29th Annual Conference on International Trade
October 23 – 25, 2019 | Chicago, Illinois

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CONFERENCE FLOOR PLAN

Global Trade Advisory Council
Regional Bank Council

Board of Directors Meeting
Registration
Innovation Showcase
Solutions Showcase
Networking Receptions

Breakfast / Lunch

LEVEL TWO

Caribbean / Caspian

Pacific Ballroom

Atlantic Ballroom Foyer

LEVEL ONE

A

B
WEDNESDAY, OCTOBER 23

9:00AM – 3:00PM  
Supply Chain Finance Workshop  
Atlantic Ballroom E  
Offered as a separate registration from the Annual Conference on International Trade.

9:00AM – 5:30PM
Bilateral Meetings  
We recognize the need to network with colleagues, clients and prospects. We reserved special times throughout the conference specifically for these bilateral and small group meetings. We request attendees to conduct meetings strictly during these times, or before/after the session programming each day.

3:30PM – 5:30PM
Innovation Showcase  
Atlantic Ballroom Foyer  
Take an in-depth look at innovative trade related solutions in the market today. Hear from trade consortia and providers as they demonstrate their solutions in 25 min sessions. You are invited to attend as many demonstrations as you are able to, moving from one station to the next.

Featuring
Enigio
Enigio makes it possible to issue, accept and preserve an original document in digital form. This is made possible with a protected combination of traditional and cutting-edge technology, like blockchain. The document has all the functions of its paper equivalent. Only the person or entity in possession of the original document can transfer it, make amendments or invalidate it. The written content in the digital original document always stays in the document and is fully traceable, protected, immutable and impossible to manipulate. Copies of the original can be identified as copies and verified towards a public and distributed ledger to determine if the copy corresponds to the current version of the original document.

Marco Polo
The Marco Polo Network is the largest and fastest growing trade and working capital finance network in the world. It is a joint undertaking between technology firms TradeIX and R3, the world’s leading financial institutions, and their corporate clients. The Marco Polo Network provides an open enterprise software platform for trade and working capital finance to banks and corporates and a distributed, blockchain-powered solution that allows for the seamless and secure exchange of data and assets between participants.

Persistent Systems, Inc.
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 design and data-driven applications and software-driven businesses.

THURSDAY, OCTOBER 24

Wi-Fi is available during the conference
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Sli.do, an interactive Q&A and audience polling system, is available during the conference
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Kapital Bank

7:30AM – 6:00PM
Registration  
Atlantic Ballroom Foyer

8:00AM – 9:00AM
Networking Breakfast  
Atlantic Ballroom B  
Sponsored by

HSBC

7:30AM – 9:00AM
Bilateral Meetings  
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9:00AM – 9:30AM
Welcome Remarks  
Atlantic Ballroom A

Mark Garfield
Board Chair, BAFT  
Head, Global Financial Institutions  
Zions Bancorporation

Trade Information Network
The inclusive industry standard network for multi-bank trade finance. An innovative Network open for corporates and banks which enables financing deeper into global supply chains and offers an easy way to join The Network aims to address the unmet demand for financing earlier in the supply chain by enabling corporates to easily and securely communicate trade information directly with banks of their choice.
9:30AM – 10:00AM
Opening Address: Fireside Chat
Atlantic Ballroom A

Kimberly A. Reed
President & Chairman
Export-Import Bank of the United States

Rob Nichols
President & CEO
American Bankers Association

10:00AM – 10:45AM
Navigating the New Digital Trade World
Atlantic Ballroom A

Banks are facing new challenges with the emergence of new technologies, fintechs, networks, and consortia. Personal and retail banking are increasingly digital and have large online presences, which is driving changes in customer expectations. Many questions arise as to whether some of the new emerging fintechs are competitors and if coexistence with them is possible. The panel will discuss strategies on how to navigate through this maze, evaluate whom to collaborate with, what network(s) to join, integration, maintaining their trade finance corporate relationships and relevancy. What are the challenges and opportunities in this new world?

Moderator
Nancy B. Amert
Director, Trade Innovation Lab
CGI Group Inc.

Panelists
Sunil Gupta
Director, Global Trade Product Head
Bank of Montreal

Tim House
Director, Market Development
Banking Alliances
Tradeshift

Dan Juliano
Managing Director
Head of U.S. Trade Finance and Working Capital
TradeIX

10:45AM – 11:05AM
Morning Coffee/Tea Break
Atlantic Ballroom Foyer

Sponsored by
BMO Capital Markets

Speakers’ Corner
Atlantic Ballroom Foyer
Didn’t get your question answered? Here’s your chance to ask the speakers from prior sessions your unanswered and pressing questions.

11:05AM – 11:50AM
Changes in Global Consciousness – Are Banks Keeping Pace?
Atlantic Ballroom A

Banks are increasingly focused on the impact of lending, rather than simple credit to borrowers. As sustainability and green initiatives grow, along with an increase in dual-use production, a more holistic approach to decision making intensifies. But are banks keeping up with market trends? Join us for a discussion with banks, multilateral agencies and corporates for insights into forces now driving lending and product decisions.

Moderator
Caryn Pace
Head of Portfolio Management and Product Risk
Bank of America Merrill Lynch

Panelists
Matthew A. Frohling
Managing Director
Head of North America Trade Sales
Global Trade and Receivables Finance
HSBC Bank

Inho Lee
Head, Trade and Commodity Finance
IFC

Harriette Resnick
Co-Head, Sustainable Trade Finance Working Group
ICC Banking Commission
Fears that the global economy is heading into a recession are rising as mounting uncertainties dampen growth. At this time, trade policy is viewed as the number one culprit with U.S.-China tensions rising, uncertainty lingering and globalization seemingly pulling back. In a world where everyone loses from increased protectionism, how should businesses adapt?

