28th Annual BAFT Conference on International Trade
September 26–28, 2018 • Chicago, IL

Playing to our Strengths
**WEDNESDAY, SEPTEMBER 26**

**9:00AM – 5:00PM**  
*Pre-Conference Event: Supply Chain Finance Bootcamp*  
*Lucerne III*  
On its third year, this popular workshop is a deeper dive training, offered in conjunction with the Annual Conference. Separate registration required.

**9:00AM – 6:30PM**  
*Bilateral Meetings*  
We’ve carved out special times throughout the conference for you to network with prospects, clients and colleagues. We kindly request you schedule bilateral meetings only during these times to make the most of your conference experience.

**1:00PM – 7:30PM**  
*Registration*  
*Lucerne Foyer*

**6:30PM – 7:30PM**  
*Networking Opening Reception*  
*Montreux Room (2nd Floor)*  
Bootcamp attendees and Full Conference attendees are welcome to join the opening reception.  
*Sponsored by*  
*NATIONAL BANK OF CANADA*

**THURSDAY, SEPTEMBER 27**

**Wi-Fi is available during the conference**  
*Sponsored by*  
*BNY MELLON*

*Sli.do, an interactive Q&A and audience polling system, is available during the conference*  
*Sponsored by*  
*Kapital Bank*

**7:30AM – 6:30PM**  
*Registration*  
*Lucerne Foyer*

**7:30AM – 9:00AM**  
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**8:00AM – 9:00AM**  
*Networking Breakfast*  
*Alpine Ballroom*  
*Sponsored by*  
*HSBC*

**9:00AM – 9:25AM**  
*Welcome*  
*Lucerne I & II*  
*Kimberly Burdette*  
Chair, BAFT  
Senior Vice President and Manager  
International Financial Institutions  
PNC Bank  
*Andrea Ratay*  
Conference Planning Co-Chair  
Senior Regional Trade Manager  
TD Bank NA  
*Michael McDonough*  
Conference Planning Co-Chair  
Head of Product Management Trade Finance, North America  
Transaction Banking - Americas  
MUFG  
*Tod Burwell*  
President and CEO  
BAFT

**9:25AM – 10:10AM**  
*Impact of Trade Policy Developments*  
*Lucerne I & II*  
As the politics of trade continue to evolve, the U.S. framework for trade policy and multilateral agreements are being reconsidered. With the road markers moving, companies must review the global footprint of their supply chains and their export markets, to see how their industries and businesses will be effected. In this session, our panelists will discuss the impact of potential and real policy changes on trade deals and getting them done.

*Moderator*  
*Oliver O’Connell*  
Content Development Manager  
TXF  
*Panelists*  
*Amy Celico*  
Principal  
Albright Stonebridge Group  
*Karen Tramontano*  
Co-Founder and CEO  
Blue Star Strategies, LLC
From PoC to Commercialization – Where is Blockchain Heading?
Lucerne I & II

2018 appears to be the year that many Blockchain proofs of concept move to real world commercial products. Proponents of the technology predict it will have a game-changing impact on almost all elements of our lives, while skeptics still believe it is an innovative solution in search of a very specific problem. The most important question is this, how will our clients benefit? Our panel will discuss the future of Blockchain and the potential impact on users of traditional trade and supply chain finance products.

Moderator
Rory Kaplan
Director, Offering Manager
CGI

Panelists
Dan Juliano
Managing Director
TradeIX Limited

Ann McCormick
Director, Global Trade Supply Chain Product Management
Bank of America Merrill Lynch

Bhriguraj Singh
Managing Director, Head of Documentary Trade Product Management
Global Trade and Receivables Finance
HSBC Bank

A Successful Supply Chain Program: A View from Stakeholders
Lucerne I & II

More companies are now exploring the benefits of setting up a supply chain finance program, which can reconcile the competing goals of buyer and supplier while mitigating the impact of a DPO extension strategy. Join us for a holistic discussion addressing the perspectives of various stakeholders.

Moderator
Michael McDonough
Conference Planning Co-Chair
Head of Product Management Trade Finance, North America
Transaction Banking - Americas
MUFG

Panelists
Dyanne Carenza
Vice President Trade
Scotiabank

David Dienesch, CPP
CEO and Chief Agent
Euler Hermes Canada

Tracy Kellaher
Director Financial Services, Banking Alliances
Tradeshift

Featured Address – Fireside Chat
Lucerne I & II

Escalating trade tensions, ballooning global debt, and shifts in the geopolitical environment are causing tectonic shifts in the norms of the post WW-II era. Hear from noted macroeconomist Diane Swonk about how those shifts are likely to affect the U.S. economy, the timing, the next recession, and the limits to what policy makers can do about those shifts as they occur.

Featured Speaker
Diane Swonk
Chief Economist
Grant Thornton
2:30PM – 3:25PM
Private Insurance and Viable Risk Mitigation Alternatives to Export Credit Agencies
Lucerne I & II

Thanks to the emergence of new products and the broadening appetite and capacity offered by private insurers, combined with the ongoing turbulent environment in the U.S. Export Credit Agency arena, lenders and exporters are being steered to alternative risk mitigation products. Join us for a discussion on how our panelists view the application, implementation and evolution of private insurance and other risk mitigation tools in terms of risk sharing, capital relief, competitiveness, and structuring.

Moderator
Gayle Roenbaugh
Senior Trade Sales Manager
Global Trade & Receivables Finance
HSBC Bank

Panelists
Mark McLeod
Political Risk and Credit Underwriter
Chaucer Syndicates Ltd

Ben Roberts
Manager—Specialty Lines
Meridian Finance Group

Geoffrey Wynne
Partner
Sullivan & Worcester UK LLP

3:25PM – 4:20PM
Trade Finance – The View of the Risk Managers
Lucerne I & II

Trade Finance practitioners view their business as being extremely low-risk: losses are rare, structures are well-established and procedures are tried and true. But we also know that Trade carries very real risks linked to fraud, compliance, regulation and BSA/AML. Our panel today consists of a group of professionals who manage these risks and who will let you know what about Trade keeps them up at night.

