PROVIDER SHOWCASE

Cibar
Founded in 1969, Cibar’s applications provide a bank the ability to process letters of credit, collections, assignments, accounts, imaging, participations, guarantees, reimbursements, acceptances, letters, and cash letters. Cibar’s applications have already been updated to handle the SWIFT 2018 Standards Release. Contact Nick Mayer at nmayer@cibar.com for more information.

Coastline Solutions
Coastline Solutions is the world’s leading provider of online training and information services in the area of Trade Finance, collections, LCs, standbys, guarantees, ISBP, Incoterms. In 2017, Coastline Solutions is also launching an Online Training Program in Trade Based Financial Crime. Full details on all programs at www.coastlinesolutions.com

Finastra
Finastra unlocks the potential of people and businesses in finance, creating a platform for open innovation. Formed in 2017 by the combination of Misys and D+H, we provide the broadest portfolio of financial services software in the world today — spanning retail banking, transaction banking, lending, and treasury and capital markets. Our solutions enable customers to deploy mission-critical technology on premises or in the cloud. Our scale and geographical reach means that we can serve customers effectively, regardless of their size or geographic location — from global financial institutions, to community banks and credit unions. Through our open, secure and reliable solutions, customers are empowered to accelerate growth, optimize cost, mitigate risk and continually evolve to meet the changing needs of their customers. Forty-eight of the world’s top 50 banks use Finastra technology.

Pelican
Pelican provides banks and corporations with solutions that enhance, streamline and secure the payments and trade and compliance life-cycle. With over 20 years of expertise in the practical application of artificial intelligence technology to payments and compliance, Pelican partners with its customers to deliver innovative and agile solutions and drive growth.

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Daniel Pinho, PNC Bank
Gayle Roenbaugh, HSBC Bank USA, NA
**Monday, September 11**

**9:00AM – 5:00PM**
Supply Chain Finance Bootcamp
Juliette Ballroom

**9:00AM – 6:30PM**
Bilateral Meetings
We've carved out special times throughout the conference for you to network with prospects, clients and colleagues.

**5:30PM – 6:30PM**
Networking Opening Reception
Juliette Ballroom (21st Floor)

**Tuesday, September 12**

**7:30AM – 9:00AM**
Registration and Networking Breakfast
Juliette Foyer

**9:00AM – 9:20AM**
Welcome
Juliette Ballroom

**9:00AM – 9:50AM**
Keynote Address
Juliette Ballroom

**9:50AM – 10:30AM**
CEO Fireside Chat: Trade Policy and Trade Agreements
Juliette Ballroom

**10:30AM – 10:50AM**
Networking Coffee/Tea Break
Juliette Foyer

**9:00AM – 9:15AM**
Welcome
Juliette Ballroom

**9:15AM – 9:45AM**
Keynote Address
Juliette Ballroom

**9:45AM – 10:40AM**
SMF Financing
Juliette Ballroom

With 67 percent of net new jobs in the U.S. attributed to the SME sector, how are small and mid-size corporates accessing the financing they need to grow?

**10:50AM – 11:35AM**
Concurrent Sessions
**Session A: Public/Private Sector Collaboration**
Juliette Ballroom

Inside the D.C. Beltway, collaboration between public and private sector is a common and productive occurrence. Outside of Washington, how are companies across the country engaged with the public sector in matters of international trade? Our panelists, who represent both government agencies and private sector companies, will talk about the general strategy for collaboration, why it is important, and how they work together with the goal of improving business and international trade for U.S. companies.

**Session B: Understanding the Perils of Warehouse Finance — The Importance of Due Diligence**
Juliette Ballroom

Following the Qingdao scandal in China in 2014 which freed the commodity markets into turmoil, this is an opportunity to review how things have changed in the past 3 years — the effect on the commodity markets, appetite of Bankers to finance as well as legal and market changes. A panel of industry experts will discuss these changes including extra protections that are possible as well as how the markets may develop and change over the next few years.

**11:40AM – 12:35PM**
Capital Reliefs
Juliette Ballroom

This session will provide an update on the state of global financial regulation and the future of risk management in the US and EU contexts. The panel will identify core priorities for the industry in advance of the final Basel reform package, and will address the capital requirements and risk rating to trade finance guarantees and insurance covered transactions.

