



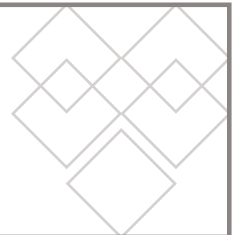
International Trade & Sanctions 2022



PROFILED:

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Curtis, Mallet-Prevost, Colt & Mosle LLP



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International Trade & Sanctions



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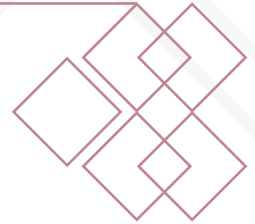
PERSONAL BIOGRAPHY

Mark Handley is a seasoned litigator, who specialises in UK financial and trade sanctions and export controls. His white-collar practice extends to anti-money laundering, the Bribery Act and commercial fraud, as well as internal investigations and compliance advice. He has spoken at numerous conferences in the US, Europe and the UK, and has published widely on sanctions and anti-corruption enforcement. He combines this with a broader disputes practice including international arbitration and litigation.



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**Q&A WITH MARK HANDLEY****Looking back, have you fulfilled the ambitions and aspirations you set for yourself early in your career?**

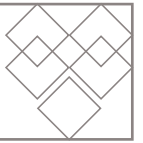
◆ I cannot say that I had a plan to follow as a junior lawyer. I certainly did not plan on developing a practice in sanctions and export controls. The very first matter I worked on that involved sanctions was an M&A deal with a US company conducting due diligence on a French company that was doing business with Iran. The different approaches of purchaser and target were revealing, and the management of the French company just could not understand why a profitable business line would have to be stopped if the deal went ahead. That was revelatory for me and sparked my interest in the area and I started putting myself forward for all the sanctions matters I could get my hands on. That continues to this day, and I cannot see it changing any time soon.

What strengths and characteristics do you, your team and your firm strive to demonstrate to clients?

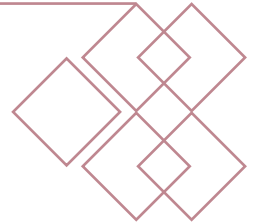
◆ There is no substitute for technical knowledge. The client must know that they are in safe hands. But technical knowledge without real world common sense and understanding can lead to error. Most importantly, however, what clients want is clarity and certainty. They want a guide for their decisions and practical help: a road map for them to follow. The typical lawyer answers of 'yes and no' are often less than helpful and lead only to frustration and confusion. In the area of sanctions this is not always easy, but we work hard to deliver that clarity of advice to clients.

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Reflecting on your area of expertise, how do you see this sphere of the market shaping up over the coming months? Are any exciting trends or developments on the horizon?



◆ The coming months will see significant developments in the field of sanctions. Not just in the implementation of ever more sanctions against Russia, but also with the reforms on the standardisation of criminal enforcement planned by the European Union, and perhaps most importantly the avalanche of commercial disputes arising out of the imposition of sanctions. This is likely, for the first time, to produce a body of case law that will clarify so many of the currently opaque issues. For example, the ICC has already said that a third of its arbitrations now involve sanctions. That gives a sense of the scale of sanctions disputes now arising.

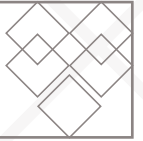


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**REPRESENTATIVE ENGAGEMENTS**

- ◆ Currently acting for an aircraft leasing company in commercial disputes with sanctioned Russian entities.
- ◆ Currently acting for a European construction and engineering company in three interrelated disputes (one arbitration and two High Court cases) with a Russian company arising out of the impact of sanctions on a commercial project.
- ◆ Providing compliance advice and analysis across numerous sectors, including financial services, oil and gas, transport, infrastructure and engineering, chemicals, military goods, food products, retail and telecoms.
- ◆ Acting for various state-owned companies of a country subject to UN sanctions.
- ◆ Advising various state-owned entities in a former CIS state on the potential impact of the current raft of Russian sanctions.
- ◆ Assisting in the sanctions and export controls due diligence on the acquisition of a global manufacturing company which raised multiple sanctions issues under various sanctions regimes, notably those against Iran, including post-transaction remediation and consideration of reporting to the UK authorities.

