

#### **Transforming risk and compliance**

Creating a world where risk is understood, so decisions can be made with confidence

Understanding the nature of the compliance risks posed by third-party vendors and Service providers in the fast-moving global compliance environment

#### **Mohamed Daoud**

**Director & Industry Practice Lead** Governance, Risk & Compliance Middle East & India



#### **Agenda**

- Connecting the Dots Between Governance, Risk, and Compliance (GRC) in the corporate sectors
- Type of Sanctions, Blacklists, and other Watchlists, Requirements and Challenges
- The Blind Spot of Third-Party Risks from an AML/CFT Compliance Perspective
- Trade Finance, Export / Import, and Trade-Based Money Laundering red flags
- Third-Party Risk and Know Your Supplier Compliance Risk Solution Approach & Best Practices
- Latest Sanctions Regime updates in context of Shell Companies, Sanctions Evasions & Exposure
- Compliance in Court Cases from the Public Domain



#### **Introduction to Moody's Analytics**



#### Moody's Financial & Regulatory Risk Compliance Approach

#### Moody's

What are the Risks of doing business with them?

Who am I doing business with?

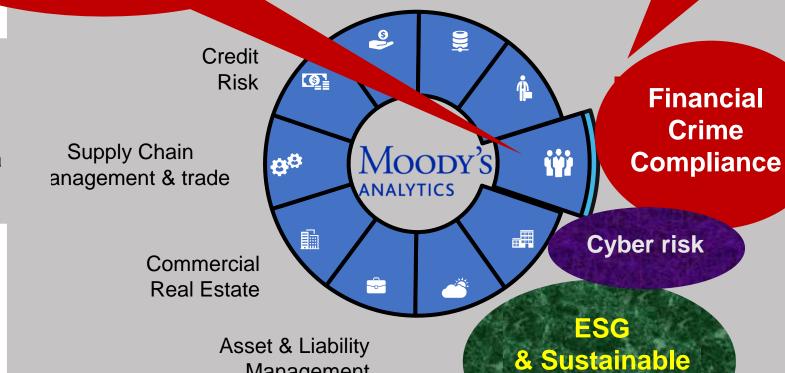
Investment

#### Moody's **ANALYTICS**

Data, analytics & insights to identify, measure & manage a wide range of interconnected risks

#### Moody's

Global debt markets through credit ratings and research



Management

Compliance

Regulatory & Accounting

## To have confidence that you are conducting business responsibly, you need to understand...



Who am I doing business with?



What are the risks of doing business with them?



How do I holistically address these risks at scale?

Moody's Analytics empower organizations to answer these questions

with one integrated solution



#### **Sanctions Compliance - Recent News**



# In US sanctions list for Iran trade ties, a petrochemicals firm based in Mumbai

Treasury Department statement names Tibalaji Petrochem Private Limited as purchaser of 'millions of dollars' worth' of products brokered by a company under US sanctions, 'for onward shipment to China'

By: Express News Service

Mumbai | Updated: October 1, 2022 16:39 IST







umbai-based Indian company Tibalaji Petrochem Pvt Ltd. is among several other firms listed under the sanction by the US Treasury Department for facilitating financial transfers and shipping of Iranian petroleum and petrochemical products.

"India-based petrochemical company Tibalaji Petrochem Private Limited has purchased millions of dollars' worth of Triliance-brokered petrochemical products, including methanol and base oil, for onward shipment to China," said a US Treasury Department release.

These sanctions announced by the US Department of the Treasury's Office of Foreign Assets Control (OFAC) also include many companies originating from China, Hong Kong and the UAE.

Freedon

English Edition ▼ | Today's Paper

#### ETPrime

# US freezes \$26-m fund transfers by Indian diamantaires

The Office of Foreign Assets Control (OFAC) has taken action against multiple offshore firms owned by Indian jewellers. Over the past few months, approximately \$26 million (₹215 crore) worth of fund transfers have been frozen by OFAC, targeting entities allegedly involved in the import of rough diamonds sourced from Russia, The Economic Times reported.

# A Summary of KYC / AML & CTF Compliance History



#### Financial Action Task Force – FATF Overview

- ✓ The Financial Action Task Force (FATF) is an inter-governmental policy-making body established in 1989 by the G7 in Paris, France to combat money laundering focusing mainly on drug & organized crimes.
- ✓ Voted by the United Nations Security Council Resolution in 2001 with the designation of the Financial Action Task Force (FATF) as the international watchdog to enforce AML/CTF regulations after 9/11 & subsequent USA Patriot Act.
- ✓ The FATF works in close cooperation with IMF, World Bank, OECD, EC, etc. to enforce the necessary political will to bring the government of each country to implement AML/CTF, and to bring the national legislation & regulatory reforms to fight Financial Crime including Money Laundering and the Financing of Terrorism.

