Workshop Hosted by BMO Capital Markets

Thursday, November 3

8:00AM - 8:30AM
Breakfast & Registration

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

Normand Girard
Director – Global Trade Operations
BMO Financial Group

8:45AM - 9:15AM
Global Trade Initiatives and Industry Collaboration
Update on trade related initiatives with different industry bodies.
Speaker
Patrick DeVilbiss
Director of Operations
BAFT

9:15AM – 10:15AM
Guarantee Bonds
Insights into specific types of guarantees and bonds. Gain an added dimension for understanding their purposes and the difference between performance and financial obligations. What are the challenges encountered by guarantee practitioners in handling them.
Speaker
Rebecca Hazan
Director, Trade & Supply Chain Finance
Scotiabank

10:15AM – 10:30AM
Coffee Break

10:30AM – 11:30AM
SUPPLY CHAIN FINANCE STARTER KIT
For those who wonder what is Supply Chain Finance, this will start you off on the right path for this corporate offering that has been taking off across global trade. The discussion will give an industry view of the most common form of Supply Chain Finance with an inside look at the bank operational side i.e. what corporate clients are looking for and how from a bank’s view this is being delivered to the market.
Speaker
Philippa Fitzsimons
Director Trade Finance, Corporate Banking
CIBC Capital Markets

11:30AM -12:15PM
EDC Supporting Trade Transactions
EDC coverage can greatly enhance the payment security of trade transactions such as documentary credits, invoice receivables and guarantees. Understand how a LC transaction flow works between the exporter, the bank and EDC. What steps to take for arranging EDC insurance, what are the responsibilities of the parties, and what you need to know and do in order to lodge a claim.
Speaker
Mike Osborne  
Senior Financial Services Manager  
EDC

Brent Smith  
A/Manager Contracting, Insurance and Bonding  
EDC

12:15PM – 1:15PM  
Networking Lunch

1:15PM – 2:15PM  
Trade Technology – Blockchain  
What is blockchain (distributed ledgers) and how might it make significant changes to trade finance? Banks, fintechs and consortiums are vying to answer that question. In this session we will start with the basics and give an overview the quickly evolving landscape.

Speaker  
Kitt Carswell  
Vice President, Senior Offering Manager  
CGI

2:15PM– 3:15PM  
ICC Opinions update  
A review of finalized ICC Opinions which sparked lively debates at the Johannesburg ICC Banking Commission Meeting in April 2016.

Speakers  
Normand Girard  
Director – Global Trade Operations  
BMO Financial Group

Rita Ricci  
Global Head – Trade Expertise Desk  
BNP Paribas

3:15PM – 3:30PM  
Coffee Break

3:30PM –4:30PM  
Single Issue Questions  
Speakers  
Ordene Hunte  
Letter of Credit Manager  
CIBC

Andy Subasinghe  
Vice President, Global Trade Finance  
TD Securities

4:30PM – 5:15PM  
Export LC backed to Collection  
In trade finance, we often hear of back to back LCs, but how can a LC backed to a collection work when financing is also required? What are the risks and benefits?

Speaker  
Nino Makdessi  
Directeur Principal/Senior Manager  
Transactions Commerce International
Banque Nationale de Canada

5:15PM – 5:30PM
Day 1 Wrap-Up
Speaker
Rita Ricci
Global Head – Trade Expertise Desk
BNP Paribas

5:30PM – 7:00PM
Networking Reception
Duke of Westminster (Pub)
Individuals responsible for own charges

Friday, November 4

8:00AM - 8:30AM
Breakfast & Registration

8:30AM – 8:45AM
Welcome
Speaker
Rita Ricci
Global Head – Trade Expertise Desk
BNP Paribas

8:45AM – 9:45AM
Sanctions
An overview of recent developments and best practices in a global sanctions compliance program.
Speaker
Keith McCormick
Senior Manager, Sanctions Compliance
BMO Financial Group

9:45AM – 10:45AM
Bills of Lading for transport by sea – what we need to know
A look at the various transport documents used for moving cargo by sea and the important elements that impact L/C transactions, particularly in L/C structure and documents examination. Key issues relating to Marine, Multimodal, Charter Party and Straight Bills of Lading will be discussed aiding bankers to educate the customer, and vice-versa.
Speaker
Christopher J. Gillespie
President & CEO
Gillespie-Munro Inc.

10:45AM – 11:00AM
Coffee Break

11:00AM – 12:00PM
Mock Court
An interactive forum where the facilitators and participants arbitrate topical letters of credit issues in a court room setting. (Place holders) – speakers subject to change
Moderator
Normand Girard
Director – Global Trade Operations
BMO Financial Group

Judge
Lida Bucyk  
Senior Counsel  
CIBC  

Parties  

Rajan Sharma  
Director, Risk Management & Credit Control  
TD Securities  

Nino Makdessi  
Directeur Principal/Senior Manager  
Transactions Commerce International  
Banque Nationale de Canada  

12:00PM – 1:15PM  
Networking Lunch  

1:15PM – 1:45PM  
Collections Avalization/Trust Receipt  
Speaker  

Andy Subasinghe  
Vice President, Global Trade Finance  
TD Securities  

1:45PM – 2:30PM  
Trade Product Case Study:  
Bank to Bank Reimbursements  
Speaker  

Ordene Hunte  
Letters of Credit Manager  
CIBC  

2:30PM – 3:15PM  
Oil & Gas Best Practices  
Update on trade related initiatives with different industry bodies and presentation on BAFTs newly released  
Oil & Gas Best Practices Guidance Document  

Speaker  

Rita Ricci  
Global Head – Trade Expertise Desk  
BNP Paribas  

3:15PM – 3:30PM  
Wrap-Up  
Speaker  

Normand Girard  
Director – Global Trade Operations  
BMO Financial Group