**Speaker**

Gregory Daco  
Chief U.S. Economist  
Oxford Economics

**12:10PM – 1:00PM**

**Networking Lunch**

**Atlantic Ballroom B**

Sponsored by BNP PARIBAS

**Speakers' Corner**

**Atlantic Ballroom Foyer**

Didn’t get your question answered? Here’s your chance to ask the speakers from prior sessions your unanswered and pressing questions.

**1:00PM – 1:45PM**

**Evolving Corporate Trade Needs and Challenges - Are Trade Providers Meeting Client Demand?**

**Atlantic Ballroom A**

Trade has changed more in the past 10 years than in the prior 100. Clients are seeing and demanding unprecedented amounts of new technologies and capabilities. Are the market service providers meeting that demand? What are the costs of meeting that demand and the risks of failing to do so?

**Moderator**

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

**Panelists**

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

Massimo Capretta  
Partner  
Mayer Brown LLP

Rory Kaplan  
Director, Senior Offering Manager  
CGI Group Inc.

**1:45PM – 2:35PM**

**Regulatory Compliance**

**Atlantic Ballroom A**

Given the millions of dollars the financial services community spends on financial crime compliance programs, understand the essential elements of a strong program – scope and parameters, effectiveness, global consistency and technological solutions that banks have started developing to try to reduce the ever increasing compliance costs.

**Moderator**

Stacey Facter  
Senior Vice President, Trade Products  
BAFT

**Panelists**

John Ahearn  
Managing Director  
Global Head, Trade  
Citi

William Fox  
Co-Chair, Wolfsberg Group  
Managing Director  
Global Financial Crimes Compliance Executive  
Bank of America Merrill Lynch

Donna M. Murphy  
Deputy Comptroller for Compliance Risk Policy  
Office of the Comptroller of the Currency

Radish Singh  
Partner, Deloitte Forensic, Financial Crime Compliance Leader  
Deloitte

**2:35PM – 2:55PM**

**Afternoon Coffee/Tea Break**

**Atlantic Ballroom Foyer**

**Speakers’ Corner**

**Atlantic Ballroom Foyer**

Didn’t get your question answered? Here’s your chance to ask the speakers from prior sessions your unanswered and pressing questions.
2:55PM – 3:15PM
Small Business is Big Business
Atlantic Ballroom A
The U.S. small business exporter market is growing in importance, resulting in potential increased lending opportunities. To support this growing market, the SBA Associate Administrator will announce the re-launch of SBA’s suite of export lending products happening this Fall, and the realignment of the Office of International Trade to support small businesses and the lenders that support them. The Associate Administrator will also discuss how SBA will be making new program improvements to increase the scale of SBA’s export lending volumes.

Speaker
David Glaccum
Associate Administrator for International Trade
U.S. Small Business Administration

3:15PM – 4:00PM
What is Top of Mind for the Trade Finance Heads of the Major Global Trade Banks?
Atlantic Ballroom A
There are many challenges and opportunities facing the trade finance business that require the daily attention of the most senior Business Heads. Find out how each of the major players are dealing with such issues as new regulatory and compliance requirements, finding new pockets of growth and investing in new products in the open account / working capital space, competing and collaborating with fintechs, managing their balance sheets, returns and distribution mechanisms, attracting and retaining talent, and more....

Moderator
Steve Lotito
Managing Director
Head of Trade Finance, North America
MUFG

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

Patricia Gomes
Executive Vice President
Head of Global Trade Receivables Finance, North America
HSBC Bank

Rogier Schulpen
Global Head of Trade and Working Capital Solutions
Santander

4:00PM
Day 1 Wrap Up
Atlantic Ballroom A

Stacey Facter
Senior Vice President, Trade Products
BAFT

4:00PM – 6:00PM
Bilateral Meetings
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Attendees are welcome to use (as shared space) the tables set in Atlantic Ballroom B for bilateral meetings.

6:00PM – 7:00PM
Networking Cocktail Reception
Atlantic Ballroom Foyer

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FRIDAY, OCTOBER 28

Wi-Fi is available during the conference

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Sli.do, an interactive Q&A and audience polling system, is available during the conference

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7:30AM – 12:00PM
Registration
Atlantic Ballroom Foyer

7:45AM – 8:45AM
Networking Breakfast
Atlantic Ballroom B

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7:30AM – 8:45AM
Bilateral Meetings
We recognize the need to network with colleagues, clients and prospects. We reserved special times throughout the conference specifically for these bilateral and small group meetings. We request attendees to conduct meetings strictly during these times, or before/after the session programming each day.
8:45AM – 9:00AM  
**Welcome Remarks**  
*Atlantic Ballroom A*

**Stacey Facter**  
Senior Vice President, Trade Products  
BAFT

9:00AM – 9:45AM  
**Geopolitics of International Trade in 2019**  
*Atlantic Ballroom A*

As the politics of trade continue to be volatile, the U.S. framework for trade policy and multilateral agreements is constantly evolving. With the shifting landscape and continuing uncertainty, companies are now redeploying their global vendor and customer networks as tariff policies impact their supply chains and export markets. Join us to learn how industries and businesses are being effected by the politics of international trade.

**Moderator**  
Oliver O’Connell  
Contributing Editor  
TXF

**Panelists**  
Vinod Madhavan  
Global Head, Trade  
Standard Bank  

Kirk Samson  
Owner  
Samson Atlantic LLC  

Karl Schamotta  
Chief Market Strategist  
Cambridge Global Payments

10:30AM – 10:50AM  
**Morning Coffee/Tea Break**  
*Atlantic Ballroom Foyer*

Sponsored by

**Speakers’ Corner**  
*Atlantic Ballroom Foyer*

Didn’t get your question answered? Here’s your chance to ask the speakers from prior sessions your unanswered and pressing questions.

