

# SANCTIONS ADVISORY

We provide certainty in an uncertain world and help your company navigate sanctions and export controls with confidence.



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# Our Approach

In today's rapidly evolving geopolitical landscape, navigating international sanctions and export controls has become increasingly complex. Beyond mere compliance, businesses require strategic foresight to achieve sustainable profitability. At Sanctions Advisory we provide critical risk mitigation through deep expertise and global insights, empowering you to navigate these complexities with clarity and confidence, securing a distinct business advantage.



Leveraging on-the-ground experience and robust collaborations with government, private sector, and academic institutions worldwide, we translate intricate regulatory frameworks into actionable solutions. From multinational corporations to family-owned enterprises, our team delivers tailored strategies that streamline decision-making, enhance operational efficiency, and ensure preparedness for future challenges.

Let us guide you through the complexities of sanctions and export controls. We ensure you meet current obligations while equipping you to thrive in tomorrow's marketplace, allowing you to focus on achieving your business objectives. We assist in effectively managing your risk exposure, providing a layer of security that allows you to operate with greater peace of mind.



# Client Support

## **Risk Program Implementation**

We have conducted audits and reviews of financial, maritime, and defense manufacturers and helped implement structural and organizational improvements to satisfy the expectations of EU, UK and US enforcement bodies.



## **Risk Forecasting**

We have helped clients in the finance, energy, and food industries which are headquartered in the US, EU, and Asia anticipate and prepare for potential future political risk scenarios with China and Russia and the likely Western sanctions and export control responses.



## **Risk Advice & Decisionmaking**

We advise clients on real-time risks of specific transactions, customer relationships, and business deals to enable their decision-making to achieve compliance with US, EU, and UK sanctions and export controls.



# Packages

## Actionable Intelligence Advisor

### Essential Intelligence

Stay informed and proactive with tailored insights that highlight what matters most to you and what you can do about it - before your competitors.

#### Key Features

- Tailored advisory notes of critical developments to you and your industry

### Strategic Intelligence

Gain deep, forward-looking insights with a trusted sparring partner who helps you navigate key risks and opportunities.

#### Key Features

- All features of Essentials package
- Monthly live Horizon Scanning/Forward Intelligence Briefing
- Analysis of global trends and their impact on your business

## Risk Management Optimizer

### Risk Essentials

Strengthen your sanctions compliance program with expert analysis and strategic recommendations.

#### Key Features

- Compliance documents review
- Virtual consultations with key personnel
- Risk assessment based on industry, geographic, plans and ambitions

### Risk Management Pro

Elevate your compliance program with a comprehensive deep dive and continuous improvement

#### Key Features

- Comprehensive document analysis
- In-depth interviews
- Pain-point identification
- Actionable improvement roadmap

## Executive Advisory Partner

\*Most effective when paired with the other packages

### Executive Edge

Stay ahead of the competition with a responsive advisor able to advise whenever challenges arise

#### Key Features

- Have the comfort of knowing you have a trusted advisor to call on when the need arises

### Executive Advantage

Achieve long-term strategic advantage with a trusted advisor to provide continuous expert support to proactively avoid issues before they become business challenges

#### Key Features

- 24/7 On-call advisory to tackle all issues
- Strategic guidance on emerging trends and issues
- Option for embedded expertise for enhanced decision-making and execution by in-house staff