Moderator
Steven Bash
Senior Vice President and Manager
International Banking & Trade Finance
City National Bank

Panelists
Christine Bravo
Senior Vice President
US Bank

Massimo Capretta
Partner
Mayer Brown

Brad Lupton
Senior Manager, Advisory Services
EY

Michael McDonough
Conference Planning Co-Chair
Head of Product Management Trade Finance, North America
Transaction Banking - Americas
MUFG

4:20PM – 4:30PM
Day 1 Wrap Up
Lucerne I & II

Stacey Facter
Senior Vice President, Trade Products
BAFT

4:30PM – 6:30PM
Bilateral Meetings

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Breakout Sessions
4:35PM – 5:25PM
Breakout 1: Code is Not the Law
Lucerne I & II

The BAFT Innovation Council’s DLPC Working Group will provide an update on their work to date, identifying the business problem which the DLPC is designed to meet, and report on a key undertaking with R3 and Shearman & Sterling to provide the legal framework to support digital trade transactions on the Blockchain.

Speakers
Kitt Carswell
Vice President, Trade and Supply Chain
CGI

Ranga Krishnan
Vice President, Technology
Skuchain

5:35PM – 6:25PM
Breakout 2: Entity Extraction for Sanctions Screening from Trade Operations Paper Documents using Artificial Intelligence
Lucerne I & II

Persistent Systems will share how advances in Artificial Intelligence and Machine Learning can be applied to the sanctions screening process and the results they achieved will demonstrate dramatic improvements in productivity and quality over existing approaches.

Speaker
Franek Gajdeczka
Technology Evangelist
Persistent Systems

Session sponsored by

6:30PM – 7:30PM
Networking Cocktail Reception
Lucerne Foyer
FRIDAY, SEPTEMBER 28

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8:00AM – 9:00AM
Networking Breakfast
Alpine Ballroom

8:00AM – 12:00PM
Registration
Lucerne Foyer

9:00AM – 9:10AM
Welcome
Lucerne I & II
Stacey Facter
Senior Vice President, Trade Products
BAFT

9:10AM – 10:00AM
The View of Trade Finance from Non-Bank Financial Institutions
Lucerne I & II
Panelists representing newer entrants to the trade finance space will discuss their unique approaches to supporting SMEs. In an open account world, participants bring a variety of perspectives and new ideas to the table – we will hear what these approaches have in common and how they each “play to their strengths”.

Moderator
James M. Leonard, Jr.
Managing Director
Finacity Corporation

Panelists
John Stillwagon
CEO, USA
Tradewind International Inc.

Michael Sullivan
Managing Director, Loan Originations
Second Avenue Capital Partners

10:00AM – 10:55AM
Securing Your Bank Against Modern Threats
Lucerne I & II
Cybersecurity threats continue to evolve at a rapid pace with bad actors looking to penetrate platforms through any means necessary. Data breaches appear to be a nearly weekly occurrence even as our IT systems become increasingly complex and interwoven into the daily activity of businesses and consumers. This session will focus on the means by which banks are addressing cybersecurity concerns.

Moderator
Michael Weil
Managing Director
Deloitte

Panelists
Adam Bulava
Executive Director and Head of FI – North America
JP Morgan

Michael Matney
Vice President, Security Consulting Services
United States Industry Solutions
CGI

Sherif Samy
Senior Vice President, North America
Entersekt

10:55AM – 11:15AM
Morning Coffee/Tea Break
Lucerne Foyer
Sponsored by

11:15AM – 11:45AM
Featured Address – Fireside Chat
Lucerne I & II

Featured Speakers
Walter J. Mix, III
Managing Director and Financial Services Practice Group Leader
Berkeley Research Group

Andrea Sharrin
Associate Director, Policy Division
Financial Crimes Enforcement Network (FinCEN)
US Department of the Treasury

11:45AM – 12:35PM
Concurrent Sessions

Concurrent Session A: Agency Roundtable
Lucerne I & II
Several multi-lateral and export credit agencies recently implemented changes to their financing programs, making it more appealing to attract and grow lender participation. Hear officers from the EXIM Bank, IDB and IFC provide an update on their initiatives.

Alex Veroude, CFA
Head of Credit - Deputy Head of Fixed Income
Insight Investment

10:00AM – 10:55AM
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Alex Veroude, CFA
Head of Credit - Deputy Head of Fixed Income
Insight Investment
Concurrent Session B: Outsourcing – A Discussion on Key Considerations
Lucerne III

Maintaining and growing market share often involves extensive investment in infrastructure, trained personnel, expanding technology and regulatory requirements. Many banks have explored or entered into outsourcing arrangements to supplement these investments while focusing on their strengths in servicing their clients. This panel will discuss issues to consider when involved in or contemplating outsourcing from an operational, regulatory, ongoing vendor management and client experience perspective.

Moderator
Russell Rosenberg
Senior Relationship Manager North America
BNY Mellon

Panelists
Chris Bozek
Managing Director
Santander N.A.

Sandra Marrone
Senior Vice President and Manager
Keybank

Catherine L. Stahlmann
Principal
PricewaterhouseCoopers

2:30PM – 3:25PM
The Partnership Approach in Trade: A Conversation with Senior Trade Executives
Lucerne I & II

Join a lively conversation among senior global trade leaders, representing various continents, on how the landscape for trade finance has changed with the industry embracing the ecosystem approach and what are the anticipated future opportunities and challenges in the next 3 to 5 years. We will discuss how the partnership approach with various stakeholders playing to each of their strengths address some of the current regulatory challenges from a capital and compliance perspective.

