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?
  o KYC
  o AML
  o Sanctions
• Publications
  o Wolfsberg/ICC/BAFT Trade Finance Principles paper
  o BAFT TBML
  o ICC position paper about Sanction Clauses
  o 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
  o Credit risk (for Import LCs and Export LCs)
  o Operational risk
  o Compliance, reputational, legal risk

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). 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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<td>Dubai, UAE</td>
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<td>April 28 – May 1</td>
<td>Global Annual Meeting – The Americas</td>
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<td>May 1</td>
<td>Innovation Workshop</td>
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<td>June 19</td>
<td>Credit Risk Workshop</td>
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2019 BAFT TRADE FINANCE WORKSHOP — Baku