Beyond the Horizon: The Future of Trade

23rd Annual Conference on International Trade
November 6-8, 2013  |  InterContinental Chicago Magnificent Mile  |  Chicago, IL

BAFT-IFSA
Competition across banks is a reality in any market, and Chicago is no different. However, you may be surprised to learn how some of our banks are approaching trade finance, including the nuances, strategies, and opportunities relating to the customers they serve. Join us for a presentation from 3 of Chicago’s finest banks, whose assets range from $14 billion to $2.4 trillion, to hear about their trade finance business today. The discussions will center around what works well and what doesn’t from both a product and strategic perspective, and where they are headed in the future.

Moderator

Mike Rinkus
Associate Professor
Finance and Economics
Walsh College

Panelists

George Hoffman
Senior Vice President
PNC Bank

Cathy Hrubecky, CDCS
Associate Managing Director
The PrivateBank and Trust Company

Michael Quinn
Managing Director
J.P. Morgan

10:00 AM – 10:30 AM
Networking Coffee Break

Sponsored by

BMO Capital Markets

10:30 AM – 11:15 AM
BPO – A Year Later

The Bank Payment Obligation (BPO) is designed to upgrade various international trade settlement methods. Last year’s discussion on BPO provided insight into the trade instrument’s value proposition to banks and corporates. In addition to the financial and risk mitigation benefits of the BPO, the increased data granularity with a BPO transaction and the ratification of the Universal Rules for the Bank Payment Obligation (URBPO) are expected to fuel the market adoption of this new trade instrument.

Speakers

Farhad Subjally
Director, Trade Finance Products
Transaction Banking
Standard Chartered Bank

James Wills
Senior Business Manager
Banking Initiatives/Standards
SWIFT

11:15 AM – 12:15 PM
Supply Chain Finance

Supply Chain Finance (SCF), or approved payables discounting, is estimated to be a $1.3 trillion market, and therefore, a hot topic. Does your bank offer SCF services, or is your bank still wondering how or where to start? Join us as we explore the payables program in depth—from both a technology provider and liquidity provider’s point of view. We will discuss the SCF opportunity in greater detail, including how banks can get started. The discussion will also highlight how a non-traditional liquidity provider can augment a traditional bank’s offering in emerging markets or in any market a bank does not have legal or local expertise.

Moderator

Rick Blasgen
Council of Supply Chain Management Professionals
President and Chief Executive Officer

Panelists

P.J. Bain
Chief Executive Officer
PrimeRevenue, Inc.
Sabrina M. Borlini  
Global Manager, Business Development  
Global Trade & Supply Chain Solutions  
International Finance Corporation (World Bank Group)

John Stockton  
Director  
Working Capital & Structured Solutions Services  
BMO Capital Markets

Webcast session sponsored by

12:15 PM – 1:45 PM
Lunch with Speaker

Speaker
James Warren  
MSNBC Analyst and  
Washington Bureau Chief  
New York Daily News

1:45 PM – 2:15 PM
Non-Banks Enter the Supply Chain Space: Are They A Threat Or An Opportunity?

Numerous announcements that attempt to bridge the financing/banking and eProcurement, e-invoicing, purchase-to-pay and supplier network worlds have occurred these last few months - Mastercard/Basware, Tungsten/OB10, TradeShift/CapitalAid, Ariba/Discover, and Taulia with Citibank to name a few. This has occurred while at the same time others are exiting relationships - Visa divesting from Syncada as well as JPMorgan closing their invoicing software company bought in 2007. Just what are these partnerships thinking and how do the Banks react? Join David Gustin as he looks at some of the recent developments and puts them into perspective.

Speaker
David Gustin  
President  
Global Business Intelligence

2:15 PM – 3:00 PM
Industry Working Sessions: Relevant Topics Facing Trade Finance Providers (Part 1)

This interactive session covers topical issues facing trade finance providers today. Be ready to share your thoughts and work-related examples on select hot topics. This is the first of a two-part session.