#### The FATF Mutual Evaluation Assessment

- FATF is organized worldwide by regional Sub-Groups (MENA FATF, MONEYVAL, GIABA, etc.).
- Countries are subjected to evaluation by the FATF to check if they are effectively upholding local laws & changing the local legislation to meet the FATF recommendations.
- If a country has weaknesses in the effective deployment of AML/CTF, the FATF will list it as "Jurisdiction Under Increased Monitoring" (FATF Grey List) & then monitors the country progress on regular basis.
- If a country has serious deficiencies & not the right political will to implement AML/CTF, the FATF will list them as "High-Risk Jurisdiction subject to a Call for Action" (North Korea & Iran).

# AML / CTF Different Levels of Regulators / Supervision / Reporting

#### International Level:

- **✓** FATF Recommendations through FATF Mutual Evaluations assessment
- ✓ World Bank, IMF & Basel II, OCDE and other

#### **National Level:**

- ✓ Central Banks for the banking sectors
- ✓ Financial Markets Authority (FMA) for other financial sectors, Insurance Authority,
- ✓ Capital Market Authority (CMA) for Stock Markets brokers, Investment compagnies, etc.
- ✓ Designated Non-Financial Business and Professions"(DNFBP) for Corporates.
- ✓ The countries Financial Information Unit (FIU's) called also Financial Intelligence Units,

  Central Financial Units, Central Intelligence Units, etc..

#### **FATF** international observers include

- United Nations
- World Bank
- International Monetary Fund (IMF)
- Organization for Economic Co-operation and Development (OECD)
- Egmont Group of Financial Intelligence Units
- Basel Committee on Banking Supervision (BCBS)
- The Financial Stability Board (FSB)
- European Central Bank (ECB)
- International Organization of Securities Commissions (IOSCO)
- European Union Agency for Criminal Justice Cooperation (Eurojust)

# A Summary of KYC / AML & CTF Compliance History



## Anti-Money Laundering, Combating the Financing of Terrorism & Anti-Corruption Requirements

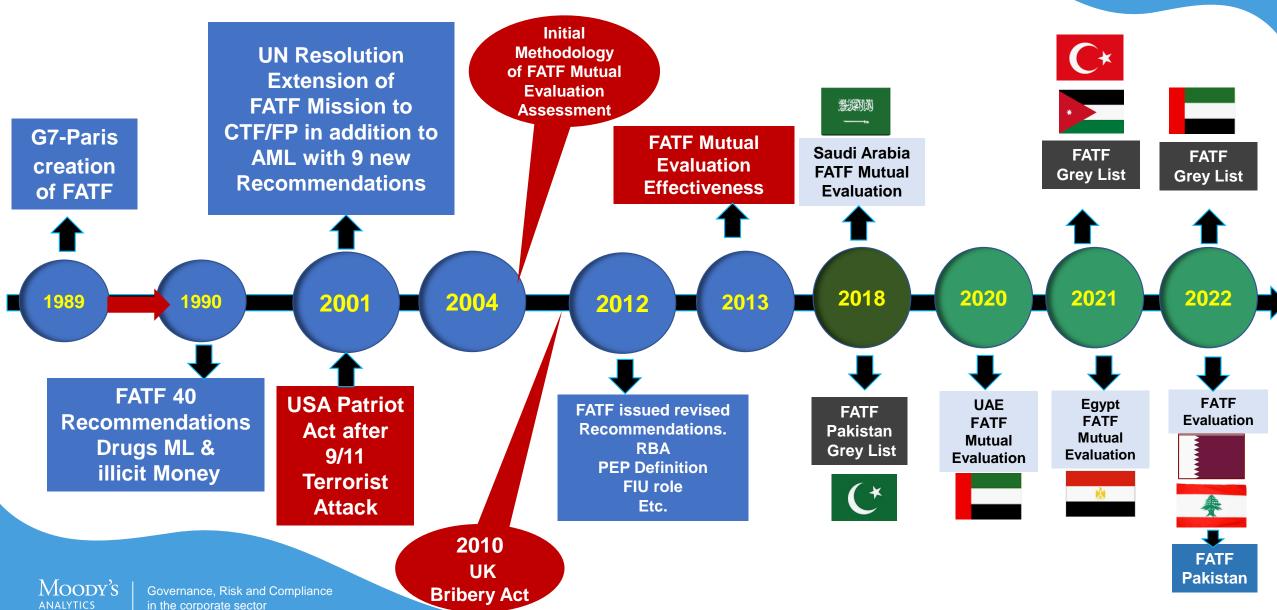
- 1. Due Diligence & Know Your Customers (KYC) including:
  - ✓ Customers' information (individuals or Companies / organizations)
  - ✓ The Due Diligence & KYC should include companies' information, Ultimate Beneficial Owners (UBO), Ownership Structure & who controls the companies.
- 2. Screening against Sanctions and other Watchlists including:
  - ✓ Politically Exposed Persons (PEP)
  - ✓ Adverse Media/Negative News depending on the risk level.
  - ✓ The screening should in addition to customers, include any third-parties that companies have business relationships with such as the Suppliers, Agents, Brokers, Contractors, Distributors, etc.
  - ✓ The screening should focus on the companies and their Shareholders/Directors, Controlling Parties & Ownership structures.
- 3. Existing customers & third-parties Detection & Monitoring of Suspicious Transactions
- 4. Business Conduct & Ethical Conduct policies Anti-Bribery & Anti-Corruption Programs