9:45AM – 10:30AM  
**Secondary Market for Trade**  
*Atlantic Ballroom A*

With the implementation of Basel III reforms upon us, join us for a frank discussion on the secondary market for trade from some of the most recognized industry experts. Learn how industry players are working together on innovative and standardize structures for global market acceptance. Speakers will share thoughts to address jurisdictional and other regulatory challenges whether to open capacity, mitigate risk, bring capital relief, participating or syndicating trade related assets.

**Moderator**  
Daniel Pinho  
Senior Vice President & Assistant Group Manager  
PNC Bank NA

**Panelists**  
Paul Coles  
ITFA Board Member  
Head of Global Transactional Distribution, GTRF  
HSBC Bank

10:50AM – 11:20AM  
**Regulatory Developments in a Global Context**  
*Atlantic Ballroom A*

This panel will focus on the regulatory policy landscape impacting trade finance. It will provide an overview of the final Basel III reforms (Dec. 2017), their implications for the competitiveness of the U.S. banking sector and their consistency with global standards. The panel will also explore the impact of changes to the Current Expected Credit Losses (CECL). Join us to learn more about the impact of these policy changes, as well as industry efforts to mitigate any negative unintended consequences.

**Moderator**  
Diana Rodriguez  
Senior Director, International Policy  
BAFT

**Panelists**  
Katie Rismanchi  
Policy Advisor, Regulatory Affairs Department  
Institute of International Finance  

Joshua Stein  
Vice President, Accounting and Financial Management  
American Bankers Association
11:20AM – 11:40AM
TradeTalk: The Power of Platforms - Opening Up the Banks to Tomorrow
Atlantic Ballroom A

As a business model, Platformification continues to evolve rapidly. With access to new technology through APIs, the possibility of collaboration with all players in the ecosystem is bringing with it new opportunities. Banks are now in the driving seat, and tomorrow’s cross functional solutions are coming as much from internal teams, as they are vendors, or fintechs. Join us to see how opening up the power of platforms can drive innovation and change for the U.S. banking sector.

Speaker
Robert Mancini
Head of Payments
Finastra

11:40AM – 12:30PM
The International Trade Ecosystem: Marrying the Physical and Financial Supply Chain
Atlantic Ballroom A

In this session, BAFT will bring together a cross-section of stakeholders to explore challenges and opportunities for enterprise-wide collaboration on the physical and financial supply chain. The session will include case studies to address the linkages as well as identify solutions that cover compliance requirements and other headwinds through technology.

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

Panelists
Devesh Desai
Principal
PwC

Kirk Lundburg
President & CEO
Trade Technologies, Inc.

Juan-Jose Ruiz
Head of Strategy and Business Development, TradeLens
IBM Industry Platforms

12:30PM – 2:00PM
Lunch with Speaker
Atlantic Ballroom B

Speaker
Steven Ricchiuto
Managing Director
Chief Economist - Fixed Income
Mizuho Securities USA LLC

2:00PM
Closing Remarks
Atlantic Ballroom B

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

Stacey Facter
Senior Vice President, Trade Products
BAFT

AFFILIATE MEETINGS

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

Wednesday, October 23

10:00AM – 12:00PM
Global Trade Advisory Council (GTIC)
Pacific Ballroom

1:00PM – 4:00PM
Board of Directors Meeting
Caribbean/Caspian Ballroom

Thursday, October 24

4:00PM – 5:30PM
Regional Bank Council
Pacific Ballroom
Finastra
Finastra delivers the broadest portfolio of financial services software in the world today. Our vision is to unlock the potential of people and businesses across the financial ecosystem. Our open platform brings parties together to collaborate, innovate, and build great customer experiences.

Finzly
Finzly (formerly SwapsTech) is a cutting edge fintech solutions provider to banks. Finzly offers a bank operating platform with solutions for trade finance, foreign exchange, online banking, domestic payments, cross-border payments, and multi-currency lending. Finzly's mission is to free banks from technology limitations, allow our banks to make smarter technology decisions, and go to market quickly and painlessly.

IBM
IBM is recognized as the flag bearer of enterprise blockchain with a significant number of live blockchain networks, spanning industries from finance to food. IBM’s breadth of capabilities to solve business problems have enabled customers to rapidly build and scale blockchain applications. To learn more, please visit www.ibm.com/blockchain/solutions/trade-finance.

Pelican
Pelican AI has pioneered the practical application of AI technology to enhance and streamline financial crime compliance including TBML and payment processing. With over twenty years of domain experience and AI expertise, Pelican AI is uniquely placed to deliver innovative and agile solutions to improve controls and drive growth.

Persistent Systems, Inc.
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 design and data-driven applications and software-driven businesses. For more information, please visit www.persistent.com.

Stay Connected.
UPDATE Your Preferences Today*
In compliance with GDPR, we are requesting that you update your preferences to continue to receive BAFT newsletters, alerts on conferences and events, information on newly released white papers, industry updates and more.

baft.org/mypreferences
John Ahearn
Managing Director
Global Head, Trade
Citi

Mr. Ahearn, a Managing Director in Citi’s Transaction Services (CTS) business, is currently responsible for global supply chain and trade finance, including export and agency finance, as well as asset optimization. Prior to joining Citi, Mr. Ahearn was with ABN Amro for eight years and was responsible for Financial Institutions and Head of Sales globally for the trade business. He also had senior roles at Bank of New York and started his banking career at JP Morgan as a Management Trainee. Mr. Ahearn is also on the Board of Directors for BAFT and the Pacific Rim Bankers Association.

Nancy B. Amert
Director, Trade Innovation Lab
CGI Group Inc.