- Know Your Customer (KYC): How to Stay Ahead of the Curve
  Facilitator
  Daniel Pinho  
  Senior Vice President and Assistant Group Manager  
  PNC Bank

- Anti-Money Laundering: Real World Solutions for Trade
  Facilitator
  Dan Fisher  
  Director, Global Trade Finance  
  Regional Head North America  
  TD Securities LLC

- Operations: Challenges in a Global Environment
  Facilitator
  David Lewis  
  Executive Director  
  J.P. Morgan

- Industry Collaboration: How Can Banks and BAFT-IFSA Collaborate More Effectively to Leverage Each Other
  Facilitators
  Stacey Facter  
  Senior Vice President, Trade  
  BAFT-IFSA

  Susan O’Brien  
  Vice President  
  Working Capital & Supply Chain Solutions  
  BMO Capital Markets

3:00 PM – 3:30 PM
Networking Coffee Break

3:30 PM – 4:00 PM
Industry Working Sessions: Relevant Topics Facing Trade Finance Providers (Part 2)

In this second of a two-part session, share your topic discussion with the larger group. It’s an interactive way to share what you know and learn from others as well.

Moderator
Dolores O’Sullivan  
Trade Services Manager  
Fifth Third Bank

4:00 PM – 4:45 PM
OFAC Sanctions/Export Compliance and Enforcement

Understanding the importance of compliance with multiple OFAC sanctions is vital. This session will provide an insight into the current landscape and recent non-compliance with big price tags resulting from sanctions violations. Evolving export compliance and the recent enforcement activity highlights the importance of having risk based sanctions compliance programs in place.

Speakers
Serena Moe  
Counsel  
Wiley Rein LLP

Ron Orzel  
Special Agent-in-Charge  
Chicago Field Office of the U.S. Department of Commerce  
Office of Export Enforcement
Friday, November 8

7:30 AM – 8:30 AM
Registration and Continental Breakfast

8:30 AM – 8:45 AM
Welcome and Introduction: Day Two

Gerry Scalgione  
Chair, Program Committee  
Managing Director  
J.P. Morgan

Tod Burwell  
President and Chief Executive Officer  
BAFT-IFSA

8:45 AM – 9:30 AM
Keynote Address: US Economic Outlook and Trade Patterns

The “Great Recession” of 2008 and 2009 ended over four years with significant impacts on the economy. The economy experienced outsized losses in the housing, manufacturing and job sectors. Yet, what would typically be a robust recovery is not occurring, nor expected. Unemployment remains high and inflation is low. Manufacturing, the sector that has been leading the recovery, appears to be running out of steam. Credit conditions, while significantly improved from what existed during the recession, remain restrained for many borrowers and will act as a headwind to growth. Mr. Strauss will look at the performance of the overall macro economy with specific attention paid to key economic sectors and indicators. He will also present an analysis on trade patterns.

Keynote Speaker

William Strauss  
Senior Economist and Economic Advisor  
Federal Reserve Bank of Chicago

9:30 AM – 10:15 AM
Trade Finance Developments - Recruiting the Institutional Investors

The need to bring additional funding sources to Trade Finance continues to be an important industry issue. This panel will start by looking at some of the regulatory issues driving this discussion as banks seek distribution channels for trade assets which they now need to remove from their books to meet new regulatory requirements. This will be followed by a description of a recent transaction designed to meet this need and then the perspective of an institutional investor. The session will close with an update on the work of the London Group and its efforts to find means to attract institutional investors to trade finance.

Moderator

Whitman E. Knapp  
Chairman  
GTB Insights LLC

Panelists

Gautier Dirckx  
Head of GTB Correspondent Banking  
BNP Paribas

Matthew Ekberg  
Senior Director, Policy  
BAFT-IFSA

Bob Kowit  
Senior Vice President  
Federated Investors Incorporated

John Taylor  
International Director  
Berwin Leighton Paisner, LLP
10:45 AM – 11:30 AM
The Value of Technology in Trade

Businesses today not only need to stay competitive but to thrive, and one of the major enablers is to embrace the right technology. Booming ecommerce has changed the model of business. Back-office functions are now a vital component of robust network infrastructures critical in enabling global trade services at the enterprise level. As our regulatory environment becomes tougher, dematerialization of paper and heavy reliance on technology to streamline processes and workflows are becoming paramount.

Join us in this session as our guest speakers explain how a strong and reliable service business model married with cohesive partnerships with Corporates and Financial Institutions is a win-win formula in securing future business growth.

Introduction
Dolores O’Sullivan
Trade Services Manager
Fifth Third Bank

Speakers
Tom Carracino
Global Account Manager
Misys

Kirk Lundberg
President and Chief Executive Officer
Trade Technologies, Inc.

Elizabeth Payment
Vice President
Product & Client Development
Trade Technologies, Inc.