#### key ethical principles in the fight against financial crime

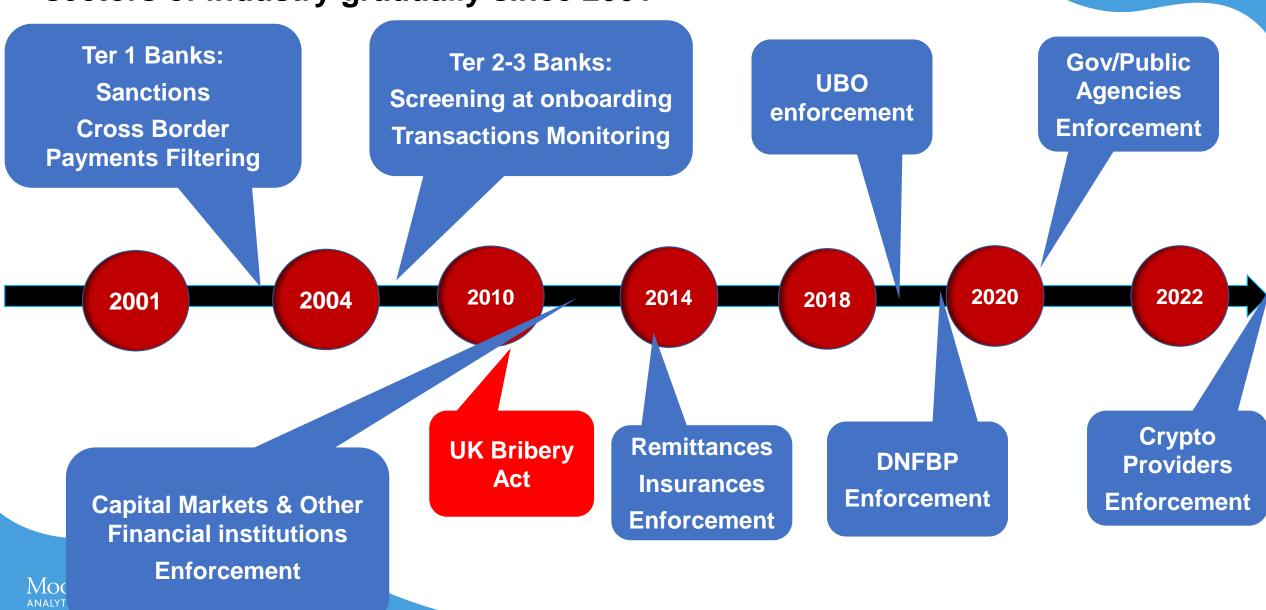
The fight against financial crime, including Anti-Money Laundering (AML) and Combating the Financing of Terrorism (CFT), is guided by a set of ethical principles that are crucial for its success.

These principles serve as a foundation for sound legal frameworks, effective enforcement, and international cooperation.