Ms. Amert has 25+ years’ experience in credit and trade and is a recognized thought leader in supply chain finance (SCF) technologies used by global banks and their corporate customers. As Director of CGI’s Trade Innovation Lab, she is helping to lead and shape the strategic direction of the CGI Trade360 SaaS platform and its evolution into a fully integrated global solution for traditional trade, payables, receivables, collateral management and cash management. Ms. Amert and her team are actively engaged in the exploration of Blockchain/DLT solutions, emerging technologies and intelligent processing automation (IPA) for trade finance and supply chain.

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

Mr. Bash is Senior Vice President & Manager of City National Bank’s International Banking and Trade Finance department. He oversees the bank’s trade finance and supply chain finance business, 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 (TFAC), 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.

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

Mr. 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. Prior to joining the bank back in August 2018, he was the Americas region executive for JP Morgan’s Global Trade and Loan Products business. Mr. Brady has more than 20 years of experience in banking and has held management roles in a variety of businesses including Portfolio Management and Payments in addition to Trade Finance.

Tod Burwell
President & CEO
BAFT

Mr. Burwell is the President & 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 nearly 30 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 J.P. Morgan 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.

Massimo Capretta
Partner
Mayer Brown LLP

Mr. Capretta is a partner in Mayer Brown’s Chicago and New York offices and a member of the Banking and Finance practice. Mr. Capretta’s transactional practice focuses on representing both financial institutions and companies across a broad spectrum of domestic and international financing transactions. He has been involved in transactions spanning a number of key industries including automotive, heavy manufacturing, chemicals, metals and energy. Mr. Capretta has particular experience with domestic and cross-border trade receivables securitization, asset-based finance, factoring, supply chain/vendor finance, trade finance and other receivables monetization strategies. He regularly advises clients on the creation and management of bespoke receivables finance transactions.

Paul Coles
ITFA Board Member
Head of Global Transactional Distribution, GTRF
HSBC Bank

Mr. Coles is responsible for overseeing the transactional distribution activity that supports HSBC’s GTRF business. His global role focuses on creating greater consistency in the processes, documentation and investor management, along with working with the regional teams on key multi-jurisdiction transactions. Prior to joining HSBC, Mr. Coles was the global coordinator and EMEA head for trade risk distribution at Bank of America Merrill Lynch. Mr. Coles has also worked in the trade credit distribution team at ABN AMRO, and subsequently at RBS as the trade asset management regional head for the NV business (part of the legacy ABN AMRO network). He started his career over 20 years ago at London Forfaiting Company (a specialist trade finance provider) where he held a variety of trade finance roles. Mr. Coles is a member of the Board of the International Trade and Forfaiting Association (ITFA), where he currently chairs the Market Practice Committee.
Gregory Daco  
*Chief U.S. Economist*  
*Oxford Economics*

Mr. Daco is Chief U.S. Economist at Oxford Economics where he is responsible for producing the U.S. economic outlook using Oxford Economics’ proprietary Global Economics Model. He directs the thematic research on the economy, the Fed and fiscal policy, and leads a team of high caliber economists producing intraday economic and financial market analysis. He conducts regular briefings on the global economy for corporate boards, trade associations and policy makers on all levels. He is often quoted in national and global publications and is a frequent guest of CNBC, Bloomberg and NPR. Prior to joining Oxford Economics, Mr. Daco was Director of U.S. Macroeconomics at HIS Global Insight.

Devesh Desai  
*Principal*  
*PwC*

Mr. Desai is a Principal in PwC’s Financial Crime Unit practice with over 15 years of experience implementing risk and compliance solutions for Financial Services and Fintech firms. His main areas of focus are helping clients transform and optimize regulatory compliance programs for Financial Crime related areas such as AML, KYC, Fraud, OFAC Sanctions, Security and Trade Surveillance. He has worked on several transformation and regulatory remediation projects covering areas from compliance to operations. He is a frequent speaker at industry events and authored several white papers on risk and compliance topics.

Scott B. Ettien  
*Executive Vice President, Financial Solutions*  
*Trade Credit Practice Leader, North America*  
*Willis Towers Watson*

Mr. Ettien is the U.S. Trade Credit Practice Leader for Willis Towers Watson. He and his team specialize in providing Trade Credit insurance expertise for financial institutions and corporations. Mr. Ettien joined Willis in 2010 and has built a strong team, mostly made up of former Trade Credit policy and risk underwriters to place and service programs for our various clients. Prior to joining Willis Towers Watson in 2010, he worked at Atradius Trade Credit Insurance, Inc., which is the second largest credit insurance company worldwide. Over his 25 years at Atradius, he held positions in accounting, direct sales, and was the head of sales for the East Region. Mr. Ettien spent the last five years as the Director of Global for North America. In that role, and was responsible for the commercial development of large global business from both a sales and commercial underwriting perspective. Mr. Ettien was elected to the Atradius Trade Credit Insurance, Inc. Board of Directors in 2005.

Stacey A. Facter  
*Senior Vice President, Trade Products*  
*BAFT*

Ms. Facter is responsible for managing all the BAFT’s activities related to trade products and serves as the primary subject matter expert for trade issues, overseeing and managing BAFT’s trade councils, committees and working groups and helps members develop guidance tools for the trade industry. Ms. Facter serves as a public spokesperson for the organization to stakeholders, regulators and policy makers on industry matters affecting the international trade finance community and is BAFT’s primary technical resource for trade related education and training. Ms. Facter has more than twenty-five years of experience in international banking, including over twenty years with JP Morgan Chase Bank, covering emerging markets, international trade finance, cash and risk management, and securities collateral management.