Moderator
David Hennah
Head of Trade and Supply Chain Finance Product
Finastra

Panelists
Geoffrey Brady
Global Head of Trade and Supply Chain
Bank of America Merrill Lynch

Jeyhun Hajiyev
Director of Treasury
PASHA Bank

Christian Hausherr
Vice President, Product Manager Trade Finance
Deutsche Bank

3:25PM – 3:30PM
Closing Remarks
Lucerne I & II

Andrea Ratay
Conference Planning Co-Chair
Senior Regional Trade Manager
TD Bank NA

Michael McDonough
Conference Planning Co-Chair
Head of Product Management Trade Finance, North America
Transaction Banking - Americas
MUFG

Stacey Facter
Senior Vice President, Trade Products
BAFT
Cibar
Founded in 1969, Cibar’s applications provide the bank the ability to process Letters of Credit, Collections, Assignments, Accruals, Imaging, Participations, Guarantees, Reimbursements, Acceptances, Loans, and Cash Letters.
Cibar’s applications are currently in the process of being updated to handle the SWIFT 2019 Standards Release. Contact Nick Mayer at nmayer@cibar.com for more information.

Coastline Solutions
Coastline Solutions is the world’s leading provider of Online Training and Information Services in the area of Trade Finance (Collections, LCs, Standbys, Guarantees, ISBP, Incoterms). **NEW** Coastline Solutions has recently launched an Online Training Program in Trade Based Financial Crimes. Full details on all programs at www.coastlinesolutions.com.

EY
EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.
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Finastra
Finastra unlocks the potential of people and businesses in finance, creating a platform for open innovation. Formed in 2017 by the combination of Misys and D+H, we provide the broadest portfolio of financial services software in the world today—spanning retail banking, transaction banking, lending, and treasury and capital markets. Our solutions enable customers to deploy mission critical technology on premises or in the cloud. Our scale and geographical reach means that we can serve customers effectively, regardless of their size or geographic location—from global financial institutions, to community banks and credit unions. Through our open, secure and reliable solutions, customers are empowered to accelerate growth, optimize cost, mitigate risk and continually evolve to meet the changing needs of their customers. 48 of the world’s top 50 banks use Finastra technology.

Persistent Systems
Persistent Systems builds software that drives the business of our customers. Our customers are software product companies and enterprises across industries with technology at the core of their digital transformation. We focus on the “how” of digital transformation to build and design data-driven applications for software-driven businesses. For more information, please visit www.persistent.com
Mr. Steven Bash is senior vice president and manager of City National Bank’s International Banking & Trade Finance department. He oversees the bank’s trade finance, trade services, supply chain programs, international credit and portfolio management, risk mitigation, global correspondent banking, and trade advisory services. Throughout his career, he has held a variety of leadership roles with other global financial institutions, including a posting as Managing Director, Hong Kong Branch for CoreStates Bank from 1989-1992. He currently serves as an appointee to the U.S. Department of Commerce Trade Finance Advisory Council (TFCA), a nonpartisan group of 20 private sector individuals, working on recommendations to increase access to export financing for U.S. small and medium size companies. Mr. Bash is a past president of the Bankers Association of Finance and Trade (BAFT).

Mr. Chris Bozek is Managing Director and head of working capital solutions at Santander Bank NA, leading a team that is focused on delivering globally integrated card, trade, and supply chain solutions that enable business of all sizes to streamline and digitize payment processing, manage currency and counterparty risk, and optimize working capital – enabling each to profitably grow their business, selling and sourcing more efficiently in more markets. Mr. Bozek is committed to digitizing and simplifying how businesses transact, advancing leading-edge projects in Blockchain, and paper-to-electronic processing.

Mr. Geoffrey (Geoff) Brady is managing director and head of Global Trade and Supply Chain Finance in Global Transaction Services (GTS) at Bank of America Merrill Lynch. In this role, he oversees management of the origination and delivery of supply chain, receivables and trade finance products that provide liquidity, risk mitigation, and working capital optimization for the bank’s Corporate, Commercial and Business Banking clients. He is based in New York. Prior to joining the bank in August 2018, Mr. Brady was the Americas region executive for JP Morgan's Global Trade & Loan Products business.

Ms. Christine Bravo is Senior Vice President and Manager of U.S. Bank’s International Financial Institutions group, the foreign correspondent banking team at U.S. Bank. Product areas include international trade finance and global payments. Before her current position, she was with U.S. Bank’s Institutional Risk Management division for 17 years, underwriting, approving and centrally managing financial counterparty risk for all of U.S. Bancorp, including foreign bank and country risk. Prior to joining U.S. Bank, Ms. Bravo was International Credit Manager for Genmar Holdings, a boat manufacturing holding company (brands: Hatteras, Carver, Wellcraft, Glastron, Ranger, Lund).

Mr. Adam Bulava is Executive Director of Cyber Exercises & Social Engineering at JPMorgan Chase. In this role Mr. Bulava and his team are responsible for managing the firm’s internal and external cyber exercise engagements, to include discussion-based tabletop exercises, operational-level drills, range network simulations, and the firm’s employee phishing program. He works closely with business leaders, technology teams, and Cybersecurity staff to design and deliver targeted exercises that led to measurable improvements in the firm’s cyber incident detection, response, and recovery capabilities.

Ms. Kimberly Burdette is a Senior Vice President in Capital Markets for PNC Bank and the manager of its International Financial Institutions business. She has responsibility for the relationship, credit and compliance management of international banks with which PNC engages. PNC provides a wide range of trade, treasury management, balance sheet management and capital markets solutions and services to international financial institutions operating in the US and abroad. Ms. Burdette has worked for PNC Bank and its predecessor, Pittsburgh National Bank, for 30 years. She is currently EVP of PNC’s edge act subsidiary, PNC Bank International. She also serves as the current BAFT Chair.

Mr. Tod Burwell is the President and Chief Executive Officer of BAFT. Prior to being promoted to CEO, he served as the Senior Vice President of Trade Products with oversight of all trade-related initiatives including the Global Trade Industry Council, Trade Committees, and other strategic initiatives of the organization. Mr. Burwell has over 25 years of trade, supply chain and cash management experience as a banking practitioner, as well as serving as a consultant to global corporations and suppliers of strategically integrated trade solutions. Prior to joining BAFT, Mr. Burwell was a Managing Director at JPMorgan Chase and held senior global management roles responsible for trade operations, launching the logistics business and managing global product sales for trade finance and logistics management.

