

2022 ANNUAL TRADE FINANCE COMPLIANCE CONFERENCE

NEW YORK

Programme

2022
20th Oct
NEW YORK



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2022 ANNUAL TRADE FINANCE COMPLIANCE CONFERENCE

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Agenda
Thursday, Oct 20

8:30 – 9:00 **Registration & Check-In**

9:00 – 9:15 **Welcome and Introduction Remarks:** Michael BYRNE (IIBLP)

9:15 – 9:40 **The Professor James E. Byrne Memorial Keynote Address:**
Alan KETLEY, Executive Secretariat of The Wolfsberg Group

9:40 – 10:30 **Latest News and identified Trends in Trade and TBFC**
The world of Trade Based Financial Crime is an ever changing landscape with the criminals always trying to stay one step ahead of financial institutions. The panel will discuss the trends they are seeing as the TBFC arena expands. ESG, with the flip side of green washing, vessel checking and cryptocurrencies all being hot topics.

- Cryptocurrency: Time to sit at the Big Table
- Fraud and knowing your customer
- Wolfsberg - guidance on best practice for correspondent banking RFIs
- Increased regulatory focus on AML and FIs
- How effective are AML regulations?
- ESG Reporting Requirements
- Green washing from illegal activities
- Managing Shipping & Vessel Risks

Moderator: Lorna STRONG (HSBC)

Panelists: Byron McKINNEY (S&P Global); Alexander MALAKET (Opus Advisory);
Alan KETLEY (Wolfsberg Group)

10:30 – 11:00 **Coffee & Networking Break**

11:00 – 11:45 **KYC & Beneficial Ownership**
Your sanctions compliance program starts and ends with knowing what is under your customers fingernails. New transparency rules prevent hiding beneficial ownership in “data vaults” like Delaware, ensuring you do not run afoul of government SDN lists.

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Topics include:

- Beneficial Ownership and Legal Entity Identifier (GLEIF) use
- Delaware: the blackhole of BO no longer
- Transactions, pricing and HS Codes
- Onboarding New Customers: Can we make it easier?
- Understanding what you should know about your customers and their related companies
- What do the Wolfsberg principles say about KYC?
- KYCC – limitations of cross border privacy laws
- Supply Chain Finance platform/service providers – onboarding limitations

Moderator: Samantha WELCH (Guidehouse)

Panelists: John BARANELLO (Lloyds); Laurent CORBEL (Host: Hoisting the Sail); Dmitri SAKS (Financial Crime Compliance Manager)

11:45 – 12:10

The role of ESG and Compliance

Green finance and sustainability in trade and trade finance are now key business and financing drivers. Environmental and Social issues are a concern to banks, their customers and consumers in general. What does this mean for ESG within a bank and how does a bank incorporate E&S governance (ESG) into their compliance programme?

- Why do Banks care about Environmental and Social Issues
- Green Finance – opportunities and risks – Greenwashing
- International ESG Standards and Guidelines
- Declarations, reporting and regulations
- Resources, overlap and responsibilities

Panelists: Lorna STRONG (HSBC) & Alexander MALAKET (Opus Advisory)

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12:10 – 12:30

Crypto: The New Frontier

Cryptocurrencies feature regularly in the press for a wide range of reasons – good and bad. Increasingly this year we have seen them highlighted as a tool to commit financial crimes. This panel will look at how FIs can assess the various risks in transactions where crypto has a role.

Speaker: Andrew FIERMAN (Chainanalysis)

12:30 – 1:30

Lunch Break

1:30 – 2:30

FinTech that is helping to digitize trade and compliance

FIs are facing a number of industry-specific challenges in the coming years, including the upcoming “skills cliff”, the increasing costs of trade compliance, and the unique challenges of scaling trade business. Break-throughs technologies are required to check documents more efficiently, and JPMorgan will share how they are solving this challenge with their technology partner ClearEye.