# Industry-Specific Solutions

## **SHIPPING AND FREIGHT FORWARDING**

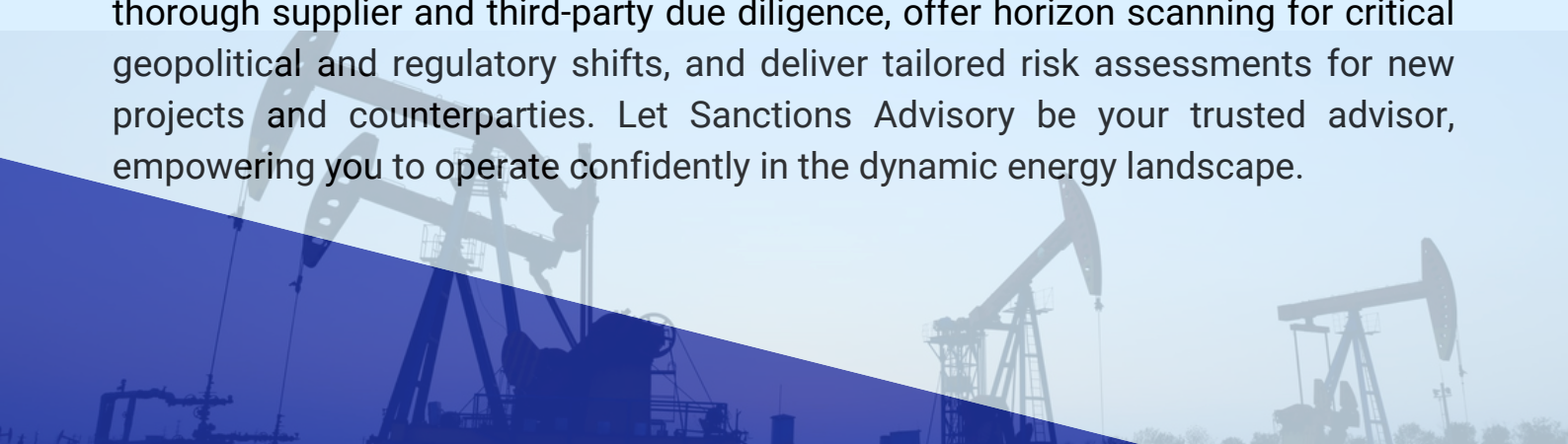
In the fast-paced world of shipping and freight forwarding, the complexities of global trade can expose your business to significant sanctions and export control risks. With countless intermediaries, diverse jurisdictions, and often incomplete information, the potential for costly compliance failures looms large. Reputational damage, business disruptions, hefty fines, and even criminal penalties are real threats.

We offer tailored solutions for freight forwarders and shipping companies, advising and supporting in implementing the tools, frameworks and technologies to navigate the unique challenges of the industry. We help build robust compliance programs tailored to industry-specific risks, conduct audits to assess existing controls and offer targeted training to help organizations identify and counter circumvention attempts. Our horizon scanning services enable businesses to anticipate regulatory changes in advance, ensuring adequate time to adjust their compliance strategies proactively. Our approach frees freight forwarders and shipping companies to focus on the future, not on costly cleanups and enforcement actions.

## **OIL, GAS AND ENERGY**

The oil, gas, and energy sector navigates a complex web of geopolitical risks, stringent sanctions, and expanding export controls, demanding unwavering compliance to safeguard operations. Are you confident your current due diligence and risk assessment strategies are robust enough to withstand the scrutiny of regulators and the volatility of global markets?

Our expertise enables you to navigate these complex regimes. We conduct thorough supplier and third-party due diligence, offer horizon scanning for critical geopolitical and regulatory shifts, and deliver tailored risk assessments for new projects and counterparties. Let Sanctions Advisory be your trusted advisor, empowering you to operate confidently in the dynamic energy landscape.



# Industry-Specific Solutions

## **MANUFACTURING**

Manufacturers today face a complex web of sanctions and export control requirements, where previously unrestricted goods now demand security and often licenses. It is no longer sufficient to make an excellent product, now they must contend with knowing the capabilities and restrictions of their finished products as well as the restrictions and risks that come from their supply chains and product inputs. Are you positioned to tackle the long arm of US export controls or ensuring your supplies are free from forced labor inputs?

We empower manufacturers to stay ahead of these challenges. We provide industry-leading horizon scanning on emerging developments, comprehensive risk assessments of your supply chains and vendors, and tailored training to equip your personnel with the knowledge to identify and mitigate risks. Partner with us to navigate this complex landscape with confidence, ensuring your manufacturing processes and products remain compliant and your business resilient.

## **METALS AND MINING**

The global metals, mining, and trading industry operates within a complex web of sanctions and export controls, particularly with raw materials and high-risk jurisdictions. Navigating this landscape requires more than just awareness; it demands robust risk and compliance practices to avoid costly regulatory breaches and supply chain disruptions. Are you confident your current measures are enough?

Our solutions provide a comprehensive approach, offering risk assessments for new projects, horizon scanning for emerging geopolitical risks and regulatory changes, in-depth due diligence on suppliers, operational audits, and tailored training. By partnering with us, you gain the expertise needed to navigate the evolving geopolitical and regulatory landscape with confidence

# Industry-Specific Solutions

## **DEFENSE**

The defense sector is no stranger to export controls and their stringent requirements. The expanding sanctions and export control environment requires constant improvement in policies, approaches and tools. Sanctions Advisory offers tailored support designed to maximize efficiency and minimize risk. We streamline licensing processes, develop robust compliance frameworks, provide specialized training for all operational and business segments, and deliver horizon scanning to proactively address emerging risks and regulatory changes.

