

# 2016 BAFT Canada

## TRADE FINANCE WORKSHOP

November 3–4, 2016 | Toronto, Canada



Hosted by: **BMO**  **Capital Markets**



Workshop Hosted by



**Thursday, November 3**

**8:00AM - 8:30AM**

**Breakfast & Registration**

**8:30AM – 8:45AM**

**Welcome**

**Peter Grills**

Managing Director, Global Trade  
BMO Capital Markets

**Normand Girard**

Director – Global Trade Operations  
BMO Financial Group

**8:45AM - 9:15AM**

**Global Trade Initiatives and Industry Collaboration**

Update on trade related initiatives with different industry bodies.

*Speaker*

**Patrick DeVilbiss**

Director of Operations  
BAFT

**9:15AM – 10:15AM**

**Guarantee Bonds**

Insights into specific types of guarantees and bonds. Gain an added dimension for understanding their purposes and the difference between performance and financial obligations. What are the challenges encountered by guarantee practitioners in handling them.

*Speaker*

**Rebecca Hazan**

Director, Trade & Supply Chain Finance  
Scotiabank

**10:15AM – 10:30AM**

**Coffee Break**

**10:30AM – 11:30AM**

**SUPPLY CHAIN FINANCE STARTER KIT**

For those who wonder what is Supply Chain Finance, this will start you off on the right path for this corporate offering that has been taking off across global trade. The discussion will give an industry view of the most common form of Supply Chain Finance with an inside look at the bank operational side i.e. what corporate clients are looking for and how from a bank's view this is being delivered to the market.

*Speaker*

**Philippa Fitzsimons**

Director Trade Finance, Corporate Banking  
CIBC Capital Markets

**11:30AM -12:15PM**

**EDC Supporting Trade Transactions**

EDC coverage can greatly enhance the payment security of trade transactions such as documentary credits, invoice receivables and guarantees. Understand how a LC transaction flow works between the exporter, the bank and EDC. What steps to take for arranging EDC insurance, what are the responsibilities of the parties, and what you need to know and do in order to lodge a claim.

*Speaker*

**Mike Osborne**  
Senior Financial Services Manager  
EDC

**Brent Smith**  
A/Manager Contracting, Insurance and Bonding  
EDC

**12:15PM – 1:15PM**  
**Networking Lunch**

**1:15PM – 2:15PM**  
**Trade Technology – Blockchain**

What is blockchain (distributed ledgers) and how might it make significant changes to trade finance? Banks, fintechs and consortiums are vying to answer that question. In this session we will start with the basics and give an overview the quickly evolving landscape.

*Speaker*

**Kitt Carswell**  
Vice President, Senior Offering Manager  
CGI

**2:15PM– 3:15PM**  
**ICC Opinions update**

A review of finalized ICC Opinions which sparked lively debates at the Johannesburg ICC Banking Commission Meeting in April 2016.

*Speakers*

**Normand Girard**  
Director – Global Trade Operations  
BMO Financial Group

**Rita Ricci**  
Global Head – Trade Expertise Desk  
BNP Paribas

**3:15PM – 3:30PM**  
**Coffee Break**

**3:30PM -4:30PM**  
**Single Issue Questions**

*Speakers*

**Ordene Hunte**  
Letter of Credit Manager  
CIBC

**Andy Subasinghe**  
Vice President, Global Trade Finance  
TD Securities

**4:30PM – 5:15PM**  
**Export LC backed to Collection**

In trade finance, we often hear of back to back LCs, but how can a LC backed to a collection work when financing is also required? What are the risks and benefits?

*Speaker*

**Nino Makedessi**  
Directeur Principal/Senior Manager  
Transactions Commerce International

Banque Nationale de Canada

**5:15PM – 5:30PM**

**Day 1 Wrap-Up**

*Speaker*

**Rita Ricci**

Global Head – Trade Expertise Desk  
BNP Paribas

**5:30PM – 7:00PM**

**Networking Reception**

**Duke of Westminster (Pub)**

*Individuals responsible for own charges*

## Friday, November 4

**8:00AM - 8:30AM**

**Breakfast & Registration**

**8:30AM – 8:45AM**

**Welcome**

**Rita Ricci**

Global Head – Trade Expertise Desk  
BNP Paribas

**8:45AM – 9:45AM**

**Sanctions**

An overview of recent developments and best practices in a global sanctions compliance program.

*Speaker*

**Keith McCormick**

Senior Manager, Sanctions Compliance  
BMO Financial Group

**9:45AM – 10:45AM**

**Bills of Lading for transport by sea – what we need to know**

A look at the various transport documents used for moving cargo by sea and the important elements that impact L/C transactions, particularly in L/C structure and documents examination. Key issues relating to Marine, Multimodal, Charter Party and Straight Bills of Lading will be discussed aiding bankers to educate the customer, and vice-versa.

*Speaker*

**Christopher J. Gillespie**

President & CEO  
Gillespie-Munro Inc.

**10:45AM – 11:00AM**

**Coffee Break**

**11:00AM – 12:00PM**

**Mock Court**

An interactive forum where the facilitators and participants arbitrate topical letters of credit issues in a court room setting. (Place holders) – speakers subject to change

*Moderator*

**Normand Girard**

Director – Global Trade Operations  
BMO Financial Group

*Judge*

**Lida Bucyk**  
Senior Counsel  
CIBC

*Parties*

**Rajan Sharma**  
Director, Risk Management & Credit Control  
TD Securities

**Nino Makdessi**  
Directeur Principal/Senior Manager  
Transactions Commerce International  
Banque Nationale de Canada

**12:00PM – 1:15PM**  
**Networking Lunch**

**1:15PM – 1:45PM**  
**Collections Avalization/Trust Receipt**  
*Speaker*

**Andy Subasinghe**  
Vice President, Global Trade Finance  
TD Securities

**1:45PM – 2:30PM**  
**Trade Product Case Study: Bank to Bank Reimbursements**  
*Speaker*

**Ordene Hunte**  
Letters of Credit Manager  
CIBC

**2:30PM – 3:15PM –**  
**Oil & Gas Best Practices**

Update on trade related initiatives with different industry bodies and presentation on BAFTs newly released  
*Oil & Gas Best Practices Guidance Document*

*Speaker*

**Rita Ricci**  
Global Head – Trade Expertise Desk  
BNP Paribas

**3:15PM – 3:30PM**  
**Wrap-Up**

**Normand Girard**  
Director – Global Trade Operations  
BMO Financial Group