# The FATF recommendations & AML/CTF regulations are constantly evolving & in flux since 2001



# The FATF enforcement has been performed by sectors of industry gradually since 2001

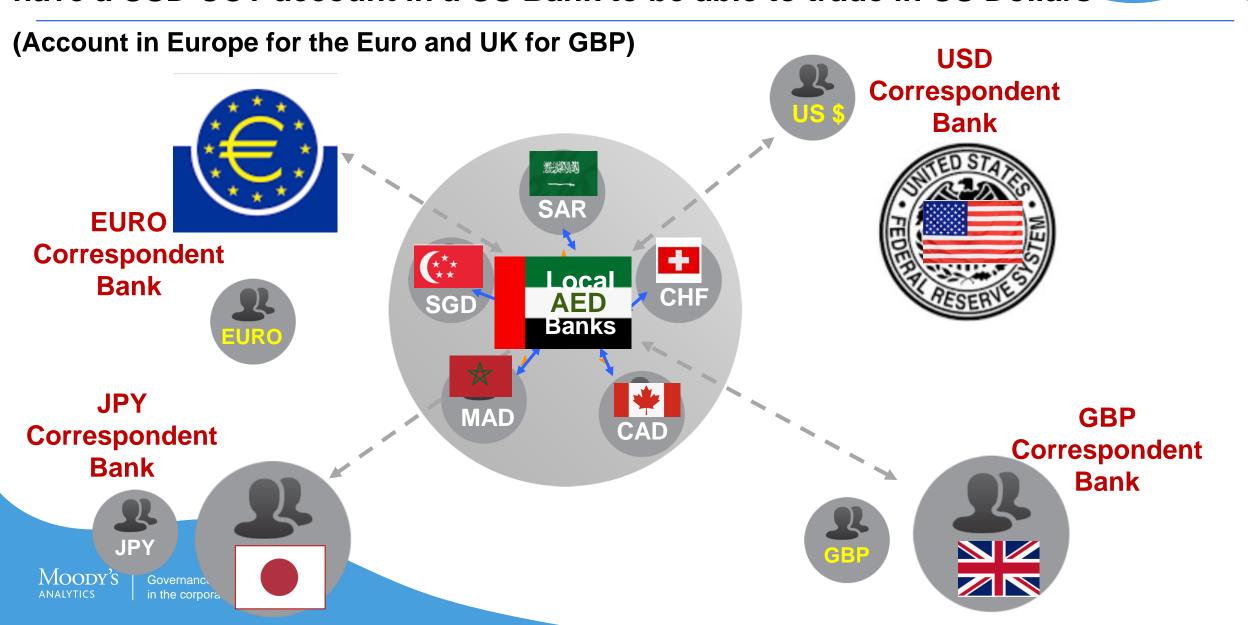


# Introduction to Counterparty in Correspondent Banking & Reputation Risk



#### The Correspondent Banking Relationships (CBR): a local bank Must

have a USD CCY account in a US Bank to be able to trade in US Dollars



**AML/CFT** are subject to Multi-Dimension The Interconnexion of **AML/CFT/ National & National / International Rules and Regulations International Rules and** Regulations The rules governing financial transactions are the jurisdictions that issued the foreign currencies used in the transactions **UK Rules & Regulations** EURO/EURO/EURO/EURO/ **US Rules & Regulations EUROPE Rules & Regulations UAE Rules & Regulations AED** AED **AED AED AED** The presence of any foreign connection (a AED **AED** AED AED "Foreign Nexus") impact the applicable **UAE AML/CFT Regulations** regulations

MOODY'S Governance, Risk and Compliance

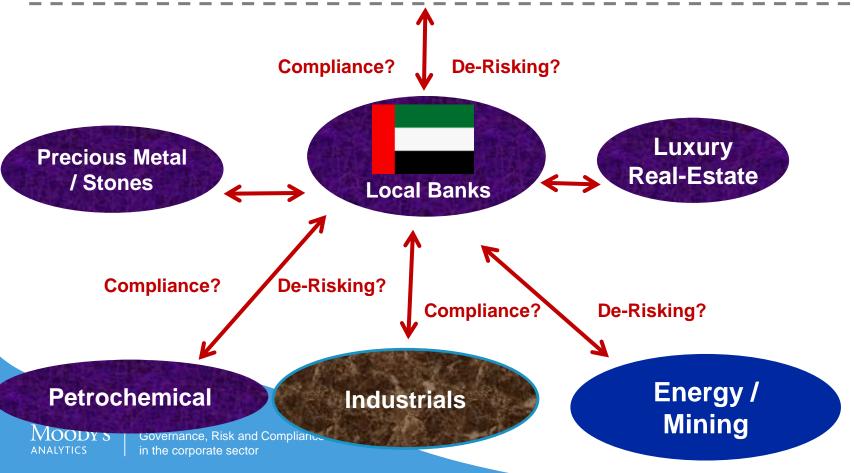
The Interconnexion of AML/CFT/PF International Rules and Regulations