Moderator: Michael BYRNE (IIBLP)

Panelists: Mariya GEORGE (Cleareye.ai); Tom FITZGERALD (JPMorgan); Charlotte FRYER (JPMorgan)

2:30 – 3:30

Trade Sanctions

Trade Sanctions play an important role in international foreign policy. Sanctions exert pressure on persons, organisations, or political regimes to comply with the law or policy of the state or the organisation imposing the sanctions. As a Bank, providing trade financing or involvement in a trade transaction that includes a sanctioned ‘entity’ is a big NO-NO. Adherence to sanctions is critical for all Banks involved in trade finance and non-compliance can result in severe penalties.

- The Russian / Ukranian Conflict
- Lack of resources
- Supply Chain Due Diligence

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Moderator: Adam KLAUDER (Squire Patton Boggs)

Panelists: Lorna STRONG (HSBC); Rajiv DESAI (Pelican); Ed STOLTENBERG (trade banker); Ehsan VALIPAY (Guidehouse)

3:30 – 4:00

Coffee & Networking Break

4:00 – 5:00

Trade Fraud & Money Laundering: Let's Defund these Fraudsters!

Fraud and money laundering go hand in hand. Let's defund these fraudsters who obtain multiple financing on the same goods, and study tools available to prevent it. Then listen as our panelists discuss leading practices for your AML team to spot these ill-gotten gains, and the tools and resources available to strengthen your AML program.

- AML Act of 2020 – No More “Black Hole of Delaware”
- Data sharing and analytics between countries
- Multiple Invoice Financing for Goods
- Complicated STR/SAR filings drive TBML: time for Standards?
- Dual Use Goods and Pricing: to report or not to report?

Moderator: Ben ARBER (MonetaGo)

Panelists: Alexander MALAKET (Opus Advisory); Ed STOLTENBERG (trade banker)

5:00 – 5:10

Wrap Up, Closing Remarks and Lucky Draw

In closing we will look at the key takeaways along with a quick Q&A with the Conference Committee.

- Key takeaways from the Conference
- Certificate in Trade Finance Compliance (CTFC)
- The Association of Trade Finance Compliance Professionals
- Q&A – Conference Committee

Moderator: Michael BYRNE (IIBLP)

Steering Committee: Lisa CHIN (MUFG); Ed STOLTENBERG (trade banker); Alma ANGOTTI (Guidehouse)

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Speaker Bio

List of Panelists



Adam Klauder : Squire Patton Boggs

I am a partner in the Government Investigations & White Collar practice of Squire Patton Boggs (US) LLP. My practice focuses on helping clients with compliance and enforcement matters involving economic sanctions, export controls, anti-money laundering, anti-corruption, and other cross-border regulatory regimes. I have an extensive background in developing overall compliance strategy, directing and coordinating sensitive and high profile global investigations, and providing strategic guidance on the build-out of corporate compliance functions for clients across the financial services, defense, healthcare, cryptocurrency, transportation and logistics, energy and infrastructure, and telecommunications sectors.



Alexander R. Malaket: OPUS Advisory Services Int'l In

Alexander R. Malaket, CITP, CTFP, GTP-E, is President of Canadian consultancy OPUS Advisory Services International Inc., Co-Founder of London-based ESG Validation Ltd., and Founding Partner, Prism Global Partners, LLP based in London. Alexander has undertaken a range of advisory and consultancy engagements around the world, and contributes to top-level advocacy through the UN, WTO, B20 and the International Chamber of Commerce, among others. He has researched and authored thought leadership reports, program assessments and reviews, public and international policy reports and has participated in or chaired numerous international initiatives for industry bodies and other institutions.

Mr. Malaket is an internationally recognized expert, contributing regularly to industry publications and at top-tier conferences and events. Alexander is the author of "Financing Trade and International Supply Chains", Taylor & Francis UK 2014. Alexander holds the designations of Certified International Trade Professional (FITT, Ottawa) and Certified Trade Finance Professional (ICC Academy, Singapore), and Global Trade Professional – Executive (GTPA, Australia). Mr. Malaket advises several FinTech start-ups and has been nominated, elected or invited to contribute to various international boards and advisory bodies.