Mr. Massimo Capretta is a partner in Mayer Brown's Chicago and New York offices and a member of the firm's Banking & Finance practice. Massimo’s transactional practice focuses on representing both financial institutions and companies in a number of key industries including automotive, heavy manufacturing, chemicals, metals and energy. Mr. Capretta has particular experience with domestic and cross-border receivables and payables transactions including in connection with trade receivables securitization, asset-based lending, factoring, supply chain/vendor finance, channel finance, trade finance and other receivables monetization strategies.
Dyanne Carenza
Vice President Trade
Scotiabank
Ms. Dyanne Carenza is a world-wise executive with experience in transaction banking, lending, and strategy creation. She is a multi-lingual, enterprise solutions leader with a track record for building relationships and leading high performance teams. Ms. Carenza rejoined Scotiabank in 2017. In her current role as VP Trade Finance, she has global responsibility to build the traditional trade and supply chain finance businesses. She is passionate about trade and in helping businesses be successful in international markets. As such, Ms. Carenza is sought after as a conference speaker.

Kitt Carswell
Vice President, Trade and Supply Chain
CGI
Mr. Kitt Carswell is Vice President in the Trade and Supply Chain program as Senior Offering Manager. Mr. Carswell has 30 plus years’ experience innovating trade technology globally. He is responsible for strategy, product, innovation, marketing and media, industry relations and other partnerships. He was a founder of the trade practice in 1982 and has been a key leader of its innovation and evolution leading to Trade360 and its evolution from a global SaaS traditional trade solution into a fully integrated global platform with front-to-back and end-to-end solutions for traditional trade, payables, receivables, SCF, factoring, collateral management and cash management.

Amy Celico
Principal
Albright Stonebridge Group
Ms. Amy Celico is a Principal of Albright Stonebridge Group (ASG), and leads the firm’s China team in Washington, DC. Drawing on more than 20 years of experience on issues in the region, Ms. Celico develops and implements tailored strategies for clients, helping them deepen relationships with key stakeholders, succeed with M&A transactions, resolve complex problems, and build and expand their business. Prior to joining the firm, Ms. Celico served as Senior Director for China Affairs at the Office of the U.S. Trade Representative, where she was responsible for developing negotiating positions on issues related to China’s non-financial services sectors and intellectual property rights policies.

David Diensch, CPP
CEO and Chief Agent
Euler Hermes Canada
Mr. David Diensch is currently CEO of Euler Hermes Canada. His previous roles at Euler Hermes include National Sales Director and Commercial Director (Chief Underwriter). Prior to being employed at Euler Hermes Canada, he was Senior Vice-President for Aon Canada’s Credit Insurance Services division. Mr. Diensch spent five years with AIG Global Trade & Political Risk where he was ultimately responsible for the company’s credit insurance business as the Canadian Regional Manager. He gained extensive international credit management experience, while employed as the Assistant Corporate Credit Manager at E.B. Eddy Forest Products Ltd. and as a Trade Credit Underwriter at the Export Development Corporation.

Stacey Facter
Senior Vice President, Trade Products
BAFT
Ms. Stacey Facter is a Senior Vice President, Trade Products where she has oversight of all trade-related advocacy, education and product-related initiatives for the association and its membership. She participates in BAFT trade committees and regional councils to advance the trade finance agenda of member institutions, including working toward standardizing trade definitions, documentation and regulations for industry adoption and consistent use. She has more than 25 years of experience in international banking, including over 20 years with JP Morgan Chase, covering emerging markets, international trade finance, cash and risk management, and securities collateral management.

Fabio José Fagundes
Division Chief, Financial Products and Services
IDB Invest
Mr. Fabio José Fagundes joined the Inter-American Investment Corporation (IIC) in 2016 as Chief of the Financial Products and Services Division. This Division includes Trade and Supply Chain Finance, Capital Markets Solutions, Equity & Mezzanine, and Resource Mobilization, and works with all IIC’s client sectors in developing new products and in structuring transactions with a high development impact. Mr. Fagundes, a dual citizen of Brazil and the United Kingdom, has almost 25 years of experience in the international finance industry. He has received many industry awards and has been a well-received speaker in conferences and seminars.

Ms. Stacey Facter is a Senior Vice President, Trade Products where she has oversight of all trade-related advocacy, education and product-related initiatives for the association and its membership. She participates in BAFT trade committees and regional councils to advance the trade finance agenda of member institutions, including working toward standardizing trade definitions, documentation and regulations for industry adoption and consistent use. She has more than 25 years of experience in international banking, including over 20 years with JP Morgan Chase, covering emerging markets, international trade finance, cash and risk management, and securities collateral management.

Franek Gajdeczka
Technology Evangelist
Persistent Systems
Mr. Franek Gajdeczka as a member of Growth and Solutions team at Persistent focuses on driving innovation and growth in banking, financial services and insurance. He has more than 30 years of experience in software engineering, systems development and managing business transformation programs. On multiple assignments as a head of engineering he was responsible for application of the newest technology in solutions benefiting businesses and customers he served. Prior to joining Persistent Mr. Gajdeczka has worked for firms doing business in capital markets and banking, most recently for Fiserv and Barclays.

Jeyhun Hajiyev
Director of Treasury
PASHA Bank
Mr. Jeyhun Hajiyev has over 10 years of professional experience in treasury, brokerage and investment banking. Mr. Hajiyev joined PASHA Bank in 2007 as an Analyst at Treasury Department, continued his career as Associate and in September 2010 was promoted to the position of Senior Trader of the bank. In 2012 he was assigned as a manager in PASHA Bank Georgia, which is a subsidiary of PASHA Bank Azerbaijan. He was appointed to Head of Treasury at PASHA Bank in March 2018. Since April 2018 Mr. Hajiyev also acts as Director of PASHA Capital, which is the second biggest investment company in Azerbaijan.
Christian Hausherr  
**Senior Product Manager Supply Chain Finance**  
Deutsche Bank

Mr. Christian Hausherr is the European Product Head of Supply Chain Finance for Deutsche Bank’s Payables Finance solution, bringing to the role over 20 years of experience in Banking, In-house Consulting and Product Management for Cash Management and Supply Chain Finance. He spent his career within Deutsche Bank in various divisions and regions, mostly spanning across Europe and the Transaction Banking business. Mr. Hausherr is an active member of the Global Supply Chain Finance Forum (http://supplychainfinanceforum.org/), the Wolfsberg Drafting Group for Trade Finance Principles, and the ICC Financial Crime & Risk Policy Group acts as the technical advisor for the Supply Chain Finance section of the ICC Trade Register.