**National Regulations** 

#### AML/CTF/FP compliance Risk is a high impact

**Reputation & Cascading Systemic Risk** 





FATF & Mutual Evaluation

#### **Mutual Evaluation**

#### Country

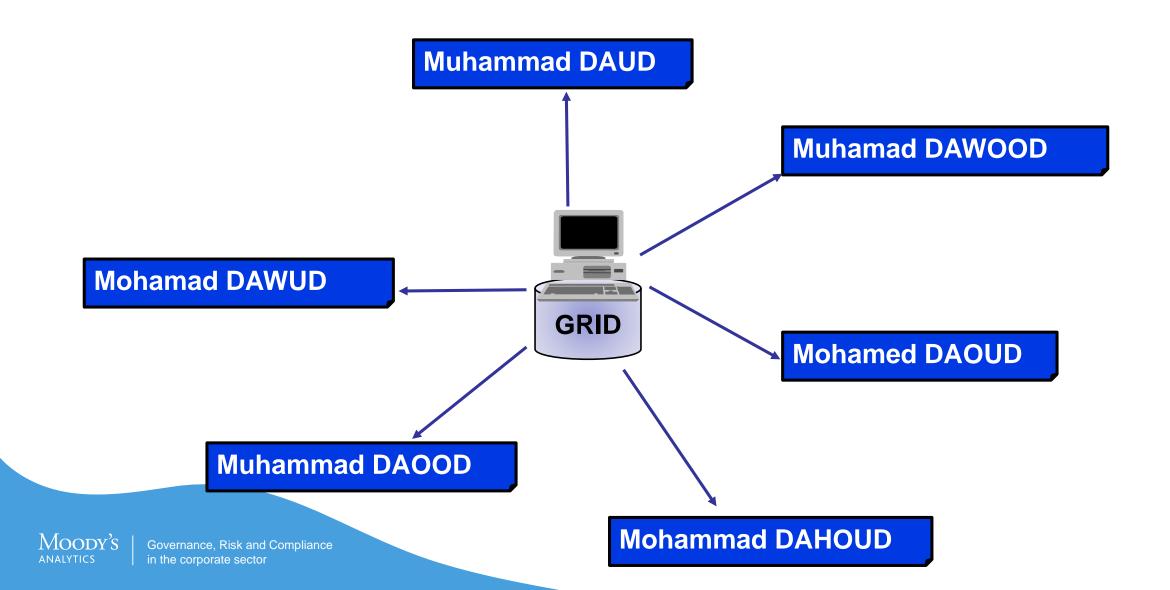
Cross Industry
Sectors

Local
Governments
Agencies
State
Organizations

#### **The Sanctions Compliance Challenges**



#### Sanctions - Name Spelling & Screening Detection Challenge



## Different types of Sanctions & Watchlists – External information required

**Sourced from Public & Private Data Providers** 

**Sourced only from Private Data Providers** 

#### Sanctions

- Coverage of global sanctions
- Coverage of explicit OFAC sanctions
- Examples:
   OFAC, UN, EU,
   UKHMT, CANS,
   DFAT, FINMA,
   etc..

#### Law Enforcement

- Entities and individuals wanted, investigated or arrested by an official law enforcement body
- Examples: Interpol, FBI, SFO, CBBI

#### Regulatory Enforcement

- Individuals or entities against whom official regulatory administrative action has been taken.
- CBUAE
- DFSA
- FSRA

#### **PEPs**

- Coverage of Politically Exposed Person
- Includes primary PEP, relatives & close associates
- State Owned Enterprises or Organizations

#### Adverse Media

- Individuals or entities
- Multi language Media
- Reported in 3 reputable media as Accused, Questioned, Investigated, Financial Crime

#### Companies Information

- UBO's & Shareholders/Dir ectors
- Ownership Structure &
- % of Control
- Financial Health
   & reputation

# Airports, Sea Ports, Vessels, Tankers are part of the transport sanction categories

#### Sanctions & Embargoes

- Airports
- Aircrafts
- Sea ports
- Vessels/Tankers Sanctions
- Maritime vessels / Tankers profile information repository (i.e. HIS Fairplay / Lloyds).



