Thursday, January 25

8:00AM – 8:30AM Registration

8:30AM – 8:45AM Welcome
Peter Grills
Managing Director
BMO Capital Markets

Normand Girard, CDCS
Director, Global Trade Operations
BMO Financial Group

8:45AM – 9:20AM BAFT Combatting Trade Based Money Laundering: Rethinking the Approach
Review of BAFT’s recently released paper that proposes alternative, collaborative approaches to solving the problem of trade based money laundering by increasing the public and private sector partnership.

Stacey Facter
SVP, Trade Products
BAFT

An interactive learning session, speakers challenge you with questions on Standby issues. It’s a fun way to learn and share what you know with the group.

Frank Fortes, LL.M
Bilingual Client Services Manager
CIBC

10:15AM – 10:35AM Coffee Break
Sponsored by

10:35AM – 11:30AM Export Development Canada (EDC)
EDC coverage can greatly enhance the payment security of trade transactions such as documentary credits, invoice receivables and guarantees. Understand how the EDC can assist you with some of those risks.

Sophie Dumoulin-Mondoux
Director, Contract Insurance and Bonding
Export Development Canada

Clara Lau
Underwriter, Contract Insurance and Bonding
Export Development Canada

11:30AM – 12:30PM AI and Cognitive Computing in Trade Finance
Application of AI and Cognitive computing in Trade Finance for driving digitization, automation and regulatory compliance screening.

Mike Cook
Canada GBS Financial Services Sector Leader
IBM

Sridhar (Sri) Narayanan
Executive Architect – Financial Services Sector
IBM

12:30PM – 1:30PM Networking Lunch
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1:30PM – 2:30PM ICC Opinions
A review of finalized ICC Opinions from London and interesting opinions that impact our world.

Normand Girard, CDCS
Director, Global Trade Operations
BMO Financial Group

Rita Ricci, CDCS
Global Head - Trade Advisory
BNP Paribas

2:30PM – 3:30PM Supply Chain Finance
A deeper dive covering various types of supply chain finance techniques.

Alexander R. Malaket
President
OPUS Advisory Services International Inc.
Deputy Head of the Executive Committee
ICC Banking Commission

3:30PM – 3:50PM Coffee Break
Sponsored by

3:50PM – 4:45PM Sanctions
A review of key developments and emerging trends in economic sanctions, and practical guidance in mitigating sanctions risk.

Keith McCormick
Director, Sanctions Compliance
BMO Financial Group

John-Paul McNally
Senior Manager, Sanctions Compliance and Watch List Management
BMO Financial Group

4:45PM – 5:15PM UCP 700, ICC and Industry Initiatives
What is happening with UCP700 and other ICC initiatives?

Normand Girard, CDCS
Director, Global Trade Operations
BMO Financial Group

Rita Ricci, CDCS
Global Head - Trade Advisory
BNP Paribas

5:15PM – 5:30PM Day 1 Wrap-Up
Rita Ricci, CDCS
Global Head - Trade Advisory
BNP Paribas

5:30PM – 7:00PM Networking Reception — Duke of Westminster
Individuals responsible for own charges
**Friday, January 26**

8:00AM – 8:30AM Registration

8:30AM – 8:45AM Welcome
   - Rita Ricci, CDCS
   - Global Head - Trade Advisory
   - BNP Paribas

8:45AM – 9:45AM Cargo Insurance
   An analysis of current trends, aiding importers, and exporters on adequate cargo insurance coverage and other pointers, as required by trade transactions.
   - Rui Fernandes
     - Partner
     - Fernandes Heam LLP
   - Tracy McLean
     - Executive Vice President
     - McLean Hallmark

9:45AM – 10:15AM SBLCs and Counter SBLCs Subject to Different ICC Rules
   What does it mean when different rules apply?
   - Shahed Aziz, CDCS
     - Senior Manager
     - Scotiabank

10:15AM – 10:30AM Coffee Break
   Sponsored by:

10:30AM – 11:30AM Game Questions
   Learn and have fun at the same time by answering game questions.
   - Jingjing Han, CDCS
     - Manager, Global Trade Finance Operations
     - TD Securities

11:30AM – 12:00PM Documentary Collections – A Different Look
   Deep dive into the situation and find the best answer.
   - Rashid Hasan, CDCS
     - Senior Manager, Transactional Risk and Compliance
     - Trade Ops and International Business Centres
     - RBC Investor and Treasury Services

12:00PM – 1:00PM Networking Lunch

1:00PM – 2:15PM Mock Court
   Enjoy this interactive forum where the facilitators and participants arbitrate topical issues in a court room setting.
   - Judge
     - Lida Bucyk
       - Senior Counsel
       - CIBC
   - Parties
     - Lina Beltrocco, CDCS
       - Group Manager, Global Trade Finance
       - TD Securities
     - Rajan Sharma
       - Director, Trade Finance Risk Control
       - Scotiabank
     - Marilyn D. Williams
       - Senior Manager
       - CIBC

2:15PM – 3:15PM Ask the Panel of Experts
   This is your opportunity to ask those burning questions. See if our panel of experts can provide any guidance. Remember, in order for our experts to help, you are welcome to use the information provided but cannot attribute it to any individual or organization.
   - Normand Girard, CDCS
     - Director, Global Trade Operations
     - BMO Financial Group
   - Rita Ricci, CDCS
     - Global Head - Trade Advisory
     - BNP Paribas
   - Rajan Sharma
     - Director, Trade Finance Risk Control
     - Scotiabank

3:15PM – 3:30PM Workshop Wrap-Up
   - Normand Girard, CDCS
     - Director, Global Trade Operations
     - BMO Financial Group

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Shahed Aziz, CDCS
Mr. Aziz is CDCS (Certified Documentary Credit Specialist) and CITP (Certified International Trade Professional) certified. Currently working at Scotiabank at Trade Finance Risk Control department as a Senior Manager. Mr. Aziz joined Scotiabank, Trade Service Unit at Toronto in 2001. Prior to then, he worked for Scotiabank, Dhaka, Société Générale, Banque Indosuez and National Bank of Pakistan in Dhaka, Bangladesh. He has worked for different banks more than 30 years in different fields, especially in trade finance.

Lina Beltrocco, CDCS
Ms. Lina Beltrocco is Group Manager, Global Trade Finance Operations for The Toronto-Dominion Bank, TD Securities. She has over 25 years’ experience in Global Trade Finance Operations at TD Securities. During her career with the Bank, she has covered every role in Import, Export, Standby Letters of Credit and Collections as well as integral operations leadership roles throughout the evolution of TD’s trade finance business. She is a Certified Documentary Credit Specialist.

Frank Fortes, LL.M
Mr. Frank Fortes is a Bilingual Client Services Manager with over 9 years of experience in Trade Finance and International Business Law. He is currently working with CIBC Trade Finance Montreal. Prior to joining CIBC, he held several progression positions at HSBC Canada which included working in Global Trade Receivables Finance, Manager of the International Guarantee, Client Implementation and Client Services Units. Before relocating to Canada, he worked for 3 years at HSBC France, as Legal Counsel for the Trade Finance Department.

Normand Girard, CDCS
Mr. Normand Girard is Director, Global Trade Operations for BMO Financial Group. He is responsible for the Bank’s processing of all trade finance products in North America as well as process oversight in Europe and Asia. Mr. Girard has over 25 years of experience in Global Trade Operations at BMO Financial Group. During his career with the Bank, he has covered every role in Import, Export, Standby Letters of Credit and Collections as well as integral operations leadership roles throughout the evolution of BMO’s trade finance business. He is a Certified Documentary Credit Specialist and Chair of the BAFI National Commercial Letter of Credit Committee.