William Fox  
*Co-Chair, Wolfsberg Group*  
*Managing Director, Global Financial Crimes Compliance Executive*  
*Bank of America Merrill Lynch*

Mr. Fox is the Global Financial Crimes Compliance Executive for Bank of America. He is responsible for the company’s financial crimes, corruption and economic sanctions efforts. Prior to joining Bank of America, he served as the Director of the Financial Crimes Enforcement Network (FinCEN). Appointed by Treasury Secretary John Snow in 2003, Mr. Fox was FinCEN’s fourth director and led the administration of the Bank Secrecy Act. Before his appointment as FinCEN Director, he served in the Department of the Treasury as well as at the Bureau of Alcohol, Tobacco and Firearms (ATF).

Matthew A. Frohling  
*Managing Director*  
*Head of North America Trade Sales*  
*Global Trade and Receivables Finance*  
*HSBC Bank*

Mr. Frohling joined HSBC recently with over 30 years of banking experience. He manages trade sales for the HSBC global banking northeast sector. He and his team work closely with global relationship banking to deliver tailored working capital solutions to his client base. Prior to joining HSBC, Mr. Frohling managed the Asia trade sales team for a large U.S. international bank out of Hong Kong. Mr. Frohling managed the Asia supply chain business from January 2011 through June 2016. Before moving to Asia, Mr. Frohling managed supply chain finance for North America.

Mark Garfield  
*Board Chair, BAFT*  
*Head, Global Financial Institutions*  
*Zions Bancorporation*

Mr. Garfield’s current role is Head of Global Financial Institutions at Zions Bancorporation responsible for foreign bank relationship development. He joined Zions Bancorporation in 2005. He has over 30 years of banking experience with 25 years in international banking management covering trade finance, trade services, foreign exchange, correspondent banking and product development. Throughout his career he has worked closely with corporate and commercial entities in the Midwest and Western U.S. providing banking support for cross-border trade. Mr. Garfield currently serves as a Director of BAFT and Chair of the Utah District Export Council. He served on the DEC National Advisory Board and Board of the World Trade Center, Utah.
**Speakers**

**David Glaccum**  
Associate Administrator for International Trade  
U.S. Small Business Administration  
Mr. Glaccum is the Associate Administrator for the Office of International Trade at the U.S. Small Business Administration. The mission of the Office of International Trade is to help small businesses find new markets and sell to a global customer base. Mr. Glaccum and his team accomplish this by executing SBA’s work on federal and state trade development, international trade finance, and international affairs and trade policy. Mr. Glaccum brings a variety of experience in federal and state government to the position. He previously served as Chief of Staff and Counselor to U.S. Ambassador to the United Nations Nikki Haley, where he provided executive level planning, leadership, and directional support to the U.S. Mission staff, and developed strategic initiatives to drive forward U.S. foreign policy interests at the United Nations, including the negotiation and adoption of North Korea sanctions, and the systematic reform of peacekeeping missions resulting in nearly $900 million in savings to the United Nations peacekeeping budget.

**Patricia Gomes**  
Executive Vice President  
Head of Global Trade Receivables Finance, North America  
HSBC Bank  
Ms. Gomes is Head of Global Trade and Receivables Finance (GTRF), North America for HSBC. In this role, she is responsible for leading and managing the GTRF business across Commercial banking and Global Banking clients. With 20 years of experience in banking, Ms. Gomes joined GTRF from the Financial Institute Group (FIG), where she was Head of North America. She has worked for HSBC since 2004 in a variety of roles in London, Hong Kong and New York. Prior to joining HSBC, Ms. Gomes worked with Citigroup, in Financial Institutions coverage and Credit Risk Management in both London and Lisbon.

**Sunil Gupta**  
Director, Global Trade Product Head  
Bank of Montreal (BMO)  
Mr. Gupta has over 20 years of banking experience spanning various areas of trade finance and financial institutions. Prior to joining BMO, he spent 15 years at a major Canadian Bank and 2 years overseas with a leading Indian bank. In his current role, Mr. Gupta has global responsibility for leading the development and management of a profitable trade and supply chain finance product/service suite that meets client needs and enhances relationships.

**Tim House**  
Director, Market Development  
Banking Alliances  
Tradeshift  
Mr. House is the Director of Market Development for Fintech and Banking Alliances in North America for TradeShift. He is responsible for developing relationships and commercialization strategies for financial institutions providing working capital solutions on the TradeShift platform. Before TradeShift, he spent ten years in Wells Fargo and Wachovia’s Global Trade Services group where he was responsible for business development and technical implementations for the bank’s large corporate customers. Prior to Wells Fargo, Mr. House helped found and grow TradeBeam, a Global Trade Management SaaS provider, based in the San Francisco area.

**Dan Juliano**  
Managing Director, Head of U.S. Trade Finance and Working Capital  
TradeIX  
Mr. Juliano has over 25 years of experience working for B2B networks, enterprise software, and fintech companies. Experienced in areas of ERP, procurement/spend management, supply chain finance, and blockchain, Mr. Juliano was one of the founders of PrimeRevenue, the leading non-bank supply chain finance provider, where he spent 13 years. Today, he is working with TradeIX on their trade finance and working capital solutions for banks and corporates and managing business development. TradeIX with R3 are the technology providers behind the Marco Polo Network, the largest trade finance bank consortium.

**Rory Kaplan**  
Director, Senior Offering Manager  
CGI Group Inc.  
Mr. 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 Senior 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.

**Inho Lee**  
Head, Trade and Commodity Finance  
IFC  
Mr. 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 and Eastern Europe in banking, PE funds, distressed assets and NBFIs. Since joining the 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.
Steve Lotito  
Managing Director  
Head of Trade Finance, North America  
MUFG

Mr. Lotito is Managing Director & Head of Trade Finance in Transaction Banking for North America for MUFG Union Bank, N.A. In his role, he manages the sales and product management organizations responsible for advising the bank’s client’s in the corporate, commercial and Japanese corporate banking teams in North America navigate some of the most important trade markets by delivering timely information on international markets, bring innovative products to market, provide trade financing solutions, and risk management strategies. Mr. Lotito has more than 25 years’ experience in commodity finance and international trade finance. Prior to MUFG, he served as Senior Vice President and Head of Sales, Global Trade and Receivables Finance, North America and, Director and Head of Transaction Banking for the Americas at HSBC Bank U.S. and Australia and New Zealand Banking Group respectively.