# **OFAC** sanctions by extension - OFAC 50 % Rule - Implicit sanctions

- Applies to individuals/entities sanctioned or blocked by OFAC but not specifically listed or appearing on a blocked or restricted website OFAC lists.
- Sanctions by Extensions: Connected to sanctioned entities or persons.
- Example: Russian 2014 and 2022 Sectorial Sanctions
  - ✓ Connected to Russia & Belarus
  - Connected to the Luhansk and Donetsk regions.











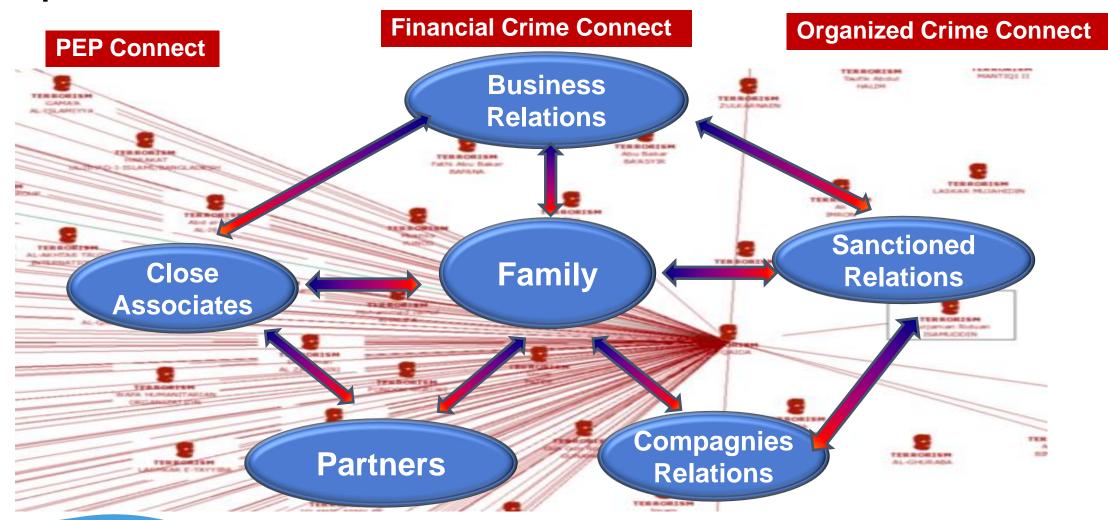






#### Intelligence researches on hidden links are critical

#### for Corporate Profiles and UBOs searches



#### **Suppliers & Third-Party Risk Management**

Vendors, Sub-Contractors, Agents, Distributors, Brokers and Any Third-Party Business Partners



#### Third-Party risk due diligence

A Third-Party is any entity that an organization works with. This includes in addition to **Clients** 

- Affiliates,
- · Suppliers,
- Manufacturers,
- Service providers,
- Distributors, Agents,
- Sub-Contractors,
- Resellers,
- And any other Business Partners,

A large company can have tens of thousands of third parties that should be subjected to due diligence in order to identify, mitigate different risks

Third-Party Risk Management (TPRM) is the process of analyzing & mitigating risks associated with any third-parties. There are many types of risks within the third-party risk category. These could include

- Financial,
- Environmental,
- Legal
- Reputation Risks.



#### The Third-Party Risk and Supply Chains Challenge

- As Supply Chains grow more complex, so do the risks they bring. In recent years, Regulatory requirements have increased exponentially in complexity.
- Volatility and disruption have sparked changes in Supply Chains which create an opportunity to rethink the way supply & procurement strategy deliver resilience and agility for organizations.



Complexity of sanctions, anti-corruption and other areas of compliance



Covid Impact, i.e. China's "zero-Covid" policy Geopolitics (e.g., Russia / Ukraine war,) leading to low Supply & High prices