Rashid Hasan, CDCS
Mr. Rashid Hasan, is the Senior Manager Transaction Risk & Compliance, Trade Ops and IBC with Royal Bank of Canada. Having more than 30 years of banking experience in the area of Trade Finance, Treasury, Audit and Compliance, Worked in Asia, Middle East and North America. Joined RBC in 2003 and responsible to review sanctioned and high risk countries trade transactions and provide guidance to Trade team on complex trade transaction and training on Trade-based money laundering. Rashid is a Certified Documentary Credit Specialist (CDCS) and a Certified Anti-Money Laundering Specialist (CAMS).

Clara Lau
Ms. Clara Lau joined Export Development Canada (EDC) in 2008. In her current role as an Underwriter in the Contract Insurance and Bonding Group, she is part of a team that provides guarantees to Financial Institutions to support Canadian exporting companies with standby letters of credit needs. Clara is stationed at EDC’s Toronto Regional Office and has previously worked in various roles within the Crown Corporation in Vancouver as well as Mississauga.

Alexander R. Malaket
Mr. Alexander R. Malaket, CITP, is the President of OPUS Advisory Services International Inc., in Canada, and Founder and Managing Director of Trade Finance Associates Pte in Singapore. Mr. Malaket is recognized internationally as a specialist and senior consultant in international trade and trade finance, having advised top-tier financial services, corporate, government and international institution clients across the globe, and having developed and delivered a variety of training seminars on an international basis.

Keith McCormick
Mr. Keith McCormick is the Director, Sanctions Compliance at BMO Financial Group. He joined BMO in 1995 and has held several progressive positions within the bank before joining BMO’s Enterprise AML Office in 2009. Mr. McCormick assumed accountability for governance and oversight of BMO’s sanctions compliance program in 2010 and has spoken at a number of industry forums on sanctions compliance.

Tracy McLean
Mr. Tracy McLean is Executive Vice President, leading the Marine and Surety team at McLean Hallmark Insurance Group Ltd. one of Canada’s leading Insurance specialists with an experienced team concentrating primarily in this unique area of insurance, surety and risk management. Over the years, she has actively participated as a trusted partner with trade associations and their members. These relationships have allowed her to advocate, educate, support and develop ‘trade partnerships’ to provide resources, services and technology to drive revenue and manage risk.

John-Paul McNally
Mr. John-Paul McNally is the Senior Manager, Sanctions Compliance and Watchlist Management for BMO Financial Group. He joined the bank of Montreal in 2008 as a member of International Payment Operations and assisted in the development of several real-time sanctions screening operations and processes. Mr. McNally is a Certified Anti-Money Laundering Specialist (CAMS).

Sridhar Narayanan
Mr. Sridhar Narayanan is an Executive Architect and global technology leader within IBM Financial Services Global CTO office. He has over 20 years’ experience in leading the architecture, design and delivery of large scale, mission critical enterprise solutions, transformation and systems integration solutions within Banking, Financial Markets and Insurance industries. He combines a deep expertise in technologies and business domains and has a proven track record of advising clients and delivering innovative solutions to their business needs.

Rita Ricci, CDCS
Ms. Rita Ricci is the Global Head of the Trade Expertise Desk of BNP Paribas with over 30 years of experience in trade finance operations. She joined BNP Paribas in 2003. Prior to then, she worked for CIBC based in Montreal with the responsibility for operational delivery of trade products, acting as a Trade Consultant, providing workshops, and advising legal counsel on trade-related matters.

Rajan Sharma
Mr. Rajan Sharma has a Bachelor of Science from the University of Delhi, India. He has over 30 years of extensive operational, risk management, and compliance experience relating to trade finance in Asia, Middle East, and North America.

Marilyn D. Williams
Ms. Marilyn Williams is a graduate of Concordia University, Montreal, Quebec with a Bachelor of Arts Degree and Graduates Studies in Instructional Administration. She has over 25 years of experience with Trade Finance Operations in a number of leadership roles. Over her tenure with the organization she has worked as a Business Consultant where she was accountable for business controls, procedures, and other compliance activities. She has also supported Operational Risk Management for Business Banking. With her passion coupled with her dedication for Trade, she was most recently the Senior Manager responsible for Montreal, Toronto and Vancouver Trade Finance Operations and is currently working on Special Projects supporting Trade Finance.