



Firco Trade Compliance

Transforming Your Trade Screening

ACCUITY

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Fircosoft

With Firco Trade Compliance, you can:

- ✓ Automate screening of trade finance customers
- ✓ Improve turnaround time for processing applications
- ✓ Improve the standard of compliance
- ✓ Reduce reputational risk
- ✓ Reduce the resources needed for compliance checks
- ✓ Adapt to your policies and risk profile

Trade Compliance Screening: A Balancing Act.

There is growing pressure for banks to step up their internal procedures for vetting trade finance documents in order to meet the latest regulations and best practices expected by organisations such as: Financial Action Task Force, International Chamber of Commerce, Financial Conduct Authority, and Monetary Authority of Singapore.

At the same time, a slowdown in global trade affecting margins, coupled with the increasing cost of compliance, means that banks are looking for cost-effective ways to meet their compliance needs.





To truly understand the risk profile in financing any trade, you need to look not only at the details of a customer requesting the finance and their counterparties, but also the specific details of the trade—the goods, their destination, and their transport. The process involves a considerable amount of data checking and process management.

What's needed is a solution that can assure implementation of the compliance policy, to take the pain out of the process.

The challenge for operations in trade finance is to achieve the highest levels of compliance while maintaining operational efficiency when processing trade finance documents.

Manual procedures using publicly available lists, basic filters, and policies for investigating suspicious transactions have significant limitations.

The data can be fragmented, coming from multiple sources in a variety of formats, and requires regular updating during the life-cycle of the trade.

There is a heavy reliance on individual operators who are not necessarily experts in the complexities of dual-use goods or trade embargoes, and thus may not be able to detect the risks effectively in a constantly changing landscape.

False positives can cause issues too, as investigation uses up scarce internal resources. It also risks delivering poor customer service by rejecting or delaying bona fide transactions that ultimately affect the physical storage, transport, and production of large quantities of goods that are expected to be delivered on time.

Managing trade finance operations is a balancing act—satisfying customer expectations versus implementing regulatory process excellence. Both ultimately impact the corporate reputation.

What's needed is a solution that can assure implementation of the compliance policy, to take the pain out of the process. That solution requires the automation of screening, with the highest quality data that's regularly updated.

Rabobank Enhance Customer Service with Faster Screening

With each application for finance requiring up to 60 manual checks, compliance teams of the Netherlands-based Rabobank were struggling to complete trade finance checks in a timely manner. The bank also had no effective way of screening for dual-use goods.

With the installation of Firco Trade Compliance, Rabobank now runs all checks in the single system, freeing up resources and reducing turnaround time.

‘With Firco Compliance Link we benefit from competitive advantage through enhanced services to our customers while safeguarding our trade division against fines and reputational damage.’

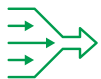
Sam Moonen

COO Trade and Commodity Finance, Rabobank



Revolutionise Your Trade Finance Screening

Accuity's trade compliance screening solution allows you to perform all of your checks in one place, whether that's screening customers for sanctions [e.g., Politically Exposed Persons (PEPs)] or the trading activity itself—goods, locations, or transport vessel. Our unique offering for trade finance screening can revolutionise your trade compliance operations and reputational risk management.



Streamline Operations

- **Ensure decision making** is based on the latest and most comprehensive data
- **Reduce false positives** by customising compliance screening according to your own needs and risk profile
- **Have the freedom to divert resources** from manual, repetitive checking to other operational tasks



Best Practice Compliance

- **Improve the standard** of compliance to meet international best practice and anticipate regulatory demands
- **Create a clear audit trail** to demonstrate decision making to regulators



Secure Your Reputation

- **Minimise the reputational and financial risk** to your organisation that's inherit in trade finance
- **Improve turnaround time** for customer's trade finance applications

The All-in-One Solution for Trade Finance Screening



Firco Trade Compliance provides a comprehensive and intelligent approach to screening for trade finance, combining enhanced data and powerful tools to automate your screening operations

- Streamline your screening processes
- Automate your workflow
- Utilise the best-in-class data across sanctions, goods, transport vessels, and locations
- Available as an interactive lookup tool or integrated into your existing systems



Automate screening when updates occur, flagging where you need to take action

- **Tailor each screening field** to give optimal screening results and manage false positive rates
- **Rely on on-going screening** to alert you to change to the risk of trades over time
- **Manage your matches effectively** through case management
- **Analyse and escalate matches** and distribute hits for review by different departments or persons
- **Advance work flow** – support maker/checker set up
- **Use your own internal dual-use or high-risk goods list for screening** through the Controlled Goods Manager
- **Update your trade cases** as the regulations list changes, flagging cases for your review with Automated Screening Manager



