



# THE 10TH JOINT INDUSTRY OUTREACH SEMINAR

## ON STRATEGIC TRADE MANAGEMENT - SINGAPORE 2022

Compliance Challenges in a Complex Regulatory Landscape

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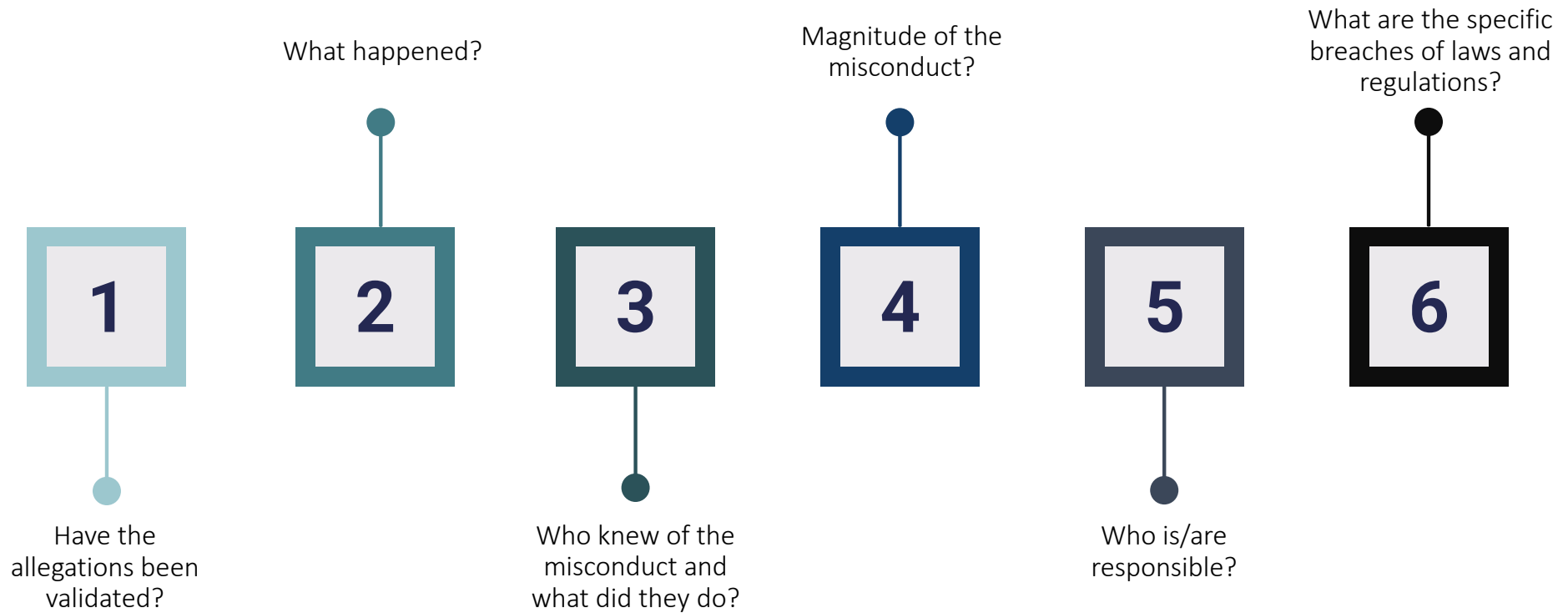
# Challenges In Conducting An Investigation

1. Answering key questions to regulators
2. Multiple stakeholders & third-party support
3. Complexity and time efforts required from company for support