**12:35PM – 1:30PM**
Networking Lunch
Juliette Foyer

**1:30PM – 2:00PM**
Keynote Address
Juliette Ballroom

**2:00PM – 2:45PM**
Challenges and Opportunities in Corporate and Correspondent Banking in a Changing Environment
Juliette Ballroom

Given the overall changes in the trade finance landscape, driven by technology, compliance regulations and capital requirements, even greater collaboration between corporates and correspondent bank partners is critical. In this session, a corporate, regional, global bank and a technology provider will discuss ways to work together to transform challenges into opportunities when identifying, developing, and delivering supply chain and traditional trade finance solutions. The panel will explore how each is addressing these challenges by citing current cases.

**2:45PM – 3:05PM**
Networking Coffee/Tea Break
Juliette Foyer

**3:05PM – 3:55PM**
Concurrent Sessions
**Session A: Supply Chain Finance Deals**
Juliette Ballroom

Supply Chain Finance has been the domain of large banks and fintech providers offering well rated buyers and their suppliers’ working capital solutions through extended payment terms and financing options. Today there is growing focus on SDI to tap into the over 80 percent of trade done via open account. Hear from a panel of experts across industry and government on real experiences in accessing a company’s prospects for a successful SDI launch, issues in getting boards on persons, KPI and ICC things across borders as well as perfecting true sale of payables.

**Session B: Private Sector Political Risk & Trade Credit Insurance Market Update**
Juliette Ballroom

Trade finance experts face unique challenges in today’s economic decisions. This is particularly true in the case of a firm entering a foreign market where there is uncertainty about the size of the market, the distribution channels, and most importantly what financing options are available. In this session, a Multilateral Agency and official Export Credit Agency will provide updates on policy changes and new program development.

**4:40PM**
Day 1 Wrap Up

**4:45PM – 6:30PM**
Bilateral Meetings
We’ve carved out special times throughout the conference for you to network with prospects, clients and colleagues.

**6:30PM – 7:30PM**
Networking Cocktail Reception
Juliette Foyer

**Wednesday, September 13**

**7:30AM – 9:00AM**
Registration and Networking Breakfast
Juliette Foyer

**7:30AM – 9:00AM**
Bilateral Meetings
We’ve carved out special times throughout the conference for you to network with prospects, clients and colleagues.

**9:00AM – 9:15AM**
Welcome
Juliette Ballroom

**9:15AM – 9:45AM**
Keynote Address
Juliette Ballroom

**9:45AM – 10:40AM**
SMF Financing
Juliette Ballroom

With 67 percent of net new jobs in the U.S. attributed to the SME sector, how are small and mid-size corporates accessing the financing they need to grow?

**10:40AM – 11:00AM**
Networking Coffee/Tea Break
Juliette Foyer

**11:00AM – 11:45AM**
Concurrent Sessions
**Session A: Regional Bank Roundtable**
Juliette Ballroom

This session will explore the regional bank viewpoint on various current issues. The panelists will provide their insight on what they are doing to fulfill customer needs, how they are responding to the disruption of the fintech companies, and how their business strategy of the regional banks is impacted by the economic and technological changes taking place globally.

**11:50AM – 12:45PM**
Special Report on Practical Issues for Implementing RegTech at Your Bank
Juliette Ballroom

A practical discussion of how artificial intelligence and machine learning can create more efficient and effective risk management at your bank. The session will cover a blend of perspectives regarding how to design and successfully implement API changes.

**12:45PM – 1:35PM**
Networking Lunch
Juliette Foyer

**1:35PM – 2:30PM**
New Technology in Trade
Juliette Ballroom

Trade has drawn active attention with the DLT/Blockchain innovators. Players from both the banking and the fintech worlds are developing ground-breaking approaches to trade processes and finance, looking to offer greater transparency and cost effective means to transact centuries-old trade operations. This panel will present specific applications using innovative new technology.

**2:30PM – 3:30PM**
The Future of Trade
Juliette Ballroom

The Future of Trade is bright with greater transparency across all of the supply chain. Trade has drawn active attention with the DLT/Blockchain innovators. Players from both the banking and the fintech worlds are developing ground-breaking approaches to trade processes and finance, looking to offer greater transparency and cost effective means to transact centuries-old trade operations. This panel will present specific applications using innovative new technology.

**3:30PM**
Closing Remarks
Juliette Ballroom