



FINANCIAL CRIME AVOIDANCE in **TRADE & COMMODITY FINANCE**

12 CPD Points – 2 Day Course

Background:

Learn the art of defusing, wiring and re-wiring, avoidance and saving your Bank millions of dollars/Rands.

This Course has literally saved Banks millions of dollars/Rands from potential fraudsters, organized criminals, money- launderers and from clients who are facing bankruptcy as the markets move against them.

It is presented by HOWARD PALMER an internationally recognized SME in Trade Finance, Financial Crime and the author of Trade Finance Risk-Documentary Fraud (Euromoney publications). From the only International Speaker to have appeared in the High Courts of London, Hong Kong, Singapore, USA and Russia. He trained and coached over 5,500 Bankers, Traders, Lawyers and Corporate Executives in 55 Countries, Howard is now presenting this 2 day virtual class, live and interactive, to delegates in Africa and South Africa.

Who should Attend?

- ✓ Trade Finance Bankers, Traders, Financiers.
- ✓ Money Laundering Officers and Executives.
- ✓ Compliance Staff, Para-Legal Staff, Lawyers.
- ✓ Chief Financial and Operations Officers.
- ✓ Credit Teams and Committee Members.

Course Outline:

1. Due Diligence

- A Legal Definition
- Due Diligence in Practice
- The Baden Rules and ICC definitions
- Secrecy, Privacy v Due Diligence
- Understanding Fraud Entry Points, Hin Leung and Greensill.
- Generic Case Studies – the 108% Fraud
- Prime Bank Frauds/ Discounting Frauds
- Supply Frauds (Cement, Sugar, Urea, Metals)
- Constructing an Exit Strategy, what the Courts require (SA and Africa Law will be included)

2. Due Diligence Practicalities:

- A review of the RBG (Allied Deals) and Solo Industries Frauds (Metals Frauds)
- Commodity related frauds GENERIC TYPES and CASE STUDIES.
- Documentary Fraud Avoidance
- The Fraud Avoidance Checklist
 - The points at which your client turns to Fraudulent Activities

3. The 2021 Practice of Cyber Due Diligence:

- Systemic Risks and Financial Crime,
- Monitoring Digitized and Robotic Inputs
- Supply Chain Risk Entry Points
- Blockchain and crypto-currency Financial Crime
- COVID 19 and Fraud.
- Definition of Political Risks and Cyber-terrorism
- Practical Due Diligence and the Law
- The Goods do not exist...the fraud of the last decade analysed and avoided (China and Singapore)
- Monitoring Functions and the Financial Intelligence Unit
- Practical Due Diligence procedures

4. Documents and Frauds:

- The Concept of Constructive Delivery.
- Forged and Fraudulent Documentation
- A review of Santander v Bayfern
- Contemporary fraudulent documents (Case Studies)
- Perils of Summary Judgements
- The missing Bill of Lading

5. How to avoid being an unwitting terrorist money launderer:

- Monitoring and Making Sense of Office Politics and Financial Crime
- Mechanics of Organized Crime and Ideology.
- Taking cash to a crime scene.
- Charities and Money Laundering.
- The monitoring questions you should be asking.
- The FCA Thematic Review of Financial Crime in Trade Finance.
- Practical Due Diligence and the Law (II)
- Advanced Money Laundering Schemes
- Monitoring Functions, Thematic Reviews.
- Sampling and RED FLAGS



Where leaders expand their boundaries

- Reporting Standards and Contemporary FATF and International Directives.
- Monitoring Functions and the Financial Intelligence Unit
- Practical Due Diligence procedures in Terrorist Money Laundering.

6. Quantitative Financial Crime:

- BASEL 3 and FINANCIAL CRIME.
- FINANCIAL CRIME AS SYSTEMIC RISK.
- TECHNOLOGICAL SOLUTIONS.
- Financial Crime as part of the Operational Risk Environment.
- A study of OM under quantitative rules
- Risk weighting and financial crime.
- Minimum Standards of FC risk assessment and the tools to utilize.
- 3-D Risk weighting for Financial Crime including Sovereign Risk, local issues, potential earnings etc.
- Futuristic Financial Crime Scenarios as “Crimes” Change.
- 9/11 and its permanent effects.

7. Practical Solutions and Being Pro-Active:

- Analyzing recent Financial crime generic types
- Malaysia-Iran Oil Issues (NIOC)
- Quindong Warehouse Documentation.
- Banks as Money Launderers
- Where does a deal originate?
- Misuse and misunderstanding of L/C products
- Questions we should be asking of the escalation process
- Typologies of Compliance and their effect.

8. Creating and Anti-Crime Culture:

- A multi-departmental review.
- The middle office monitoring function.
- Specific Credit and Legal Red Flags
- The problem with Balance Sheet Analyses and Solutions.
- The Culture of Control.
- Pressure and Face-Saving
- Over-enthusiastic escalation.
- How to defuse Primary Group fraud.