



## **WORKSHOP ON AML/CFT AND TRADE FINANCE**

**26-28 June 2019**

**Tanoa International Hotel, Nadi, Fiji**

### **Background**

The ADB's Trade Finance Program (TFP) provides guarantees and loans to over 200 partner banks to support trade, enabling more companies throughout Asia to engage in import and export activities. Since 2009, ADB's TFP has supported more than 15,000 small and medium-sized enterprises across developing Asia—through over 21,000 transactions valued at over \$36 billion—in sectors ranging from commodities and capital goods, to medical supplies and consumer goods. In 2018, TFP grew almost 40% to support \$6.2 billion in trade through 4,470 transactions.

TFP's products are divided into three – guarantee; funded; and distribution or cofinance – all in support of trade transactions. Guarantee products are provision of credit guarantee by covering up to 100% of bank risk which are provided within 24 hours. Funded product is revolving credit facility by providing loans directly to banks to support pre- and post-shipment transactions.

TFP complements its financial support with knowledge products, which currently includes a study that quantifies market gaps for trade finance; initiatives to increase the role of women in banking; efforts to enhance environmental and social safeguards in trade; and initiatives to fight financial crime through greater transparency in the global financial system. TFP also provides workshops and seminars to increase knowledge and expertise in matters related to finance, trade, risk management and fraud prevention, including the provision of online trade finance certifications in partnership with the ICC Academy.

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### DAY 1 Agenda

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|---------------|---|
| 08.30 – 09.00 | Registration  |
| 09.00 – 09.15 | <p><b>Welcome Remarks</b><br/> <i>Can Sutken, Investment Specialist, ADB's Trade Finance Program</i></p>  |
| 09.15 – 12.00 | <p><b>Session 1: Basic Anti-Money Laundering (AML) and Trade-based Money Laundering Concepts</b><br/> <i>Joel Syquia, Unit Head Due Diligence, Asian Development Bank</i></p> <ul style="list-style-type: none"> <li>▪ Basic AML Considerations</li> <li>▪ Trade-Based Money Laundering Typologies</li> <li>▪ Basic Considerations in Developing an Adequate AML Program</li> </ul>   |
| 12.00 – 13.00 | Lunch   |
| 13.00 – 16.00 | <p><b>Session 2: AML Briefing – Customer Due Diligence</b><br/> <i>Joel Syquia, Unit Head Due Diligence, Asian Development Bank</i></p> <ul style="list-style-type: none"> <li>▪ Customer Identification Program</li> <li>▪ Customer Due Diligence</li> <li>▪ Enhanced Due Diligence</li> <li>▪ Monitoring and Periodic Review</li> </ul>   |
| 16.00 – 17.00 | <p><b>Session 3: Ultimate Beneficial Owners: International Standards and Practices</b><br/> <i>Joel Syquia, Unit Head Due Diligence, Asian Development Bank</i></p> <ul style="list-style-type: none"> <li>▪ Defining UBOs and Applying the FATF Standards</li> <li>▪ Determining Controlling Ownership Interests and Variances in the Application of the Threshold Approach</li> <li>▪ Structures Designed to Hide Beneficial Ownership</li> <li>▪ Identifying Who Actually Exercises Control</li> </ul> |
| 18.00 – 20.00 | <b>Cocktails</b>  |

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### DAY 2 Agenda

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|---------------|--|
| 08.30 – 09.00 | Registration   |
| 09.00 – 09.30 | <p><b>ADB's Trade Finance Program</b><br/> <i>Can Sutken, Investment Specialist, ADB's Trade Finance Program</i></p> <ul style="list-style-type: none"> <li>▪ Components</li> <li>▪ Statistics: 2018 Performance</li> <li>▪ Workflow and examples</li> </ul>   |
| 9.30 – 12.30  | <p><b>Key foundations of Trade Finance: overview, trends, implications</b><br/> <i>Vincent O'Brien, Member Executive Committee of ICC Banking Commission</i></p> <ul style="list-style-type: none"> <li>▪ Trends in Trade Finance – key highlights from the ICC Global Trade Finance Survey</li> <li>▪ Agreeing International Contracts – understanding obligations and documentation</li> <li>▪ Trade Finance Product Workflow – Letters of Credit, Guarantees and Standbys</li> <li>▪ ICC Trade Rules – introduction UCP600, Incoterms, URDG, ISP98</li> </ul>   |
| 12.30 – 13.30 | Lunch  |
| 13.30 – 16.30 | <p><b>Trade Business RP</b><br/> <i>Roger Packham, Consultant, ADB's Trade Finance Program</i></p> <ul style="list-style-type: none"> <li>▪ Overview and benefits of Trade RP</li> <li>▪ Six "S": How to make trade a low risk/high return business</li> <li>▪ The 3 Key Components for a successful Trade Business RP</li> <li>▪ Setting Goals/KPIs RP</li> <li>▪ Importance of Coaching RP</li> <li>▪ Product Knowledge. Minimum requirements/various types of LCs &amp; their most common uses RP</li> <li>▪ Risks in Trade &amp; how to Mitigate. Mutual benefits for bank &amp; customers. Win/Win RP</li> <li>▪ Positioning LCs as the preferred payment method and their unique benefits to customers RP</li> </ul> |

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### DAY 3 Agenda

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|---------------|--|
| 08.30 – 09.00 | Registration   |
| 09.00 – 09.15 | <b>Environmental and Social Safeguards for Trade</b><br><i>Can Sutken, Investment Specialist, ADB's Trade Finance Program</i>  |
| 09.15 – 10.15 | <b>Identifying Trade Opportunities and using the ADB's Trade Finance Program</b><br><i>Ruth Thomsen Penaia, Senior Manager, Samoa Commercial Bank</i><br><i>Roger Packham, Consultant, ADB's Trade Finance Program</i> |
| 10.15 – 11.00 | <b>Correspondent Banking Solutions</b><br><i>Utku Arik, Financial Institutions Marketing Manager, Aktifbank Turkey</i>   |
| 10.30 – 11.00 | Coffee/Tea Break   |
| 11.00 – 12.00 | <b>Digital KYC Solutions</b><br><i>Bob Reid, EverID</i>  |
| 12.00 – 13.00 | Lunch  |
| 13.00 – 13.30 | <b>Trade Finance Products in Action / Case Study</b><br><i>Vincent O'Brien, Member Executive Committee of ICC Banking Commission</i>   |
| 13.30 – 15.00 | <b>Trade Pooling LC Relay / LC Reissuance / Example Cases</b><br><i>Roger Packham, Consultant, ADB's Trade Finance Program</i><br><i>Vincent O'Brien, Member Executive Committee of ICC Banking Commission</i>         |
| 15.00 – 15.30 | Closing and Presentation of Certificates   |