Enhanced global regulation list constantly updated

- **Shipping and Vessels** - Includes critical vessels data not provided by OFAC and additional vessel information such as beneficial owner, previous names, IMO number, port of registry, and operator
- **Location Sanctions** - Details of principal cities, towns, airports, and seaports of all fully sanctioned countries, ensuring compliance for your trade operations
- **Goods** - Comprehensive dual-use and controlled goods data which is available in electronic format, allowing more efficient and accurate screening
- **Companies and Organisations** - Firco lists additionally include companies owned by sanctioned governments, locations, and subsidiaries of designated companies
- **People** - Extensive global coverage of Politically Exposed Persons (PEPs), including family members and associates, enhanced with unique identifiers
- **Payment Routing** - SWIFT/BICs for all sanctioned bank offices



Vessels Sanctions

Because vessels themselves can be the subject of sanctions, it is important that trade finance checks can reference all vessels associated with sanctioned countries. This association can be based on flag, port of registry, or country of economic benefit, as well as companies connected to the sanctioned country—whether by domicile, country of control, or country of registration. Once sanctioned, vessels often change their names, adding to the complexity of the task.

Accuity provides the most comprehensive vessel data available today. Our Vessel Enhancement Lists not only include

vessels connected to countries sanctioned by OFAC, but the companies that manage and operate them.

This data is continually enhanced, updated, and reformatted by our dedicated team of data experts to make sure you have the best screening data possible.

Accuity provides the most comprehensive vessel data available today.

Crown Agents Improve Customer Services with a Scalable Screening Solution

International development company Crown Agents needed to find a solution that could grow with the organisation and prevent trade finance checks from draining resources.

Using Firco Trade Compliance has freed up resources and improved customer service. The solution is both audit-ready and able to scale to meet future demand.

‘Firco Trade Compliance has helped us to streamline our processes and ensures we continue to meet increasing regulatory requirements within the evolving trade compliance landscape. With volumes set to increase significantly in the coming months, we are now more reliant than ever on the system, which enables us to operate with confidence across all geographies.’

Peter Hampson

Senior Trade Finance Manager, Crown Agents Bank



Dual-Use Goods

Dual-use goods are products that can have both civilian and military uses. When financing trade, banks are expected in some jurisdictions to understand whether the goods may have a dual-use purpose.

The Controlled Goods screening engine offers users all the tools needed both to detect dual-use goods and identify their likely use.

Screening for dual-use goods is far from simple: Bank staff are not experts in chemical warfare or nuclear engineering. Official lists are available (e.g., the EU's Dual-Use Goods List) but exporters do not always use official terms on export documents. Not only can a particular substance be described many different ways, from a trade name to a chemical formula, but some goods are only “weaponisable” when manufactured to certain standards or tolerances. Because dual-use goods can have perfectly innocent uses, context is also important: quantities shipped, destinations, vessels and companies involved, and counterparty banks.

Accuity's Controlled Goods screening engine in our Trade Compliance Solution offers users the tools needed to detect dual-use and military goods.

Sacombank Enhance Screening with Dual-Use Goods

Leading Vietnamese bank Sacombank wanted to ensure its transaction documents were fully transparent with respect to dual-use goods.

With Compliance Link's Automated Screening Manager, Sacombank is now fully in line with international best practice, and is rolling the system out to its operations in Laos and Cambodia.

'By going beyond existing regulatory requirements and using a one-stop solution, Sacombank has not only created a more efficient screening process, but also gained peace of mind by protecting the bank's reputation.'

Tran Thi Ngoc Huong

Director - International Payment Centre, Sacombank

Working seamlessly within the Compliance Link Trade Finance solution, the screening engine includes and enhances the regulation lists with additional synonyms and data points to increase the chance of catching high-risk goods, however they are described. Going beyond code-based searches, it uses natural language and "fuzzy logic" to capture the richness of potential descriptions of dual-use goods.

The Fircosoft solution is highly customisable, minimises false positives and flags up potential risks in accordance with the organisation's own risk appetite.

Firco Trade Compliance is an Accuity offering. It is one of a suite of innovative solutions for payments and compliance professionals. Our portfolio includes comprehensive data and software to help customers control risk and manage compliance, as well as optimising payments pathways.

// **Stake your reputation on ours.**

To find out more about our solutions, see accuity.com



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Boston, Chicago, Dubai, Frankfurt, Hong Kong, London, Miami, New York, Paris, Pretoria, San Diego, São Paulo, Shanghai, Singapore, Strassen, Sydney, Tokyo

About Accuity

Accuity offers a suite of innovative solutions for payments and compliance professionals, from comprehensive data and software that manage risk and compliance, to flexible tools that optimise payments pathways. With deep expertise and industry-leading data-enabled solutions from the Fircosoft, Bankers Almanac and NRS brands, our portfolio delivers protection for individual and organizational reputations.

Part of RELX Group, a world-leading provider of information and analytics for professional and business customers across industries, Accuity has been delivering solutions to banks and businesses worldwide for 180 years.