Kirk Lundburg  
President & CEO  
Trade Technologies, Inc.

Mr. Lundburg is responsible for Trade Technologies’ business strategy, execution and results. He brings over 35 years of international corporate, legal and technology experience to this role. Prior to joining Trade Technologies in 2001, he was a partner at Gunderson Dettmer, a leading venture finance and technology law firm. Before joining Gunderson Dettmer, he was a Vice President at Robert Half International Inc., a NYSE traded, international staffing company. Previously, Mr. Lundburg practiced corporate and securities law with international law firm, Latham and Watkins.

Vinod Madhavan  
Group Head, Trade  
Standard Bank

Mr. Madhavan is currently Group Head of Trade at Standard Bank. In this role he is responsible for trade, one of the universal capabilities identified by Standard Bank, to be delivered across the Group. Thereby, allowing Standard Bank to show up as one universal financial services organization, wherever they are based and whichever client segment they are servicing. He also has P&L responsibility for trade across the Group (i.e., across sectors in Corporate and Investment Bank and divisions in Personal and Business Banking units). Standard Bank franchise (spanning 20 markets in Africa) offers trade and supply chain finance services and solutions, to clients in Institutional, Corporate, Commercial, Business and Enterprise client segments.

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

Mr. 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. Mr. Malaket serves as a member of the Executive Committee and Technical Advisor to the ICC Banking Commission in Paris, as Secretary/Treasurer of the World Trade Centre in Winnipeg and is a long-time member of the Toronto Regional Board of Trade/World Trade Centre, as well as a member of the SWIFT/ICC Industry Education Group on the Bank Payment Obligation. Mr. Malaket is a member of the Board of Directors of the Forum for International Trade Training, Ottawa, Canada. Mr. Malaket is the author of “Financing Trade and International Supply Chains”, published by Gower/Ashgate UK.

Robert Mancini  
Head of Payments  
Finastra

Mr. Mancini is a prominent senior executive with more than 20 years of experience in financial services with a diverse background in global banking, leading technology firms, and international research and consulting firms. He has worked in a senior capacity across diverse roles at four global banks and most recently was head of financial services, commercial banking for a $20 billion U.S. bank. Mr. Mancini has also been instrumental in developing payment and cash management roadmaps for global banks, and has played an integral role in helping banks shape their transformational journeys around corporate banking with a focus on payments and open banking. Since joining Finastra he has worked with financial institutions to develop strategies to improve operational efficiency, enhance the client experience and future-proofing bank investment with modern solutions.

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

Mr. McDonough has been with MUFG Union Bank, N.A. in New York 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 and Receivables Finance group, both in San Francisco leading the bank’s West Coast corporate Trade sales efforts and prior to that in New York as North America regional head of Global Trade and Receivables Finance Product management. From 2004-2012, he 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.
SPEAKERS

Donna M. Murphy
Deputy Comptroller for Compliance Risk Policy
Office of the Comptroller of the Currency

Ms. Murphy is the Deputy Comptroller for Compliance Risk Policy at the Office of the Comptroller of the Currency. In this role, she oversees the development of policy and examination procedures for Bank Secrecy Act and anti-money laundering issues, as well as consumer compliance, fair lending, and the Community Reinvestment Act. Prior to assuming this role, she served as Director of the OCC’s Community and Consumer Law Division, overseeing the office that provides legal interpretations, advice and support on consumer protection, fair lending, and community reinvestment issues to OCC policymakers, managers and staff. Ms. Murphy joined the OCC in 2013 from the United States Department of Justice where she served in various capacities in the Civil Rights Division, including managing the Division’s fair lending enforcement program for 10 years.

Rob Nichols
President & CEO
American Bankers Association

Mr. Nichols is the President & CEO of the American Bankers Association (ABA), which represents banks of all sizes and charters and is the voice for the nation’s $17 trillion banking industry. Mr. Nichols joined ABA in August 2015 following ten years at the helm of the Financial Services Forum, a non-partisan financial and economic policy organization. Before joining the Forum, Mr. Nichols served in the George W. Bush administration as the assistant secretary for public affairs at the Treasury Department, a position requiring confirmation by the United States Senate. In this role, he acted as chief spokesperson and head of the office of public liaison, serving as the Treasury’s lead representative with the media, business, professional trade organizations, consumer groups and the public.

Oliver O’Connell
Contributing Editor
TXF

Mr. O’Connell is the New York-based contributing editor for TXF. He has covered the trade, supply chain, export and commodity finance markets for various publications since 2004 and has chaired and moderated numerous industry events and conferences. Currently, he is helping develop TXF’s new Financing International Trade platform through a series of podcasts and thought leadership interviews.

Caryn Pace
Head of Portfolio Management and Product Risk
Bank of America Merrill Lynch

Ms. Pace is a Director in Global Transaction Services at Bank of America, based in New York. She heads Portfolio Management & Product Risk in Global Trade & Supply Chain. Ms. Pace has responsibility for the trade portfolio including monitoring, development of risk mitigation strategies, forecast impacts and developing materials for portfolio and business reviews. Her team has oversight of risk mitigation on a portfolio and transaction level, including routines involving high risk transactions and business control. To drive and influence the trade business strategy, Ms. Pace engages with clients and potential 3rd party partnership opportunities to understand market perspective and evolving product needs. Previously, she held positions within Global Trade at J.P. Morgan where she worked for 11 years. She currently serves as Co-Chair of the BAFT Future Leaders Council.