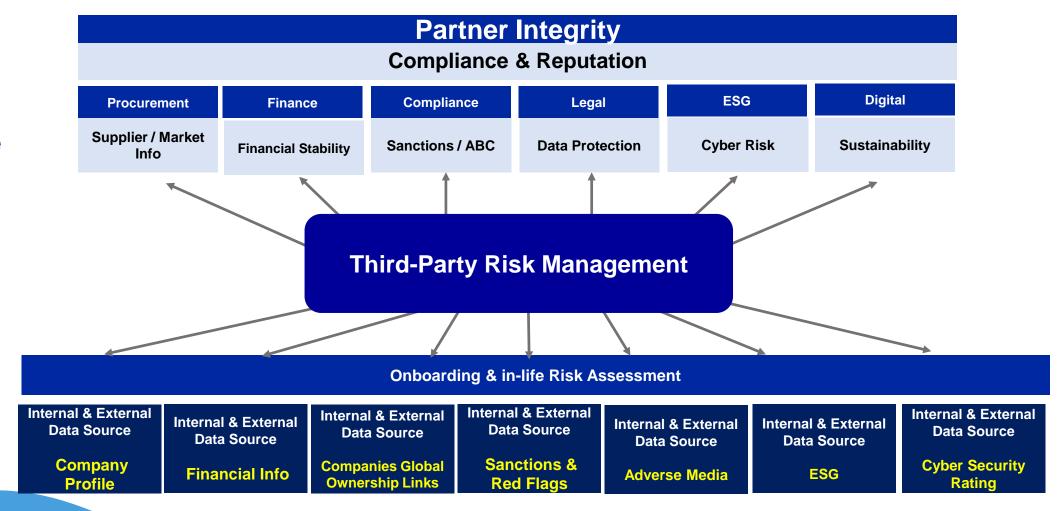
Supplier performance and disruption risk



Unprecedented demand planning difficulty

### Third-Party Risk Management: Intersect Many Areas, Risk & Regulations

Enhanced Due diligence is an essential component in the TPRM lifecycle



#### Third-Party & Supplier Risk Management is a shared responsibility

Supplier Risk Management is a shared responsibility for many departments ... meaning it can fall between different stakeholders

And it can report into different executives, largely depending on the company's focus



#### Third-Party Due Diligence – Risks & typologies

Risk	Description	Sectors
AML/CFT/KYC Sanctions / PEP	Compliance with global AML/CFT/KYC Sanctions Regulations across all facets of the Third-Party management	All Industries
Anti-Bribery and Corruption (ABAC)	Compliance with global anti-bribery regulation extraterritorial in nature (FCPA, UKBA, Local laws	All industries
Adverse Media – Reputation Risk	Managing the reputation risk of 3rd parties  Compliance with Code of Conduct / Conflict of	All industries
Environmental, Social, Governance (ESG)	Interest / Compliance with regulations related to climate change impacts, environmental management practices, working and safety conditions, human rights, etc.	All Industries  Today mainly Large and mid-sized companies particularly in highly exposed sectors  (extractive)
Cybe r Risk	Managing potential <b>Cyber Risks from third parties</b> , those risks relate to the loss of confidentiality, integrity, or availability of information, data, or information systems	All industries

## Third- Party & Supplier risk rating can be driven by different variables

Size of spend and frequency of transactions

How reliant is supplier on its downstream partners?

How long is the contract to be entered into?

Will their product be visible to customers? (Direct, indirect etc.)

How is their record on sanctions, PEPs, media etc.

Nature of the relationship: Is it a strategic partnership or a tactical one?

Do they need access to customer data?

What is the quality of their systems, controls and processes?

What is the licensing jurisdiction and operations geographic areas

Do they need access to our core systems?

How replaceable is the supplier?

Does the supplier operate in a sensitive activity sector? (e.g. mining, Oil, Gold)

Risk category

Low Risk

Mid Risk

High Risk

Critical Risk

# **Business Due Diligence or**

# **Regulatory Due Diligence**



Financial / Performance

How is a supplier's

financial condition?



Operational Risk

Which of the

critical suppliers

are at risk of

deteriorating

performance for

quality, cost and delivery times?



UBO /
Corporate
Structure

Can we verify and enhance the information given by the supplier?



Regulatory Compliance / Sanctions

What is a supplier's risk level for key compliance areas & sanctions exposure?



ESG / Sustainability Risk

> How do my current suppliers score on ESG?



Cyber Risk

What is the cyber security performance of my suppliers?

