dynamics of Global Offsets and the Need for a Global Standard in Due Diligence - a Service Provider Perspective			
		Grant Rogan	Founder and Chief Executive Officer	Blenheim Capital Services Limited	England
10:00 AM	10:20 AM	Practical Advice-How to ensure compliance with the UK bribery Act and other such statutes while meeting Direct and Indirect Offset Obligations.			
		Toby Duthie	Co-Founder and Partner	Forensick Risk Alliance	England
10:20 AM	10:40 AM	High profile cases involving government procurement and corruption			
		Francesca Ingram	Senior Associate	DLA PIPER UK LLP	England

10:40 AM	11:00 AM	Coffee Break - Networking			
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11:00 AM	11:15 AM	Corruption Risks in International Offset Programs			
		Katie Fish	Project Officer - Companies Index	Transparency International	England
11:15 AM	11:30 AM	Industrial Cooperation & Offset in SAAB - A Compliance Perspective			
		Eva Söderström	VP - Head of Industrial Cooperation - Group Finance	SAAB Ab	Sweden
11:30 AM	11:45 AM	Financial & legal implications and reputational risks			
		Dominique-Pierre Lamoureux	VP, Ethics & Corporate Responsibility	THALES Group	France
11:45 AM	12:00 PM	Compliance implementation - TATA Technology			
		Nick Sale	Chief Operation Officer Europe	TATA Technologies	India
12:00 PM	12:15 PM	Basics of a robust anti-corruption program for an international group - including the control of the partners in sales, offset and M&A deals			
		Corinne Lagache	Chief Compliance Officer	SAFRAN	France
12:15 PM	12:30 PM	Offsets – Finland – Compliance			
		Tuija Karanko	Secretary General	Association of Finnish Defence & Aerospace Industries (AFDA)	Finland

From	Until	Speaker	Title	Organisation	Nationality
12:30 PM	12:45 PM	Offset and the IFBEC Collective Action			
		Pedro Montoya	Chairman ifbec- SVP Compliance Officer AIRBUS Group	AIRBUS Group	The Netherlands
12:45 PM	1:45 PM	<i>Lunch Break - Networking</i>			
1:45 PM	3:45 PM	Roundtable with speakers			
3:45 PM	3:50 PM	Conclusion by the Chairman			
3:50 PM	4:20 PM	<i>Coffee Break - Networking</i>			
4:20 PM	6:20 PM	ECCO Members only: General Assembly			
8:00 PM	11:00 PM	ECCO Annual Dinner for all attendees			

Thursday 20st November 2014

8:50 AM	8:55 AM	Welcome by ECCO Chairman			
8:55 AM	9:00 AM	ECCO Rules on Ethics and Competition			

Forum - Canada and South Korea

Chairman: Tuija KARANKO - Secretary General - Association of Finnish Defence & Aerospace Industries (AFDA)

9:00 AM	9:25 AM	Canada: Improving Outcomes from Procurement			
		Jeff Waring	Senior Director, Industrial and Technological Benefits	Industry Canada	Canada
9:25 AM	9:50 AM	General Dynamics Industrial and Regional Benefits (IRB) Experience in Canada			
		Steve Saiget	Staff VP - International Compliance	General Dynamics Corporation	USA
9:50 AM	10:15 AM	Canada's New Approach to Offsets for Defence Procurement			
		Brenda Swick	Member of Canadian Bar - Lawyer-Partner in Litigation/International Trade	McCarthy Tetrault	Canada
10:15 AM	10:45 AM	<i>Coffee Break - Networking</i>			
10:45 AM	11:10 AM	Offset Program Policy in Republic of Korea			
		Jong Ju Lee	Public Officer-Director of Offset Division-DAPA- South Korea	DAPA	South Korea
11:10 AM	11:35 AM	Offset Implementation in Republic of Korea			
		Hyun Jin Park	LTC(S)-Offset Trade Division	DAPA	South Korea
11:35 AM	12:00 PM	Offset in South Korea: Learnings and Best Practices			
		Patrick Searle	Business mentor	Former EADS	France
12:00 PM	12:55 PM	Roundtable with speakers			
12:55 PM	1:00 PM	Conclusion by ECCO Chairman			