Daniel Pinho
Senior Vice President & Assistant Group Manager
PNC Bank NA

Mr. Pinho is Senior Vice President and Assistant Group Manager at PNC’s Trade Finance group. He has over 20 years of experience in structured financing programs. Prior to joining PNC, Mr. Pinho was a Manager at UPS Capital Business Credit where he supervised the Export Credit Agency Operations group. He also served as Director of Trade Finance at a consulting firm in Brazil. Mr. Pinho also serves on BAFT’s North American Council and co-chairs the Structured Trade and Export Finance Committee. He is a member of the Association of Latino Professionals in Finance and Accounting and is chair of the board of Ten Thousand Villages in Pittsburgh, a fair trade nonprofit organization.

Kimberly A. Reed
President & Chairman
Export-Import Bank of the United States

Ms. Reed was sworn in as President & Chairman of the Board of Directors of the Export-Import Bank of the United States (EXIM) on May 9, 2019. She is the first woman and first West Virginian to lead EXIM. Chairman Reed has spent her 20-plus-year career working in the public and private sectors and has led efforts focused on American job creation, trade, economic development, food and agriculture, and government reform. She most recently served as President of the International Food Information Council (IFIC) Foundation where she collaborated with the U.S. Departments of Agriculture and State to increase acceptance of U.S. exports in emerging market countries.

Harriette Resnick
Co-Head, Sustainability Working Group
ICC Banking Commission

Ms. Resnick has extensive experience representing clients’ business interests globally and expertise in international commercial, legal and compliance issues. She is a co-chair of the ICC Banking Commission Working Group on Sustainable Trade Finance. Ms. Resnick was internal counsel to JPMorgan from 1988-2017. As Managing Director & Associate General Counsel, she led the legal team supporting the Global Trade unit within JPMorgan’s Corporate & Investment Bank.

Steven Ricchiuto
Managing Director
Chief Economist - Fixed Income
Mizuho Securities USA LLC

Mr. Ricchiuto is a Managing Director and Chief Economist at Mizuho Securities USA (MSUSA). As Chief Economist, Mr. Ricchiuto is responsible for formulating and marketing the firm’s macroeconomic and interest rate forecasts and providing clients with a strategic outlook on the U.S. economy and financial markets. Prior to joining Mizuho Securities USA, Mr. Ricchiuto worked at Svenska Handelsbanken and at ABN AMRO, where he was Chief U.S. Economist and Head of Fixed Income Research for the region. He has more than thirty five years of experience in the financial services industry. Mr. Ricchiuto is a well-known and highly regarded economist, with extensive appearances on various business news television and radio programs and is regularly quoted in the print media. His latest book “Symptomatic: Systemic traces the history of post war business cycles and how financial debacles have evolved from being caused by the cycle to leading the cycle.”
Jonathan Richman  
**Conference Co-Chair**  
Managing Director, Head of U.S. Trade and Working Capital  
Global Transaction Banking, U.S. Santander  

Mr. Richman, based in New York, currently heads the U.S. Trade and Working Capital business for Santander in the U.S., which includes its Lending, Letter of Credit, Receivables, Supply Chain Finance, and Trade funding activities. Mr. Richman was brought in to fulfill Santander’s ambitious growth plans or its trade finance globally and its corporate and investment banking business in the U.S. For the ten years prior to joining Santander, Mr. Richman was with Deutsche Bank and held responsibilities that included the running of its trade finance business in the Americas. Mr. Richman was also with Standard Chartered Bank for over twenty years, which included senior positions in London and Hong Kong – the most recent of which was Head of Transactional Banking for North Asia.

Katie Rismanchi  
**Policy Advisor, Regulatory Affairs Department**  
Institute of International Finance  

Ms. Rismanchi joined the Institute of International Finance’s Regulatory Affairs Department in May 2019. Among other topics, Ms. Rismanchi contributes to the IF’s work on prudential capital standards, impact assessments, resolution and market fragmentation. Before joining the IF, Ms. Rismanchi worked for over six years as an economist and prudential policy expert at the Bank of England. She worked on a range of microprudential and macroprudential banking topics and spent one year as a seconded financial stability expert to the European Systemic Risk Board in Frankfurt.

Diana Rodriguez  
**Senior Director, International Policy**  
BAFT  

Ms. Rodriguez leads BAFT’s global government relations strategy, focusing primarily on prudential policy and global trade policy matters. Her advocacy portfolio includes Basel III implementation, reforms to the European banking law and U.S. trade policy. She coordinates joint advocacy with partner trade associations and other global stakeholders to advance BAFT policy priorities. Prior to joining BAFT, Diana served in the Obama Administration as Senior Advisor for International Trade at the U.S. Small Business Administration. There, she advised the SBA Administrator on a global portfolio of trade policy and finance matters, and oversaw the Agency’s global entrepreneurship promotion efforts in Asia, Europe and Latin America. Before that, she served as a Director in the U.S. Chamber of Commerce’s International Affairs Division leading trade policy efforts in Mexico.

Juan-Jose Ruiz  
**Head of Strategy and Business Development, TradeLens**  
IBM Industry Platforms  

Mr. Ruiz is a global strategy and business development executive with experience in the technology, financial services, and media/information industries. He is currently leading Strategy and Business Development at IBM for TradeLens, the industry platform for the digitization of global trade. Prior to IBM he played a number of strategic and operational roles at Thomson Reuters based in Europe, Asia, and the Americas including leading Strategic Alliances globally and developing growth strategies across business units. Mr. Ruiz started his professional career as a software engineer in Spain developing some of the early web-based b2b marketplaces.