David Hennah  
**Head of Trade and Supply Chain Finance Product**  
Finastra

Mr. David Hennah leads the trade and supply chain finance product management team at Finastra having re-joined the company from SWIFT, where he spent eight years driving the industry body’s financial supply chain strategy. Mr. Hennah has over twenty years in a variety of senior roles at Barclays, spanning all areas of the transaction banking business. He is credited with bringing to market the world’s first international direct debit service. Outside the UK he has worked in France, Belgium and Germany, including a three year secondment to the Associated Banks of Europe Corporation (ABECOR) in Brussels and was once based literally “overseas” managing the Barclays branch on board RMS QE2.

Dan Juliano  
**Managing Director**  
TradeIX Limited

Mr. Dan Juliano has over 25 years of experience in SaaS and working capital solutions. He was part of the founding team of PrimeRevenue where he built up the business as part of the leadership team to the largest multi-funding platform for Supply Chain Finance. Prior to joining PrimeRevenue, Mr. Juliano worked for software companies such as Telesis and Intelysys, bringing to market B2B solutions such as ERP and supply chain management, e-procurement, and integration. In 2016, Mr. Juliano was part of the advisory board of Hijro, a financial operating network for global trade powered by distributed ledger technology.

Rory Kaplan  
**Director, Offering Manager**  
CGI

Mr. Rory Kaplan has more than 30 years of experience in trade and supply chain finance as both a banker and technology solution provider, covering operations, product management, and sales. As Offering Manager for CGI’s Trade and Supply Chain Solutions, Mr. Kaplan is responsible for emerging technology strategy and solutions, marketing, media engagement, partner development, and training. In his role, Mr. Kaplan also engages closely with clients to facilitate collaborative strategic forums, working groups, and product enhancements. As a manager within CGI, Mr. Kaplan has been a critical contributor in the exploration of Intelligent Process Automation and Blockchain solutions, working to integrate these with the Trade360 global platform.

Tracy Kellaher  
**Director Financial Services, Banking Alliances**  
Tradeshift

Ms. Tracy Kellaher is Director of Banking Alliances at Tradeshift, the business commerce company. In this role, she manages Tradeshift’s relationships with financial institutions to integrate and digitize card, trade finance, receivables and supply chain finance solutions in the fintech’s global Ecommerce Platform. Prior to Tradeshift, Ms. Kellaher was VP of Development at a fintech building online lending platforms for banks to automate onboarding, credit evaluation for corporates & counter parties, and KYC processes. She also worked for 10 years at Equifax where she most recently focused on helping financial institutions manage credit risk in their consumer portfolios.

Ranga Krishnan  
**Vice President, Technology**  
Skuchain

Mr. Ranga Krishnan is V. P. Technology at Skuchain. He was involved in the first real world blockchain letter of credit transaction, based on Skuchain’s Brackets technology, with Wells Fargo and CBA in 2016. He is developing the Zero Knowledge Collaboration EC3 platform at Skuchain which enables unexploited efficiencies and financing opportunities, such as deep tier financing, in the supply chain. He is captain of the BAFT DLPC (Distributed Ledger Payment Commitment) workgroup, which facilitates interoperable implementations of payment commitments in Distributed Ledger based transaction banking.

Inho Lee  
**Head, New Products**  
IFC

Mr. Inho Lee has been with the IFC since 2000 working primarily in its Financial Institutions Department covering a variety of regions and sectors including East Asia, Eastern Europe in Banking, PE Funds, distressed assets and NBFIs. Since joining IFC trade finance unit (also part of FI Dept.) he has been heading its wholesale portfolio solutions products (GTLP, CCFP), commodity finance and direct loans for trade finance.

James M. Leonard Jr.  
**Managing Director**  
Finacity Corporation

Mr. James (Jim) Leonard Jr. is Managing Director at Stamford, Connecticut-based Finacity Corporation, where he spearheads the firm’s alternative asset distribution activities. Before joining Finacity in 2010, he spent three years as director of origination at New York-based trade and commodity finance hedge fund Rosemount Capital Management, and seven years as Head of Marketing for the Financial Institutions Group at Bank of Tokyo-Mitsubishi, New York. He also previously held positions at Goldman Sachs, Citicorp Investment Bank, Nippon Credit Bank and Global Structured Trade Solutions.
Brad Lupton  
Senior Manager, Advisory Services  
EY  
Mr. Brad Lupton is a Senior Manager within Ernst & Young’s Financial Services group focused on the application of advanced analytics to identify and prevent financial crimes. He has over a decade and a half of experience driving technology programs and regulatory responses for industry-leading firms around the world. He is currently focused on building a first of its kind tool that will automate the end-to-end compliance reviews for the trade services business.

Sandra Marrone  
Senior Vice President and Manager  
Keybank  
Ms. Sandra Marrone, Senior Vice President, manages the Foreign Exchange & International Trade Product team within the Product & Innovation Group for Key’s Enterprise Commercial Payments business. Her team provides product management and sales support for the bank’s global trade, foreign exchange and international payment services. This set of product offerings includes traditional documentary trade services, FX and international treasury management solutions for KeyBank’s corporate clients. Ms. Marrone has been involved in the trade finance business during her entire 35-year career at KeyBank and its predecessor banks beginning with global trade operations.