Alan Ketley: Wolfsberg Group

**Alma Angotti: GuideHouse**

Alma Angotti is a Partner in Guidehouse's Financial Services Segment, and Global Legislative and Regulatory Risk Lead. Alma is a recognized expert in compliance and investigations with an emphasis on anti-money laundering (AML), combatting the financing of terrorism (CFT) and economic sanctions compliance.

Alma has over 10 years of consulting experience and has counselled her clients in a variety of projects, managed gap analyses, compliance program reviews, risk assessments, remediation efforts, investigations, and historical transaction reviews. Her clients include large, complex, global financial institutions, global payments institutions, mid-sized banks, broker-dealers, and Fintech and digital assets companies, hedge funds, casinos, and multinational corporations. She leads the firms cryptocurrency, digital assets and fintech projects.

**Andrew Fierman: Chainalysis**

Head of Sanctions Strategy at Chainalysis Inc.

**Ben Arber: MonetaGo**

Financial crime compliance leader with experience running large fast-growing cash management and trade finance businesses in both developing and developed markets. Adept at fully transforming businesses, building/deploying technology, strengthening compliance controls and process re-engineering. Possesses in-depth hands-on experience of working with regulators, and policymakers.



Byron McKinney: Director, Maritime & Trade, IHS Markit

Byron McKINNEY is the product director for trade compliance solutions at IHS Markit, his focus is on the automation and simplification of the compliance and workflow process within trade finance.

He has over 15 years of experience in trade finance and commodity trading most recently from Accuity, where he led the business team in designing and delivering dual-use goods identification and vessel monitoring for the banking and cargo markets. Previously, he worked at Thomson Reuters in energy and shipping with time spent on developing cargo tracking models and price forecasting applications and also as a coal analyst covering the South African and European sectors. Mr. McKinney holds a degree in history and Iranian studies.



Charlotte Fryer: JPMorgan - Product Manager at J.P. Morgan

Focused on the end to end delivery and management of funded trade finance solutions for corporate customers and financial institutions.



Dmitri Saks: Head of AML Advisory for Lloyds Bank NY

Financial Crime Compliance manager with over 20 years in the banking industry at top tier global banks. Extensive experience in US and international AML/CTF regulations. Most recently, Head of AML Advisory for Lloyds Bank NY.



Ed Stoltenberg: Director, Trade Working Capital Finance Solutions

An Anti-Money Laundering professional with 18 years of leadership and industry experience. Through his consulting, regulatory experience, and military background, Ed worked directly with Executive-level Compliance and Internal Audit Chief Officers across the Financial Services Industry. Ed has experience in working with the OCC, FRB and FDIC regulators to demonstrate a high level of assurance of an organization's BSA/AML program.



Ehsan Valipay: Guidehouse

A multifaceted, innovative and resourceful executive with a distinguished involvement in major international banks, Big 4 consulting firms and prestigious hedge funds with extensive knowledge in the banking & financial services industry. An experienced visionary performing gap assessment, finding interim solutions, and the lead resource presenting AML/Sanctions solutions to financial institution's executive management ensuring regulatory mandates are met.



John Baranello: Director, Head of Trade Finance Product Management, Americas, Global Transaction Banking at Lloyds Bank

International Trade Finance Senior Banking Executive with an extensive and diverse career as a driven innovator and trusted advisor. Recognized as an industry expert by the FBI, is the Chair of the BAFT Supply Chain Finance Committee and former long term Chair of its Northeast Documentary Letter of Credit Committee, frequent lecturer to US Government agencies, and author of articles for international Trade associations and publications. Well-developed consulting skills with demonstrated success in structuring / selling trade working capital solutions to corporate clients and financial institutions. Designs innovative approaches to promote achievement of cross-border commercial objectives.



Laurent Corbel: Executive Producer - Hoisting the sail, a supply chain podcast at Wind Support NYC @ Brooklyn Navy Yard

Results-driven entrepreneur with experience developing a software business and maintaining deep knowledge and understanding of the ecosystem of financial crime, cross border payments and its regulations. Adept in developing and sustaining relationships based on trust, expertise and transparency. Creative thinker, with a proven ability to drive innovation and implement creative and successful solutions.