Our end-to-end solutions empower defense companies to navigate the increasingly complex regulatory environment with confidence and efficiency. Let Sanctions Advisory be your strategic risk advisor, enabling you to focus on your core mission while we safeguard your business and operations from regulatory disruptions.

## **FINANCIAL AND SECURITIES SECTOR**

In the high-stakes world of finance and securities, maintaining impeccable sanctions compliance is non-negotiable. With regulators demanding ever more proactive measures and the landscape constantly shifting, are you confident your institution is truly ahead of the curve? The requirements only grow, and the latest requirements to prevent facilitation of export control violations adds yet another layer of complexity.

Our solutions ensure you have a trusted advisor for all elements of your sanctions and export control risk management program. Combining direct US government sanctions expertise with an intimate understanding of Nordic banking we help financial institutions stay ahead of global risk and regulatory developments. We provide real-time advisory, program development, tailored training, and horizon scanning to keep you informed and compliant. To bolster your readiness, we conduct mock inspections, ensuring your team can confidently face any regulatory review. Partner with us to fortify your compliance, reduce risk, and maintain operational resilience in an increasingly intricate sanctions and export control environment.

# Industry-Specific Solutions

## TECH

The tech industry, with its rapid innovation and global reach, must navigate a minefield of evolving sanctions and export controls. Are you confident your company can keep pace with regulations, ensuring you don't inadvertently transfer sensitive technologies or export prohibited services? The risks are high, and the stakes are ever-increasing.

Our solutions provide the strategic guidance and tools you need to stay compliant while fostering growth. We conduct thorough due diligence on business partners, offer expert advice on the implications of sanctions for new products, and assist in securing necessary licenses for restricted technologies. We empower tech companies to anticipate and mitigate risks through industry-leading horizon scanning and specialized training for compliance teams and executives. Let Sanctions Advisory be your trusted advisor, enabling you to innovate and expand securely.

## STARTUPS

Building a startup is a whirlwind, and the last thing you need is the looming threat of complex sanctions regulations. But ignoring them can stifle growth before it even begins. As fellow entrepreneurs, we understand the balancing act. We're here to help you navigate today's compliance hurdles and prepare for tomorrow's expansion, ensuring you can launch new products and venture into international markets with confidence, free from unexpected regulatory roadblocks.

We provide startups with cost-effective, scalable compliance solutions, including risk assessments, due diligence, horizon scanning, and targeted training. Our frameworks grow with your business, ensuring you stay compliant from day one to global success. By partnering with us, you build a strong risk management foundation, enhance your credibility with investors and partners, and focus on what truly matters: growing your innovative venture. Let Sanctions Advisory be your trusted partner in navigating the complexities of sanctions compliance, so you can focus on building your dream.

# Our Team



## COPENHAGEN



**Tyler Nielsen, CEO & Principal Advisor**

While based in Copenhagen, Tyler directly leads and manages all of Sanctions Advisory's client support across the Nordics and around the globe. As a frequent engagement partner with academics, government officials and industry professionals in Brussels, Washington and capitals around the world, he provides unique global insights to our clients. Tyler has a breadth of experience helping to craft, implement and enforce US sanctions from his previous roles with the US Department of the Treasury, US Department of State, and the US Embassy Helsinki. Tyler brought his unique insights on the formulation of sanctions policy and application of sanctions enforcement to the Nordics when he served as the Head of Advisory – Sanctions at Nordea and now leads our efforts to enable Nordic firms to develop and implement effective and efficient sanctions risk management programs.

## OSLO



**Ida Seljesæter, Advisor & Country Lead - Norway**

Ida is a Norwegian native based in Oslo, specializing in supporting clients across the finance, energy, and pharmaceutical sectors to manage their risks in the Asia-Pacific region, particularly toward China and Taiwan. With meticulous attention to detail, she excels at identifying and understanding the complexities of risk, ensuring clients are well-prepared to navigate challenges. Ida holds a master's degree in Security Risk Management from the University of Copenhagen and a bachelor's degree in Politics & International Studies and Security Studies from Griffith University in Australia where she graduated with Distinction. Her academic background, combined with her hands-on experience, makes her an invaluable asset in providing strategic insights and tailored risk management solutions.



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