Michael Mancusi  
Partner  
Arnold & Porter  
Mr. Michael Mancusi represents domestic and foreign banks, credit unions, and other financial services clients in a wide range of state and federal regulatory, compliance, and enforcement matters. He also has substantial experience representing clients in government and corporate internal investigations, including entities subject to anti-money laundering requirements. Mr. Mancusi counsels clients facing complex corporate governance and structural issues and represents clients before key state and federal bank regulatory agencies, including the Office of the Comptroller of the Currency, the Federal Reserve, the FDIC, the National Credit Union Administration, the Financial Crimes Enforcement Network, the Consumer Financial Protection Bureau, and the Office of Foreign Assets Control.

Michael Matney  
Vice President, Security Consulting Services  
United States Industry Solutions  
CGI  
Mr. Michael (Mike) Matney is a retired US Army Officer and has over 25 years of tactical, operational and strategic experience in the information technology and the cyberspace domain. He has skilled experience in information technology, threat intelligence, incident response, vulnerability management, cyber security solutions, security compliance, risk management, identity access management, cryptography, and security analytics from front line tactical units through strategic assignments at US Central Command, US Cyber Command and US Special Operations Command in Afghanistan. Currently, Mr. Matney leads the cyber security group within the United States Industry Solutions Business Unit. Specifically focused on securing CGI’s industry solutions and intellectual property against cyber-attacks at the user, application, and infrastructure layers in cloud, hybrid or on premise deployments.

Ann McCormick  
Director, Global Trade and Supply Chain Production Management  
Bank of America Merrill Lynch  
Ms. Ann F. McCormick is Director, Trade and Supply Chain Product Enablement and Solutioning at Bank of America Merrill Lynch. She is responsible for delivering a globally consistent client platform experience for all Trade Finance products. Additionally, she leads the strategy and execution of all global Trade product platform innovation as well as ensuring ongoing scale, compliance and flexibility to support the global product roadmap and client needs. Prior to this role, Ms. McCormick was a Line of Business Executive at Bottomline Technologies responsible of the overall profitability, growth and operational execution for the Paymode-X supply chain automation network. She has over 25 years’ experience in product development for cash management/supply chain automation and electronic payment product offerings.

Michael McDonough  
Conference Planning Co-Chair  
Head of Product Management Trade Finance, North America  
Transaction Banking - Americas  
MUFG  
Mr. Michael (Mike) McDonough has been with MUFG Union Bank, N.A. in NYC since 2016 as Head of Trade Finance Product Management for the Americas Transaction Banking team. Previously, he spent four years with HSBC’s Global Trade & Receivables Finance group, both in San Francisco leading the bank’s west coast corporate Trade sales efforts and prior to that in NYC as North America regional head of Global Trade and Receivables Finance Product management. From 2004-2012, Mr. McDonough served as Global Product Head of BNY Mellon’s Trade Finance business, also serving in several sales and business development capacities, while he was there. He was previously with Verizon Communications in Philadelphia where he managed International Treasury activities with specific focus on debt and equity matters across Verizon’s global subsidiaries and affiliates. During the 1990s, Mr. McDonough headed up Latin America debt capital markets activities for Bank of America, including debt and equity financings for global corporates and sovereign governments.

Mark McLeod  
Political Risk and Credit Underwriter  
Chaucer Syndicates Ltd  
Mr. Mark McLeod is the Senior Political Risk and Credit Underwriter for The Hanover Insurance Group in the Americas. He joined Chaucer (part of The Hanover Insurance Group) in 2006, and was based in the Lloyd’s Market until 2012, when he moved to the US to head up a new account in New York. Mr. McLeod’s account covers payment, performance, and asset risks for the major trade finance and development banks, commodity traders, and corporates operating across Latin America, Africa, MENA and Asia, and domestic US credit.
Mr. Walter J. Mix III is a Managing Director and heads the Financial Services practice at Berkeley Research Group. He is a former commissioner of the California Department of Financial Institutions (DFI) and also previously served as a banking executive at Union Bank of California. He advises domestic and international bank clients on corporate governance, risk management, strategic planning, and financial advisory assignments. He has significant experience in strategic planning, mergers and acquisitions, enterprise risk management, regulatory compliance, and capital planning. He joined BRG from LECG, LLC and before that The Secura Group; serving as managing director in both firms. He serves as chairman of the International Bankers Association of California.

Ms. Donna M. Murphy is the Deputy Comptroller for Compliance Risk Policy at the Office of the Comptroller of the Currency (OCC). In this role, Ms. Murphy oversees development of policy and examination procedures relating to consumer compliance, fair lending, Community Reinvestment Act (CRA), Bank Secrecy Act, and anti-money laundering issues. She serves as a key advisor to the Committee on Bank Supervision and to the Comptroller on compliance and CRA matters. She reports to the Senior Deputy Comptroller for Compliance and Community Affairs. She took on this role in May 2016.

Mr. Shirish Netke has worked with Fortune Global 1000 companies in 35 countries to solve problems related to business process and technology. His recent work focuses on business oversight, compliance and process automation based on emerging technologies such as Big Data, predictive modelling and machine learning. He has closely worked on operational risk management for banks related BSA/AML compliance using self-learning models for anomaly detection and business process improvement. Mr. Netke has extensive leadership experience in running high-growth businesses with general management responsibilities. His executive roles include Amberoon, a FinTech provider of risk management solutions, Aztecsoft a technology consultancy and Sun Microsystems, the creator of Java and a key technology provider for financial services industry.

Ms. Andrea Ratay has been a Trade Finance banker for over 25 years. Having started her banking career as a correspondent banker with Irving Trust, she has covered diverse commercial markets in the middle market and large corporate sectors, structuring risk management and working capital solutions for importers and exporters. Ms. Ratay holds the Certified International Credit Professional (CICP) designation from FCIB, and has taught Business and International Trade courses in the SUNY system and at New York University. She serves on the US Dept. of Commerce New York District Export Council and was recently elected to the National Association of District Export Council’s Steering Committee. Prior to entering banking, Ms. Ratay worked on the Reagan-Bush campaign and at the U.S. Department of Commerce.