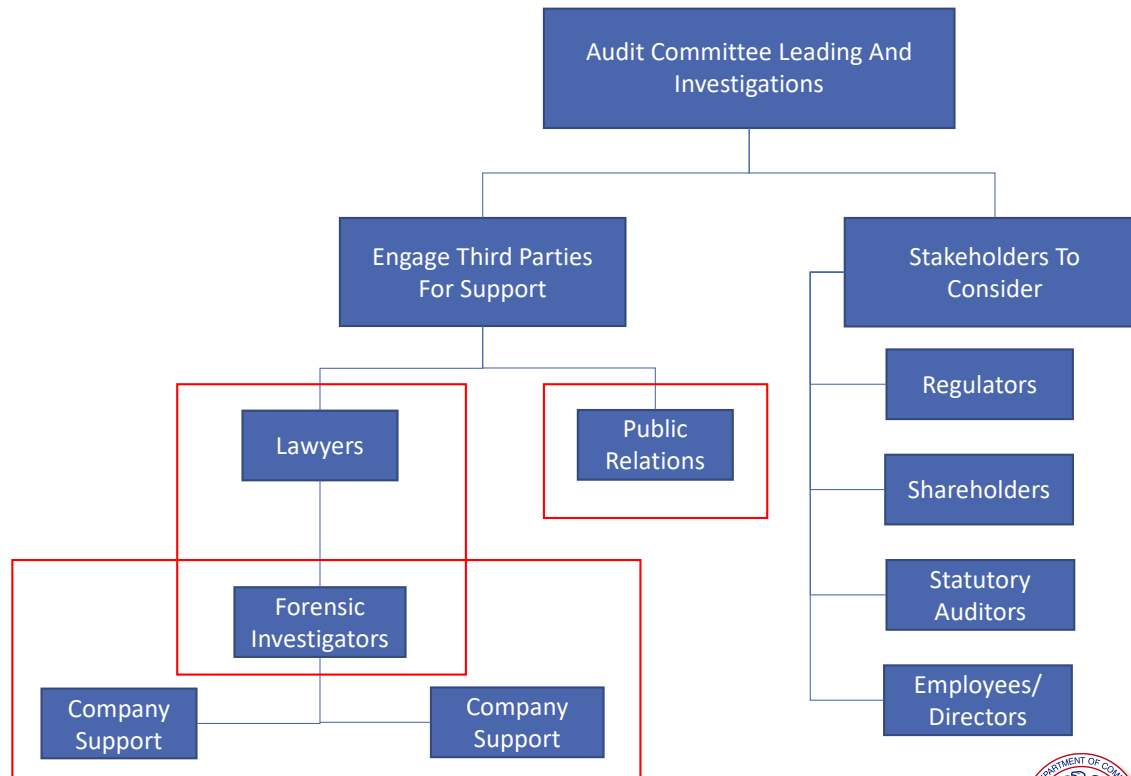


# Challenges In Conducting An Investigation: Answering Key Questions To Regulators





# Challenges In Conducting An Investigation: Multiple Stakeholders & Third-Party Support





# Challenges In Conducting An Investigation: Complexity And Time Efforts Required From Company For Support



## Customers

To whom did the company sell its products?



## Shipping

What products were included in each box?



## Manufacturing

What parts were incorporated in each product?



## Procurement



## Accounting

How much did the parts cost?



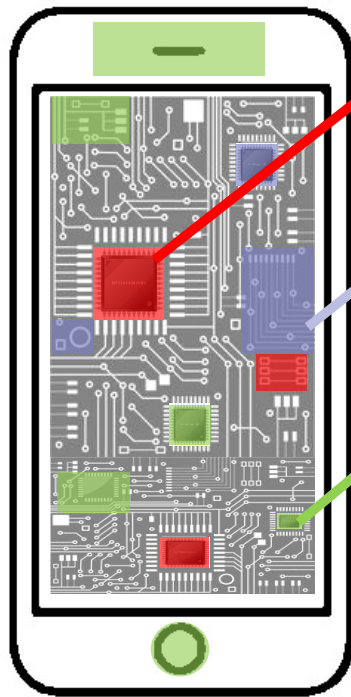
## Regulatory

How many of those parts are export controlled?





# Identify the Controlled Items / Technology



Country specific Controlled Part

Non-Controlled Part

Foreign-Origin Part





## Mitigating the investigation challenges: pre-emptive actions

- A robust compliance program
- Conduct regular audits on the compliance program
- Remediate issues arising from the audits