Lorna Strong: Deputy General Counsel for HSBC Global Trade & Receivables Finance (GTRF)

Lorna Strong, Deputy General Counsel for HSBC Global Trade & Receivables Finance (GTRF), acts as the primary legal advisor for GTRF's operations globally; advising GTRF and playing a role in shaping HBSC's contribution to regulatory and policy debates on trade finance. She provides global oversight, coordination, and training for legal counsel in over 40 jurisdictions. Lorna and her Global Legal team have been instrumental in advising innovative digital solutions for trade finance, including the first financial trade blockchain transactions: the award winning blockchain platforms we.trade and Contour. In 2020, Lorna and her team were instrumental in managing the response to the disruption of global trade due to COVID-19 and as member of the ICC (International Chamber of Commerce) Legal Committee, Lorna drafted industry guidance papers dealing with the risk of force majeure as well as the mitigation of economic sanction risk.

Lorna holds a doctorate in law and a bachelor of applied science from the University of British Columbia and has been recognized in the areas of banking law, trade finance, and international law, including as a recipient of the 2012 Global Counsel Award for Regulatory (Financial Services): Individual of the Year and the 2017 Letter of Credit Lawyer of the Year.



Mariya George: Co-Founder, Chief Executive Officer at Cleareye.ai

Prior to starting Cleareye.ai I led a multi-million dollar portfolio creating tech solutions in the banking and insurance space. It was during my decade long tenure as a fintech consultant I began to see the very hard costs associated w/ compliance and processing contracts and applications. I also saw how it was impacting employee satisfaction and the systemic risk of manual data entry and review.



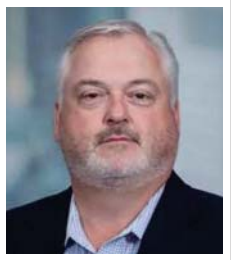
Rajiv Desai: Pelican; Global Product Sales & Strategy Leader for Banking and Financial Services

Helping companies leverage technology such as AI, Data analytics in payments and compliance for better product offering, customer service, risk mitigation and improved revenue & margins.



Samantha Welch: Guidehouse

Partner at Guidehouse



Tom Fitzgerald ; JPMorgan

Managing Director, Global Head of Trade Finance Product Delivery at JPMorgan Chase

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Maritime and Trade Capabilities for Trade Finance & Compliance

Regulation covering Trade Finance continues to grow, from the latest OFAC advisory notices on North Korean illicit shipping practices to new guidelines on identifying and managing red flags from the Wolfsberg Group, Financial Action Task Force and the Monetary Authority of Singapore.

Understanding the levels of risk associated with any trade begins with the customer on-boarding process and the financing details and counterparties involved. There is also the detail of the trade; what commodity is being shipped, the destination of the shipment, the price of the commodity and its volume, tracking its journey in real-time and ensuring that documentation surrounding the transaction meets agreed standards.

IHS Markit is uniquely placed to help financial institutions uncover red flags through the use of rich datasets. Discover our unique product solutions that support all areas across the trade compliance workflow.



Know your customer (KYC)

Who is your customer and what are their business activities?

The ability to perform client due diligence on public and private entity information including corporate registration details, high-risk countries and industry assessments, financial information, company hierarchy and ownership is a major component in the validation process.



Document processing with OCR technology

Manage the extraction of key data fields from trade documents

The ability to digitise paper files used in documentary credits and other trade finance products is a core enhancement on the path to a more efficient trade finance operation, minimising the time and effort taken to detach and screen content against various sanction watch-lists.



Vessel identification and sanctions screening

Who is the owner and operator of the vessel identified in the transportation document?

Vessels are often the subject of sanctions and it is important that checks by trade finance teams can reference all vessels and their owners who are associated with sanctioned activity. A 'Seven Levels of Ownership' is employed to determine if the vessels are connected with a sanctioned group or party on the OFAC, UN or EU watch-lists.