Ms. Miriam Ratkovicova is a Senior Manager in the Anti-Money Laundering (AML) and Economic and Trade Sanctions practice of Deloitte Transactions and Business Analytics LLP. She has extensive AML/Sanctions experience both in the U.S. as well as in Europe with a focus on large financial institutions with global operations. Specifically, Ms. Ratkovicova has led multiple large and complex projects involving historical transaction investigations, Know Your Customer (KYC) remediation, AML and Office of Foreign Assets Control (OFAC) risk assessments, and Customer Risk Rating (CRR). Currently based and working in the US, she has delivered AML/Sanctions engagements in numerous countries throughout Europe.
Ben Roberts
Manager - Specialty Lines
Meridian Finance Group

Mr. Ben Roberts is a credit insurance broker for Meridian Finance Group. Previously, he worked for Meridian’s partner, Texel Finance, in London for 5 years, before moving to establish the office in New York. Mr. Roberts is responsible for servicing US-based financial institution, trader and corporate clients in coordination with other global offices of Texel and Meridian.

Gayle Roenbaugh
Senior Trade Sales Manager, Global Trade & Receivables Finance
HSBC Bank

Ms. Gayle Roenbaugh, Senior Global Trade Sales Manager of HSBC Bank’s Global Trade & Receivables Group, is responsible for the sales, execution and management of the bank’s trade finance and Delegated Authority Lending Program with the Export Import Bank of the U.S. Of The United States. She joined HSBC in May 2007 and has more than 20 years’ experience in a variety of trade finance roles in business development, product management and operations. A graduate of the University of Wisconsin, she holds a Bachelor’s degree in Spanish, French & Business, is a Certified Treasury Professional, a Certified International Credit Profession and a licensed Customs Broker. Ms. Roenbaugh is an Executive Committee member of the Illinois District Export Council and is Co-Chair of the BAFT Structured Trade & Export Finance Committee.

Russell Rosenberg
Senior Relationship Manager North America
BNY Mellon

Mr. Russell Rosenberg is a Senior Relationship Manager and Deputy Head within BNY Mellon’s North American Banks group. In this role he is responsible for the development and maintenance of major bank relationships in the Northeast U.S. and Canada. He is based in New York City. He has been a speaker at several AFP conferences, including TMANE, Three Rivers and the Philadelphia chapters. Prior to BNY Mellon, Mr. Rosenberg spent six years at JPMorgan in New York in the International Transaction Services group where he focused on developing international treasury services solutions for US-based customers.

Sherif Samy
Senior Vice President, North America
Entersekt

Mr. Sherif Samy is the Senior Vice President, North America for Entersekt, an innovator of mobile-first fintech solutions. Mr. Samy joined Entersekt in 2017, bringing with him a track record of success within the North American financial services market, primarily focusing on payments innovations, cybersecurity and digital identity. Throughout his tenure in the financial industry, he has also grown into an expert in management consulting and global strategic development. Prior to joining Entersekt, Mr. Samy was responsible for establishing and building UL’s Transaction Security business in North America.

David Sena
Senior Vice President
Export-Import Bank of the United States

Mr. David M. Sena joined the Export-Import Bank of the United States (EXIM) in 2001 in the Office of the Chief Financial Officer. He served as Vice President, Treasurer before being named Chief Financial Officer in 2012. In October 2017, Mr. Sena was named the Senior Vice President of the Office of Board Authorized Finance (OBAF). OBAF is responsible for transactions underwritten for presentation to the Board of Directors and typically include medium-and long-term transactions above $10 million. This includes business development and underwriting of transactions, engineering and technical evaluation of the goods and services under consideration, disbursement of approved transactions, and management and reporting on the Bank’s loan, guarantee, and insurance portfolio.

Andrea Sharrin
Associate Director, Policy Division
Financial Crimes Enforcement Network (FinCEN)
US Department of the Treasury

Ms. Andrea Sharrin oversees FinCEN’s regulatory functions and leads the staff that defines the framework for protecting the U.S. financial system from money laundering, terrorist financing, and other illicit finance. The Policy Division is responsible for drafting complex and diverse Bank Secrecy Act (BSA) rules, clarifying guidance, issuing regulatory rulings, as well as addressing broader strategic policy issues in the area of anti-money laundering and countering the financing of terrorism, including the drafting of advisories for financial institutions. Prior to assuming this position, Ms. Sharrin served as FinCEN’s Director of the Office of Compliance and Enforcement in the Enforcement Division with the responsibility over FinCEN’s BSA compliance and enforcement program, including developing and implementing compliance and enforcement strategies, supervising investigations, enforcement actions and other activities that have industry-wide, national, and international impact.

Bhriguraj Singh
Managing Director, Head of Documentary Trade Product Management
Global Trade and Receivables Finance
HSBC Bank

Mr. Bhriguraj Singh is responsible for product management of HSBC’s documentary trade products globally. He is also responsible for development and commercialization of digital solutions for trade finance within HSBC, including blockchain related initiatives. He is a member of ICC’s Working Group for Digitalisation of Trade where he leads a workstream on Standards. Mr. Singh has over 27 years’ experience in the banking industry in a variety of roles spanning transaction banking, client coverage and investment banking across India, Hong Kong and UK.

John Stillwaggon
CEO, USA
Tradewind International Inc.

Mr. John Stillwaggon is CEO of the U.S. division, and leads the region’s strategy, growth, and profitability while managing overall operations. Mr. Stillwaggon joined Tradewind in 2012, serving in leadership positions as Senior Vice President and later as Managing Director at the firm. Prior to joining Tradewind, Mr. Stillwaggon was employed as a Senior Associate at COFACE, a €1.6 billion revenues insurance and financial services firm.
Michael Sullivan  
*Managing Director, Loan Originations*  
*Second Avenue Capital Partners*

Mr. Michael Sullivan is a Managing Director of Second Avenue Capital Partners responsible for new business originations. He most recently was a Managing Director at Gordon Brothers Group where he was responsible for business development in the Northeast Region for the firm’s Valuation & Advisory Services Division. Prior to joining Gordon Brothers Group, Mr. Sullivan held leadership roles in two other major valuation firms in the United States. An active member of the asset based lending community, he is a member of the Turnaround Management Association, Commercial Finance Association, Association for Corporate Growth and a candidate member of the American Society of Appraisers with a concentration in Business Valuation.