11:30 AM – 12:00 PM
Advancing Thru Big Data

The future of business is not about the big data: it’s about what you learn from it that counts. Today’s technology is providing us with the means to gather new data, as well as the means to make sense out of it, deploy it in new ways and to create new knowledge frontiers that drive competitive advantages. How can your customer’s value proposition be enhanced with these new insights? How can you capture some of this value for yourself? What are you learning about customer behavior, network relationships, influence and dynamics, and transaction data synchronization?

Join us as we hear the latest techniques experts use to harmonize various data types and elements used to produce meaningful and game-changing information.

Speaker
Dr. Satyam Priyadarshy
VP Data Science
Acxiom Corporation

12:00 PM – 12:30 PM
Closing Remarks

Gerry Scalgione
Chair, Program Committee
Managing Director
J.P. Morgan

Tod Burwell
President and Chief Executive Officer
BAFT-IFSA
### Registration & General Information

**MEETING REGISTRATION**

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<th>Registriant</th>
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All registration confirmations will be made by e-mail.

**REGISTRATION FEES**

- Member Registration EARLY BIRD: $1,299
- Member Team Discount (3 or more)*
  - EARLY BIRD: $1,149
- Nonmember Registration EARLY BIRD: $1,599
- Nonmember Team Discount (3 or more)*
  - EARLY BIRD: $1,449
- Government EARLY BIRD: $799
- Speaker – FULL CONFERENCE: $500

**EARLY BIRD PRICING** until Monday, September 30, 2013

- Member Registration: $1,499
- Member Team Discount (3 or more): $1,349
- Nonmember Registration: $1,799
- Nonmember Team Discount (3 or more): $1,649
- Government: $899

*All subsequent registrations from the same institution regardless of postal address, must be processed at the same time.*

**COMPLIMENTARY REGISTRATION**

- Complimentary
- *session day only speaker * sponsor
- Explanation: __________________________

- Press

**ATTENDANCE LIST/CANCELLATION POLICY**

October 25, 2013 is the deadline to be listed on the Attendance List. Cancellations must be received either in writing to BAFT-IFSA Registration and Housing Department at reghousing@aba.com or faxed to +1-202-663-7543. Full Refunds will be given prior to October 15, 2013. Cancellations made on October 16 or later will receive a full refund less a $400 processing fee. If you need to cancel, substitutions are welcome.

**Check-in time is 3:00 PM/Check-out time is 12:00 PM**
To make a reservation at The InterContinental Chicago Magnificent Mile Hotel, please contact the hotel directly at +1-800-628-2112. You will need to identify yourself as an attendee of the BAFT-IFSA Conference on International Trade and reference the group code (KE4) to be given our special group rate of $249 per night (single/double). The hotel reservation cut-off date is Tuesday, October 15, 2013. The HOTEL WILL CONFIRM YOUR RESERVATION DIRECTLY BY EMAIL. In order to avoid penalties, please cancel by 3:00 PM EST, 72 hours prior to arrival.

**PAYMENT**

- Check (payable to BAFT-IFSA, for conference registration only)
- VISA
- MasterCard
- American Express
- Optima
- Diners Club
- Discover

Card # ___________________________
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Note: I agree to pay the above total amount according to the card issuer agreement.

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Attr: Paula Davis/BAFT-IFSA

**INITIAL**

**RELEASE:** I authorize BAFT-IFSA to share my contact information with its third-party supplier members to receive marketing materials and information on their products and services.

**RELEASE:** I authorize BAFT-IFSA to provide me with additional marketing and advertising communications regarding this and other conferences, meetings, and services provided by BAFT-IFSA.

**RELEASE:** CONSENT TO USE PHOTOGRAPHS AND VIDEOS: All attendance of registered participants, attendees, exhibitors, sponsors and guests ("you") at American Bankers Association's ("ABA") conventions, conferences, meetings, or related activities, including all ABA subsidiaries and affiliates, ("Events") constitutes an agreement between you and ABA regarding the use and distribution of your image, including but not limited to your name, voice and likeness ("Image"). By attending the Events, you acknowledge and agree that photographs, video, and/or audio recordings may be taken of you and you grant ABA the right to use, in perpetuity, your Image in any electronic or print distribution, or by other means hereinafter created, both now and in the future, for media, art, entertainment, promotional, marketing, advertising, trade, internal use, educational purposes or any other lawful purpose.

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**HOTEL INFORMATION/RESERVATIONS**

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