

2019 BAFT

# Baku

TRADE FINANCE WORKSHOP



## PROGRAM

**08:00 – 09:00**

Registration

**09:00 – 09:10**

Welcome

*Speaker*

**Samantha Pelosi**

Senior Vice President, Payments & Innovation  
BAFT

**09:10 – 09:15**

Introduction/Workshop Overview

*Speaker*

**Hugo Verschoren**

Owner and Consultant  
goVer Trade Technologies Ltd.

**09:15 – 10:30**

Compliance Issues in Trade Finance

- What is Compliance?
  - KYC
  - AML
  - Sanctions
- Publications
  - Wolfsberg/ICC/BAFT Trade Finance Principles paper
  - BAFT TBML
  - ICC position paper about Sanction Clauses
  - ICC Opinions about compliance issues
- Applying Compliance principles in the handling of Documentary Credits, Stand-by Letters of Credit, Bank Guarantees and Documentary Collections

**10:30 – 10:45**

Networking Coffee/Tea Break

**10:45 – 12:15**

Letters of Credit and their Risk Characteristics Compared to Open Account/SCF

- Nature of the risks
  - Credit risk (for Import LCs and Export LCs)
  - Operational risk
  - Compliance, reputational, legal risk

- Mitigation measures

- Case studies

**12:15 – 13:15**

Networking Lunch

**13:15 – 14:30**

Incoterms 2010

- History of the Incoterms
- Basic principles and structure of Incoterms 2010
- Rules for any mode or modes of transport
- Rules for sea and inland waterway transport
- Incoterms 2010 and UCP600 and Letters of Credit
- Case studies

**14:30 – 14:45**

Networking Coffee/Tea Break

**14:45 – 16:00**

The Bank Payment Obligation (BPO)

- Introduction
- SWIFT's Trade Service Utility (TSU)
- Structure and outline of the BPO
- The URBPO
- Contracts and legal framework
- Market adoption of the BPO and the BPO in the world of Trade
- Other initiatives: DLT, Blockchain

**16:00 – 16:45**

Open Forum/Q&A

**16:45 – 17:00**

Wrap Up

*Speaker*

**Hugo Verschoren**

Owner and Consultant  
goVer Trade Technologies Ltd.

**Samantha Pelosi**

Senior Vice President, Payments & Innovation  
BAFT

# Trainer Biography

## Hugo Verschoren

Independent Consultant and Owner  
goVer Trade Technologies Ltd

Mr. Hugo Verschoren is an independent consultant and owner of goVer Trading Technologies Ltd ([www.govertradetechnologies.com](http://www.govertradetechnologies.com)). He joined ING (Formerly – Banque Bruxelles Lambert) in the Letter of Credit Operations Department in Antwerp, Belgium in 1987. After several occupations within BBL and ING in Financial Markets, Payment Sales and Corporate Clients, he moved to Amsterdam in 2010 as Senior Product Manager Trade Finance Services for ING Group. Afterwards, he moved back to Belgium to be the Chief Expert Trade Finance Services and Manager of the Middle Office, Trade Finance Services. He is involved in a number of ICC activities as member of the Dutch and (now) Belgium National Committee, Technical Advisor to the Banking Commission of the International Chamber of Commerce and member of the ICC Trade Register Group, the ICC Regulatory Group and the ICC Financial Crime Risk and Policy Group. He is also a member of the Consulting Group for the ICC Rules for Digital Trade. Mr. Verschoren is a Regular provider of trainings and presentations, and a frequent speaker at conferences world-wide.

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## SAVE THE DATE

on \*Upcoming BAFT Conferences and Workshops!

March 13 – 14	MENA Bank to Bank Forum	Dubai, UAE
April 28 – May 1	Global Annual Meeting – The Americas	San Diego, CA
May 1	Innovation Workshop	San Diego, CA
June 19	Credit Risk Workshop	Chicago, IL
June 19 - 20	Regional Bank Conference	Chicago, IL
June 26 – 27	New York Trade Finance Workshop	New York, NY
July 11 – 12	Global Payments Symposium	New York, NY
July 18 – 19	West Coast Trade Finance Workshop	Los Angeles, CA
October 23	Supply Chain Finance Bootcamp	Chicago, IL
October 23 – 25	29th Annual Conference on International Trade	Chicago, IL