Kirk Samson  
**Owner**  
Samson Atlantic LLC  

Mr. Samson founded the political risk consulting firm Samson Atlantic in 2015. He is a former U.S. diplomat, military officer and international law advisor with over two decades of overseas experience. Mr. Samson works with U.S. companies to research opportunities to successfully expand into foreign markets, with an emphasis on Europe. He is a Senior Analyst for U.K.-based Global Risk Insights, with numerous publications on political risk analysis, and a Director of the International Trade Association of Greater Chicago. Mr. Samson also trains clients in effective global and cross-cultural communication strategies, having led or participated in international negotiations in over 35 nations.

Karl Schamotta  
**Chief Market Strategist**  
Cambridge Global Payments  

Mr. Schamotta leads Cambridge’s currency research group, focused on analyzing shifts in the world economy and creating strategies that help businesses harness market volatility. He has built risk management and trading programmes for hundreds of major corporations, and is a regular contributor to a number of international finance publications. He regularly appears in the Wall Street Journal, Bloomberg, Reuters, BNN, CNN and CNBC.

Rogier Schulpen  
**Global Head of Trade & Working Capital Solutions**  
Santander  

Mr. Schulpen, Global Head of Trade & Working Capital Solutions at Santander, is responsible for all trade finance products: Supply Chain Finance, Documentary Trade and Structured Trade and Commodity Finance. In addition, Mr. Schulpen leads the Regulation, Capital and Liquidity team for Global Transaction Banking. The Trade & Working Capital Solutions group is globally organized and has professionals in 12 countries spread over Europe, the Americas, and Asia. Mr. Schulpen started his career at MeesPierson in the Netherlands, working in the commodity finance team. He subsequently moved to ABN Amro Bank in London and Brazil, where he lead the soft commodities market in Latin America.
Radish Singh  
*Partner, Deloitte Forensic, Financial Crime Compliance Leader, Deloitte*

Ms. Singh has 20+ years of experience in the field of financial services regulations, compliance, anti-bribery and corruption, conduct of business and financial crime (AML/Sanctions). She currently leads Deloitte’s South East Asia Financial Crime Compliance practice. Her clientele includes major global and local banks in Singapore. Broadly, her experience includes regulatory, business conduct policy formulation, legislative drafting, anti-money laundering, outsourcing, implementing anti-bribery and corruption policy, advising on data protection matters, establishing corporate governance codes, stock exchange supervision/rules and securities laws. Ms. Singh has been actively presenting on global regulatory reform as a result of the G20 initiatives to major banks and institutions in Singapore as well as in various public forums.

Joshua Stein  
*Vice President, Accounting & Financial Management, American Bankers Association*

Mr. Stein arrived to the American Bankers Association in October 2017. He works alongside Mike Gullette in the ABA’s efforts with the FASB and the U.S. banking regulators in helping bankers understand and implement policies and regulations related to accounting, financial reporting, internal controls, and capital management. Specifically, Mr. Stein is working on efforts related the implementation of FASB’s CECL standard. Mr. Stein brings to the ABA almost twenty years of experience. Mr. Stein started his career as an auditor for KPMG, where he concentrated on financial institutions. He worked as an analyst and an inspector for the PCAOB. He also worked in an accounting policy position at a large private equity firm. Mr. Stein is a Certified Public Accountant.

Geoffrey Wynne  
*Partner, Sullivan & Worcester*

Mr. 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. He has worked on many structured trade transactions covering such diverse commodities as oil, nickel, steel, tobacco, cocoa and coffee. He has also advised on ownership structures and repos for commodities and receivables financings.
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<td>Michael McDonough</td>
<td>MUFG</td>
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<td>Jonathan Richman</td>
<td>Santander</td>
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<td>Rory Kaplan</td>
<td>CGI Group Inc.</td>
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<td>Caryn Pace</td>
<td>Bank of America Merrill Lynch</td>
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<td>Daniel Pinho</td>
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<td>Gayle Roenbaugh</td>
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## 2019 BAFT Conferences and Workshops

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<th>Event</th>
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<tr>
<td>December 5</td>
<td>Financial Crime Compliance Forum</td>
<td>Beijing, China</td>
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<td>December 10</td>
<td>Financial Crime Compliance Workshop</td>
<td>Seoul, South Korea</td>
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<td>December 12</td>
<td>Financial Crime Compliance Workshop</td>
<td>Singapore</td>
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## 2020 BAFT Conferences and Workshops

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<tr>
<td>January 13-15</td>
<td>Global Annual Meeting - Europe</td>
<td>Frankfurt, Germany</td>
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<td>January 20</td>
<td>Trade Finance Workshop</td>
<td>Mumbai, India</td>
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<td>January 21</td>
<td>Financial Crime Compliance Workshop</td>
<td>Mumbai, India</td>
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<td>February</td>
<td>Respondent’s Playbook – LATAM</td>
<td>LATAM</td>
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<td>February 13-14</td>
<td>Southeast Trade Finance Workshop</td>
<td>Tampa, Florida</td>
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<td>February 20-21</td>
<td>Canada Trade Finance Workshop</td>
<td>Toronto, Canada</td>
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<td>February 27-28</td>
<td>Global Payments Conference</td>
<td>New York, New York</td>
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<td>March 18-19</td>
<td>MENA Bank to Bank Forum</td>
<td>Dubai, United Arab Emirates</td>
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<td>May 3-6</td>
<td>North America Annual Meeting</td>
<td>Orlando, Florida</td>
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<tr>
<td>June</td>
<td>Regional Bank Conference</td>
<td>Chicago, Illinois</td>
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<td>July</td>
<td>West Coast Trade Finance Workshop</td>
<td>Los Angeles, California</td>
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<tr>
<td>October 4</td>
<td>12th Global Councils Forum (Invite Only)</td>
<td>Boston, Massachusetts</td>
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Additionally, you can also earn 6 CPD hours towards CTFC re-certification, which fulfills the minimal annual requirement. These hours can be applied to:

- The Certificate in Trade Finance Compliance (CTFC)

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