

2016 BAFT  
**New York**  
TRADE FINANCE WORKSHOP

June 16–17, 2016 | New York, New York



Hosted by: **Deutsche Bank**



**BAFT**

Workshop hosted and sponsored by:



**Deutsche Bank**

**Thursday, June 16**

**8:00AM – 8:30AM**

**Continental Breakfast and Registration**

**8:30AM – 8:45AM**

**Welcome and Introduction**

**John Baranello**

Director, Head of Trade Finance Product  
Management-Americas  
Deutsche Bank

**8:45AM – 9:15AM**

**Global Trade Initiatives and Industry Collaboration**

Update on BAFT and other trade related initiatives with different industry bodies

**Stacey Factor**

Senior Vice President, Trade Products  
BAFT

**9:15AM – 10:15AM**

**Standby Letter of Credit Session – Single Issue Questions**

**Kristine Siebel**

Chair  
Standby Letter of Credit/Guarantee Committee

**Don Smith**

Consultant  
Global Trade Advisory

**10:15AM – 10:30AM**

**Coffee Break**

**10:30AM – 11:30AM**

**URDG 758 and International Guarantees**

International guarantees may be subject to different laws, regulations and practices in other countries which are not necessarily known by all parties. Are there solutions for dealing with open-ended guarantees, the nature of the undertakings, 'extend or pay' requests, transferability issues, non-documentary conditions, etc...? How does the URDG758 respond to these challenges?

**Gauthier Bernard, CDCS**

Expert Consultant – International Guarantees  
BNP Paribas

**11:30AM – 12:30PM**

**Automatic Extension Best Practices**

A report on the status of the Standby Letter of Credit / Guarantee Committee Working Group on Industry Practices

**Kristine Siebel**

Chair  
Standby Letter of Credit/Guarantee Committee

**Don Smith**

Consultant  
Global Trade Advisory

**12:30PM – 1:15PM**

**Networking Luncheon**

**1:15PM – 2:00PM**

**US Antiboycott Compliance**

**Cathleen Ryan**

Assistant Director of Enforcement  
Office of Antiboycott Compliance  
Bureau of Industry and Security, U.S. Department of Commerce

**2:00PM – 2:30PM**

**What's New at SWIFT**

**Janna Webskowski**

Product Manager  
U.S. Bancorp

**2:30PM – 3:30PM**

**AML/Trade Compliance Panel**

The panel will discuss the changes in regulatory expectation, like extension of trade based financial crime coverage from traditional Money Laundering to areas of Tax Evasion / Fraud and Defence & Dual Use Goods. The challenges banks face in designing and implementing controls when the criminals quickly find ways around AML controls. Discussion includes differentiating between Trade Based Money Laundering (TBML) and Trade Finance Based Money Laundering (TFML), what bank can monitor/control and where port or customs authorities need to step in. Industry stakeholders need to work together in combating trade based financial crime.

**Talal Mahmud**

Regional Head Financial Crime Compliance, Trade  
Standard Chartered Bank

**Ian Wright**

Consultant

**3:30PM – 3:45PM**

**Coffee Break**

**3:45PM – 4:30PM**

**Latest ICC Opinions**

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

**Rita Ricci, CDCS**

Global Head, Trade Expertise Desk  
BNP Paribas

**4:30PM – 5:00PM**

**Distributed Ledgers and Potential Applications**

To promote broad understanding how distributed ledger technology could impact global transaction banking, Henry Roxas will describe R3's business model, network architecture, and illustrative trade finance use case efforts.

**Henry Roxas**

Senior Business Analyst  
R3CEV

**5:00PM**

**Day One Wrap-Up**

**John Baranello**

Director, Head of Trade Finance Product  
Management-Americas  
Deutsche Bank

Friday, June 17

**8:00AM – 8:30AM**

**Continental Breakfast and Registration**

**8:30AM – 8:35AM**

**Welcome**

**John Baranello**

Director, Head of Trade Finance Product  
Management-Americas  
Deutsche Bank

**8:35AM – 9:30AM**

**Oil & Gas**

Presentation on BAFTs newly released

*Oil & Gas Best Practices Guidance Document*

**Glenn Ransier**

Vice President, NA Market Manager  
Citibank NA

**9:30AM – 10:15AM**

**Trade Finance from a Regional Bank P.O.V.**

**Angelina Juarez, CDCS**

Vice President & Manager of International Operations  
UMB Bank

**10:15AM – 10:30AM**

**Coffee Break**

**10:30AM – 11:30AM**

**OFAC**

**Jim Wilde**

Office of Foreign Assets Control  
U.S. Department of the Treasury

**11:30AM – 12:15AM**

**This Digital Thing Does Not Have to Be So Hard—Online Presentations Under UCP 600**

While there are a lot of new ideas for changing trade and digitizing trade documentation, including BPOs, E-BLs and even e-UCP transactions, most of the benefits of these new technologies can be achieved with existing letter of credit rules and documents. Review two Fortune 500 case studies: How are major exporters presenting original UCP 600 letter of credit, examined in the US to issuing banks in China within a day or a few days after shipment without international courier expense or delay. Yes--including the original transport document!

**Elizabeth Payment**

Vice President, Product & Client Development  
Trade Technologies, Inc.

**12:15AM – 1:00PM**

**Networking Luncheon**

**1:00PM – 1:45PM**

**Standard Definitions for Techniques of Supply Chain Finance**

Learn about the publication of a cross industry glossary for Supply Chain Finance Products:

Who? What? Why? And next steps

**Stacey Factor**

Senior Vice President, Trade Products  
BAFT

**1:45PM – 2:30PM**

**What Corporates Expect from Their Trade Banks**

**Jennifer Davidson**

US Trade Execution Manager  
Cargill

**2:30PM – 2:45PM**

**Coffee Break**

**2:45PM – 4:00PM**

**Moot Court**

An interactive forum where the facilitators and participants arbitrate topical letters of credit issues in a courtroom setting.

**Michael Evan Avidon, Esq.**

Partner and Co-Chair, Banking and Finance Group  
Moses & Singer LLP

**4:00PM**

**Workshop Wrap-Up**

**John Baranello**

Director, Head of Trade Finance Product  
Management-Americas  
Deutsche Bank