Import and export statistics

How to identify if the shipment of goods makes economic sense

With an extensive trade database providing insights into the movement of goods around the world, a direct line of sight is available highlighting what a country exports and imports. Through the use of such an extensive dataset, trade finance practitioners can determine if a transportation document stating that coal is being shipped and discharged at Richards Bay, South Africa makes sound, economic sense.



Vessel tracking – real-time and historical

Where is the vessel going, where has it been, and has it engaged in any suspicious activity in high-risk locations?

AIS vessel tracking technology allows customers to monitor the vessel on its current journey and also pinpoint its previous voyages as a means to identify any sanctioned port calls. Furthermore, the implementation of this technology also highlights activity by the vessel in terms of ship-to-ship cargo transfers or 'going dark'.



Dual-use goods screening

Can the commodity be used for both civilian and military purposes?

The identification of an item as dual-use is difficult. Trying to determine if resin yarn or rubbing alcohol is used in the production process of a military item poses a challenge. To help in this process a multi-level mapping of commodity names and codes facilitates the search for a dual-use item on the European Union 428/2009 dual-use document.



Commodity classification & pricing

What is the true cost of the goods being transported?

All tradable commodities are assigned to their relevant Harmonised System (HS) code with a corresponding value and unit price assisting with the analysis of the true costs of traded goods. Our Global Trade Statistics uses official import and export statistics from sources around the world and compiles this into a comprehensive database of merchandise trade covering 200 countries.

To find out more about Maritime & Trade solutions from IHS Markit visit ihsmarkit.com/maritime_trade

CUSTOMER CARE

NORTH AND SOUTH AMERICA

T +1 800 447 2273

+1 303 858 6187 (Outside US/Canada)

EUROPE, MIDDLE EAST AND AFRICA

T +44 1344 328 300

ASIA PACIFIC

T +604 291 3600

E CustomerCare@ihsmarkit.com

About IHS Markit

IHS Markit (Nasdaq: INFO) is a world leader in critical information, analytics and solutions for the major industries and markets that drive economies worldwide. The company delivers next-generation information, analytics and solutions to customers in business, finance and government, improving their operational efficiency and providing deep insights that lead to well-informed, confident decisions. IHS Markit has more than 50,000 key business and government customers, including 80 percent of the Fortune Global 500 and the world's leading financial institutions. Headquartered in London, IHS Markit is committed to sustainable, profitable growth.



Pelican has pioneered the practical application of AI technology to enhance, streamline and secure payments, financial crime and Trade compliance. With over twenty years of payments domain experience and AI expertise, Pelican is uniquely placed to deliver innovative and agile solutions – partnering with customers to drive consistent and sustainable growth in today’s real-time economy.

The increasing menace of trade-based money laundering (TBML) is an often under-reported financial and reputational risk to banks and a growing concern to governments and regulators alike. Pelican’s Trade Finance digitisation, automation and compliance solution, **Pelican Secure Trade**, provides a complete end-to-end documentary trade automated processing solution, leveraging the AI disciplines of Natural Language Processing and Machine Learning to derive meaning and understanding across all trade instruments and messages - dramatically improving efficiencies and tackling Trade-Based Money Laundering through Red flag indicators and integrated sanction screening.

The expansion of global watchlists and a tightening regulatory framework create many challenges for organisations, with serious financial and reputational consequences for non-compliance. Leveraging AI technology, PelicanSecure Screening is a unique screening solution delivering reputational protection across all payment processes and counterparties.

High false-positive rates are costly for financial institutions; regulators are also scrutinising existing technical infrastructures and requiring that organisations act to increase efficiency and improve effectiveness. With PelicanSecure Self-Learning Optimisation, institutions will be able to address today’s key challenges.

With the increasing cost of compliance, lack of sanctions expertise, and heightened pressure from regulators globally, financial institutions are being forced to be more innovative in handling compliance in a demanding and dynamic market. Watchlist Screening is becoming ever more complex, with false-positive rates increasing for many institutions.

Pelican’s AI-based Sanctions screening is a giant leap forward in the watchlist screening industry.

