



## Event Agenda

Lunch to Lunch event  
Get ready for tomorrow  
**Brexit-Symposium**  
20. – 21.11.2018 in Soest, NRW  
[www.brexit-symposium.com](http://www.brexit-symposium.com)



## Get ready for tomorrow on Brexit!

### Don't wait until it is too late – prepare now!

Our unique lunch-to-lunch event will provide you with solutions to mitigate the impact of Brexit on trade flows and customs processes. Deal or No-Deal will be decided at an extra EU Summit mid-November, at the KGH Symposium you will learn what the decision means in practice.

Preparation and contingency planning are the key to a successful post-Brexit environment. This event will help you prepare your business for the new trade requirements of the upcoming border, regardless of the outcome of the latest negotiations. Our experts are working directly with the UK and the EU on a Brexit solution for foreign trade!

### After the Brexit Symposium, you will know:

- Where we stand and what legal and commercial changes can be expected after the UK has left the EU.
- What impact Brexit will have on your operational and logistics processes.
- What official preparations are made to ensure that goods flow as smoothly as possible and how the economy should prepare.
- Where you can obtain the necessary support to prepare your business for post-Brexit trade.

The Symposium will provide you with all you need to know to make sure that your company has not missed the boat comes Brexit “D-Day”.

You will get the latest insights and knowledge on the different potential scenarios for the crucial Brexit-dates of 29th March 2019 and 31st December 2020. What will a possible transition period mean for you as a company? How should logistics be organized in anticipation of the upcoming changes and what will the new border mean for the Eurotunnel? How are experienced multinationals and other companies optimally preparing their operations for this monumental shift in EU dynamics and what advise do they have to share?

The Symposium will guide you on what vital preparations your company should make in order to not suffer any trade flow and supply chain disruptions, lose money, disappoint customers, and miss out on opportunities.

To ensure an interactive environment of openness in which speakers and participants can freely share information and views, the Chatham House Rule will apply – no affiliation is to be made publicly to speakers or participants.

## Event Infos and Partners

### Date:

20. November 12.30 h –  
21. November 2018 13.00 h (lunch to lunch)

### Location:

Stadthalle Soest  
Dasselwall 1  
59494 Soest, NRW, Germany

### Costs:

465,- € (plus VAT)

### Included in the price:

- Lunch-to-Lunch Catering
- Dinner with programme and networking opportunity
- Translation German <-> English

The event is organised on a cost covering basis and any profits would be donated to charity.

### Target audience:

European economic operators and stakeholders from all industries and sizes with UK trade relations.

For event registration and further information after the event, please see:

[www. brexit-symposium.com](http://www.brexit-symposium.com)

*„It is important that businesses of all sizes, including small and medium-sized enterprises (SMEs), prepare and that they take action now.“*

Message of European Commission in July 2018



sponsored by



11:30 – 13:00

## Registration and Meet & Greet Lunch

An informal lunch buffet will be served from 12noon onwards to welcome participants and offer the opportunity to network

13:00 – 13:45

## OPENING SESSION

### Introductions Symposium Moderator



### Donia Hammami

Vice-President Trade & Customs Consulting, KGH Customs Services

### Welcome Address



### Dr. Eckhard Ruthemeier

Mayor of the city of Soest

### Key-note Address



### Lars Börjesson

President & CEO, KGH Customs Services

### Chris Southworth

Secretary-General, International Chamber of Commerce (ICC), United Kingdom

13:45 – 15:00

## SESSION 1:

### Panel discussion – Brexit: where do we stand and what does this mean for you?

By mid-November the EU and UK plan to have finalized the Brexit-negotiations. What will the outcome be and how “bad” is it? Is there going to be a transition period and what will this mean for you in practice? Looking at both tariff and non-tariff barriers, the speakers will take stock of the upcoming realities and zoom in on the applicable regulatory framework of trading with the UK as a “Third Country” and the legal and commercial implications. How will Customs duties, Free Trade Agreement preferences and compliance with rules of origin, valuation and classification affect your costs of doing business with the UK? Supply chain visibility, resilience planning and identifying your maximum tolerable period of disruption will be vital in preparation of Brexit D-Day.



### Speakers:

### Dr. Andrew Grainger

Honorary Associate Professor, University Nottingham; Director, Trade Facilitation Consulting

### Prof. Dr. Hans- Michael Wolfgang

Professor, Institute of Customs and International Trade Law, University of Münster

### Dr. David Hesketh

Assistant Professor, Center for Customs and Excise Studies

### Prof. Dr. David Widdowson

CEO, Centre for Customs and Excise Studies; President, International Network of Customs Universities

### Moderator:

### Donia Hammami

Vice President Trade & Customs Consulting, KGH Customs Services.