Diane Swonk  
*Chief Economist*  
*Grant Thornton*

Ms. Diane Swonk is one of the most respected macroeconomists, who maintains a unique perspective on the inner workings of Main Street as well as Wall Street. She is an expert on the economics of the labor market, monetary policy and structural changes that are distinct from economic cycles. Ms. Swonk’s global network includes economists, industry leaders and geopolitical experts, which amplifies the breadth and reach of her analysis. She advises policy makers at all levels of government, including central bankers. She is uniquely accessible approach to macroeconomic shifts has made her a highly sought-after expert quoted by local, national and international newspapers and broadcasters. Ms. Swonk has won many awards for excellence in forecasting and leadership in economics and the business community. For her outstanding contributions in the field of economics, Ms. Swonk has been named a Fellow of the National Association for Business Economics (NABE).

Karen Tramontano  
*Co-founder and CEO*  
*Blue Star Strategies, LLC*

Ms. Karen A. Tramontano is Co-Founder and Chief Executive Officer at Blue Star Strategies, LLC. She provides corporate, institutional, and public sector clients with results oriented strategies. From 1997 to 2001, Ms. Tramontano served in the White House as deputy chief of staff to President William Jefferson Clinton and counselor to Erskine Bowles and John Podesta. Her portfolio encompassed a wide range of issues, including international trade and transatlantic relations as well as economic and financial issues concerning the World Trade Organization, Organization for Economic Cooperation and Development, World Bank, and International Monetary Fund. In 2001, Ms. Tramontano served as chief of staff for President Clinton’s transition, where she established his office and presence in New York City. Ms. Tramontano is also Founder and President of the Global Fairness Initiative, a non-profit organization working to promote a more equitable and sustainable approach to globalization.

Alex Veroude, CFA  
*Head of Credit-Deputy Head of Fixed Income*  
*Insight Investment*

Mr. Alex Veroude joined the Fixed Income Group at Insight in July 2007 as Head of Credit, overseeing all credit activities and responsible for setting credit strategy. He also became Deputy Head of Fixed Income (New York) in June 2016. Mr. Veroude oversees a team of more than 45 credit analysts covering corporate issuers (investment grade and high yield) as well as secured finance which includes ABS, CLOs and off-the-run private financings. In April 2015, he relocated from London to New York to oversee the integration of a US credit business (Cutwater) into existing Insight credit teams and processes and to spearhead the expansion of Insight’s US investment capability.

Michael Weil  
*Managing Director*  
*Deloitte*

Mr. Mike Weil leads Deloitte’s US Computer and Cyber Forensics offering and has over 20 years of computer forensic examination experience across criminal, civil, and national security matters. He has testified as an expert witness on matters of data and intellectual property theft, data authenticity, evidence spoliation, and data collection discovery burden. Mr. Weil regularly leads cyber forensic investigations and incident response teams for global clients across industries.

Geoffrey Wynne  
*Partner*  
*Sullivan & Worcester UK LLP*

Mr. Geoffrey Wynne is head of Sullivan & Worcester’s London office and also head of its Trade & Export Finance Group. He has extensive experience in banking and finance, specifically trade and structured trade and commodity finance, receivable financings, corporate and international finance, asset and project finance, syndicated lending, equipment leasing and workouts and restructurings. Mr. Wynne is one of the leading trade finance lawyers and has advised extensively many of the major trade finance banks, multilateral financiers and companies around the world on trade and commodity transactions in virtually every emerging market including CIS, Far East, India, Africa and Latin America.
AFFILIATE MEETINGS

Affiliate meetings are open to committee members and invited guests only.

WEDNESDAY, SEPTEMBER 26

10:00AM – 12:00PM
Global Trade Industry Council (GTIC)
Zermatt/Gstaad

1:00PM – 4:00PM
Board of Directors Meeting
Alpine Ballroom

4:30PM – 5:45PM
Regional Bank Council Meeting
Zermatt/Gstaad

5:45PM – 6:30PM
Regional Bank Reception
Verbier

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<th>CO-CHAIRS</th>
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<td>Stacey Facter</td>
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<td>Andrea Ratay</td>
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<td>Rory Kaplan</td>
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## 2018 BAFT Conferences and Workshops

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<th>Date</th>
<th>Event</th>
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<tr>
<td>October 21</td>
<td>10th Annual Global Councils Forum (invite only event)</td>
<td>Sydney, Australia</td>
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<td>December 3–4</td>
<td>Financial Crime Compliance – Singapore</td>
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## 2019 BAFT Conferences and Workshops

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<tr>
<td>January 14–16</td>
<td>Europe Bank to Bank Forum</td>
<td>London, United Kingdom</td>
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<td>January 24–25</td>
<td>Canada Trade Finance Workshop</td>
<td>Toronto, Canada</td>
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<td>February 14–15</td>
<td>Southeast Trade Finance Workshop</td>
<td>Tampa, Florida</td>
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<tr>
<td>March 13–14</td>
<td>MENA Bank to Bank Forum</td>
<td>Dubai, United Arab Emirates</td>
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<tr>
<td>April 28–May 1</td>
<td>Global Annual Meeting – The Americas</td>
<td>San Diego, California</td>
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<tr>
<td>May 1</td>
<td>Financial Crime Compliance – North America</td>
<td>San Diego, California</td>
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<tr>
<td>July 11–12</td>
<td>Global Payments Symposium</td>
<td>New York, New York</td>
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<tr>
<td>September 22</td>
<td>11th Global Councils Forum (invite only event)</td>
<td>London, United Kingdom</td>
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<tr>
<td>October 23</td>
<td>Supply Chain Finance Bootcamp</td>
<td>Chicago, Illinois</td>
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*Dates/location subject to change. Additional events to be added soon. Check www.baft.org/events for latest updates.*
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