Pelican Financial Crime Compliance suite consists of advanced AI-based applications protecting all payments and trade transaction lifecycle stages, including AML and Fraud Detection. Furthermore, Pelican’s Self Learning Optimisation has dramatically reduced false positives, reducing false positives by as high as 85% in large global institutions worldwide.

Pelican has achieved outstanding efficiency and compliance with its unique combination of NLP and Machine Learning-based AI technology for customers in over 55 countries, processing more than one billion transactions worth over US\$5 trillion. Pelican is a global company with offices in New York, London, Amsterdam, Dubai, Mumbai and Hong Kong.

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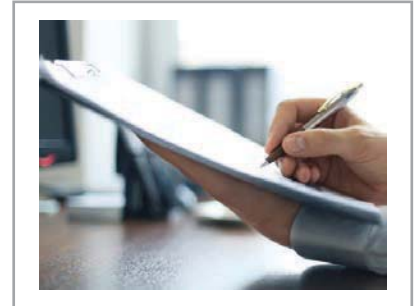
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Resources

The Institute of International Banking Law & Practice is a not-for-profit educational and research organization dedicated to the harmonization of trade finance practice and law. Headquartered in the US with Associate Directors in Asia, the Middle East and Europe, the Institute has Fellows in more than 15 countries. The Institute sponsors, undertakes, and cooperates in projects, conferences, publications and journals in the trade finance space including AML and compliance, commercial LCs, guarantees & standbys, and beyond.

Since its formation in 1987, the Institute has been a leading force in the letter of credit world, bringing together bankers, lawyers, regulators, academics, and corporate users in forums and educational events. It has formulated the widely used practice rules for standbys - the International Standby Practices (ISP98), worked with leading organizations, published books, and conducted highly influential programmes. The Institute has worked with organizations such as the UN Commission on International Trade Law, SWIFT, BAFT, the International Chamber of Commerce, ICC National Committees in more than 15 countries, and various trade organizations and academic institutions around the world.

The Institute has also been at the forefront of combating financial crime in trade via books, conference and a certificate program educating on AML and compliance. For nearly 30 years it has offered seminars on trade finance as well as financial crime compliance in major markets around the globe.

You can learn more about the Institute's products and services by visiting www.iiblp.org.

TRADE FINANCE COMPLIANCE

NEWS



FATF posts video of TBML webinar following landmark publications

The Financial Action Task Force (FATF) has posted a 90-minute video of a webinar it held on 18 March 2021 to discuss the most recent trade-based money laundering trends (TBML) and developments.

[Read more](#)


EBA's Opinion on the risks of ML/TF affecting the EU's financial sector

The European Banking Authority (EBA) has published its biennial Opinion on risks of money laundering and terrorist financing (ML/TF) affecting the EU's financial sector.

[Read more](#)


FATF and Egmont release Trade-Based Money Laundering: Risk Indicators

The Financial Action Task Force (FATF) and Egmont Group of Financial Intelligence Units have released a new guide for financial institutions and businesses providing a set of trade-based money laundering (TBML) risk indicators for people responsible for compliance, transaction monitoring, investigative analysis, client onboarding and relationship management.

[Read more](#)


FATF releases landmark report on trade-based money laundering

Vigilance amongst competent authorities, private sector institutions, and other participants in global supply chains is called for in a landmark new report on trade-based money laundering (TBML) published by the Financial Action Task Force (FATF).

[Read more](#)


Wolfsberg Group – Correspondent Banking Due Diligence Questionnaire along with updated supporting FAQs, Completion Guidance & Capacity Building Guidance.

The Wolfsberg Group has updated the Correspondent Banking Due Diligence Questionnaire (CBDDQ) and Financial Crimes Compliance Questionnaire (FCCQ) with changes focused on greater clarity and ease of use.

[Read more](#)


US Guidance to Address Illicit Shipping and Sanctions Evasion Practices

View report:

[Read more](#)

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based financial crimes news**



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Contact us:

8A The Appian Way, Ranelagh, Dublin 6, Ireland | Tel: + 353 1 2352166 | Email: info@coastlinesolutions.com