### Discussion and Question and Answer



15:15 – 15:45

**Networking Session & Refreshments**

15:45 – 17:15



**SESSION 2:**

**Beyond Brexit D-Day –  
the future of UK-EU Trade**

Governmental capacity will be severely stretched by the estimated 200 million additional Customs declarations and 135,000 British companies facing import and export formalities for the first time, whereas the availability of customs brokers, freight forwarders and logistics providers is limited as well. Smart border solutions will be instrumental for smooth border crossings post-Brexit. Practitioners and experts from the UK and EU will share the latest and unique insights on how supply and value chains will be affected and discuss the biggest challenges companies will face. How have experienced multinationals with suppliers and customers on both sides of the Channel prepared their operations for this monumental shift in EU dynamics? What do they expect from their business partners and what advice do they have to share to mitigate the risks? The session will provide you with valuable building blocks for a practical Brexit Survival Guide and highlight how you can turn Brexit into an opportunity.

**Speakers:**

**Wilson DelSecorro**

Global Director of Government Affairs, Diageo

**Lionel van Reet**

Partner & Head Customs & International Trade, PWC Belgium

**Lars Karlsson**

Managing Director Global Consulting, KGH Customs Services

**Chris Southworth**

Secretary-General, International Chamber of Commerce (ICC), United Kingdom

**Moderator:**

**Donia Hammami**

Vice President Trade & Customs Consulting, KGH Customs Services.

**Discussion and Question and Answer**

17:15 – 18:45

**UK Flavoured Networking Drinks – live Scottish pipe & drums music**

Made possible with support of Diageo – world's largest producer of premium spirits with an outstanding collection of brands

sponsored by

**DIAGEO**

18:45

**BREXIT DINNER EXPERIENCE**

The best from Europe and the United Kingdom as an illustration of the importance of trade between the two countries.

09:00



**Welcome & Recap**

**Key-note Address**

**Moderator Donia Hammami**

Vice-President Trade & Customs Consulting, KGH  
Customs Services

**Oliver Wieck**

Secretary-General, International Chamber of  
Commerce (ICC), Germany

09:30 – 10:45



**SESSION 3:**

**Governmental preparations:  
the other side of the coin**

Speakers will elaborate on the practical preparedness measures and contingency planning of the European Commission and its remaining Member States for a “deal” or “no-deal” scenario. Looking at the other side of the coin: what can you do to make sure you are ready to meet their plans and adhere to the EU Union Customs Code? When will it be too late? Furthermore, ports and other major infrastructure hubs such as the Eurotunnel anticipate that Customs, sanitary and phytosanitary controls will cause significant delays at borders. Recognizing that Germany is a top producer of imports by value transported through the Eurotunnel, will we see record long traffic jams and how is the Channel tunnel working towards mitigating the worst impacts of a potential “cliff-edge” Brexit?

**Speakers:**

**Roel van 't Veld**

Senior Policy Advisor, Tax & Customs  
Administration, The Netherlands

**John Keefe**

Director Public Affairs, Getlink – formerly Groupe  
Eurotunnel

**Antonis Kastrissianakis**

Independent Senior Advisor on Customs and  
Borders (tbc)

**Tony Smith**

Chairperson, International Border Management  
and Technologies Association (IBMATA),  
exDirector General, UK Border Force

**Discussion and Question and Answer**

10:45 – 11:15

**Networking Session & Refreshments**

11:15 – 12:45



#### SESSION 4:

##### Panel discussion – making German business Brexit-proof

Focusing on the future of EU-UK trade flows, speakers will assess the specifics of German business preparations in the run-up to Brexit. A wide range of trade areas will be affected beyond direct border crossings, such as export/import licences, permits, certifications, legal certainty, and investment risks. How can you safeguard that you have sufficient in-house knowledge on the new UK Customs legislation while ensuring that your British suppliers and clients have the capacity to comply with the applicable EU formalities? Benefit from the practical experiences and guidance of German companies with regard to the upcoming Customs and excise procedures and controls. Tune into key components of the “Brexit Survival Guide” and be ready!

#### Speakers:

##### Steven Pope

Vice President Customs & Regulatory Affairs, DHL Express Europe

##### Representative of Siemens

(to be confirmed)

##### Michael Johnson

Director Global Customs & Foreign Trade, Vibracoustic GmbH

##### Thomas Hubbuch

CEO, Raffinerie Tirlémontoise -part of Südzucker AG (noch nicht bestätigt)

##### Dietmar Jost

Customs & Trade Facilitation Expert

#### Discussion and Question and Answer

12:45 – 13:00



#### CLOSING SESSION

##### Take home messages – Brexit Survival Guide

##### Marcus Hellman

Director Consulting Germany, KGH Customs Services

13:00

#### Lunch Buffet

with option to take away