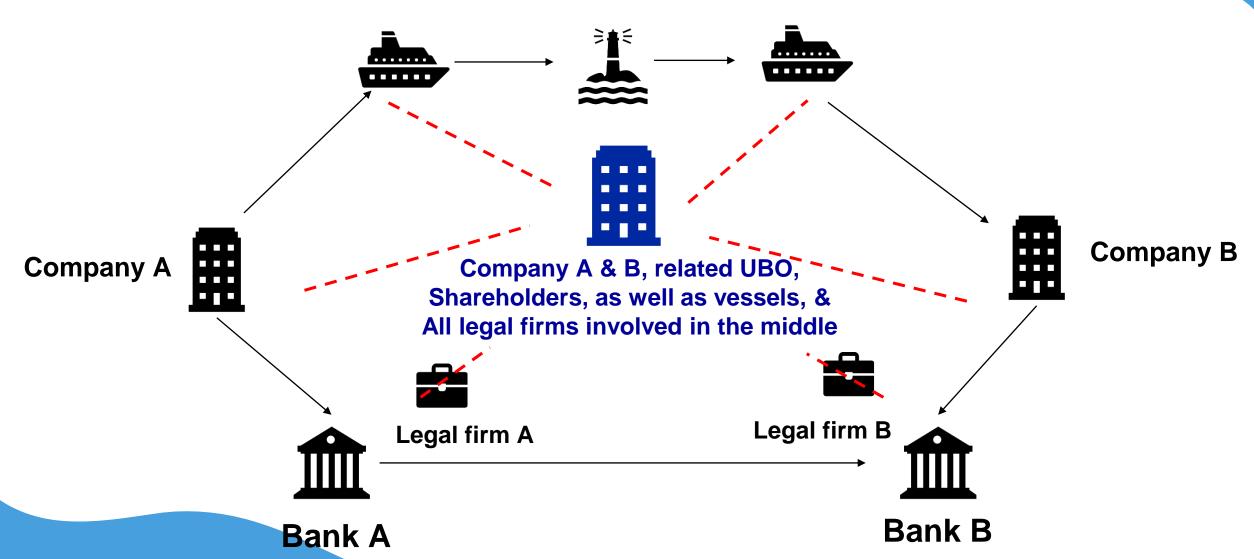
# Trade Finance & Trade Based Money Laundering (TBML) Overview



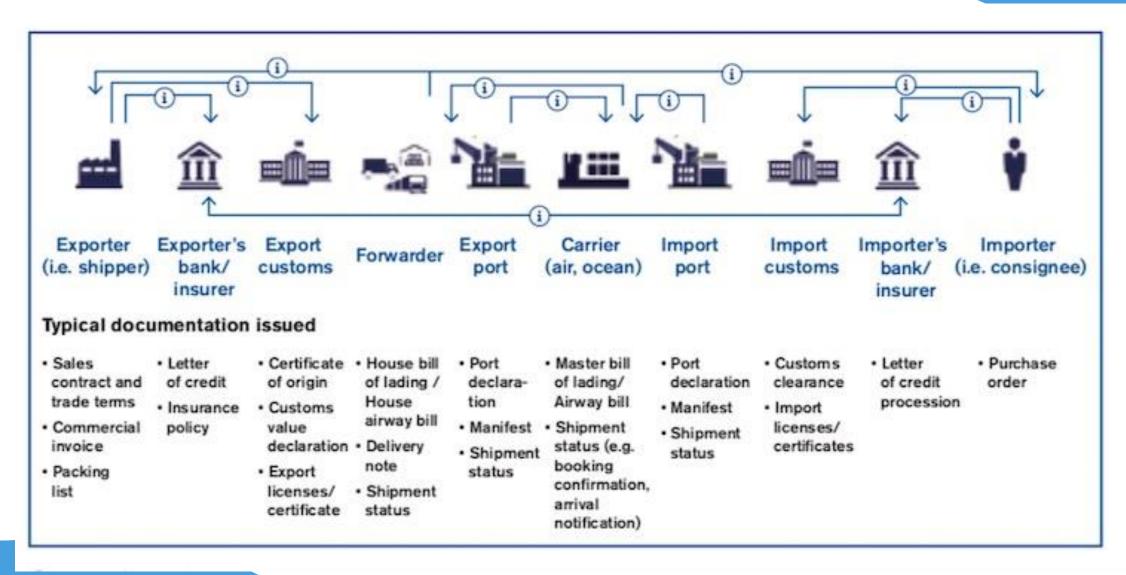
# What is Trade Finance in banking

- Trade Finance is a financial service that makes it easier for importers & exporters to perform trades. It
  could cover many financial products that banks provide for commercial trades.
- Although international trades have been in existence for centuries, the widespread use of Trade Finance
  after WWII has contributed to significant international economic growth.
- The World Trade Organization (WTO) states that today 80 to 90% of the world's trade relies on Trade Finance.
- The FATF AML / CFT deployment shows that 70 80% of the trades are made in USD.
- The risk of Money Laundering is high with international trades transactions where a various intermediaries such as suppliers, export / import agents & a number of unknown third-parties are involved in facilitating the transactions.

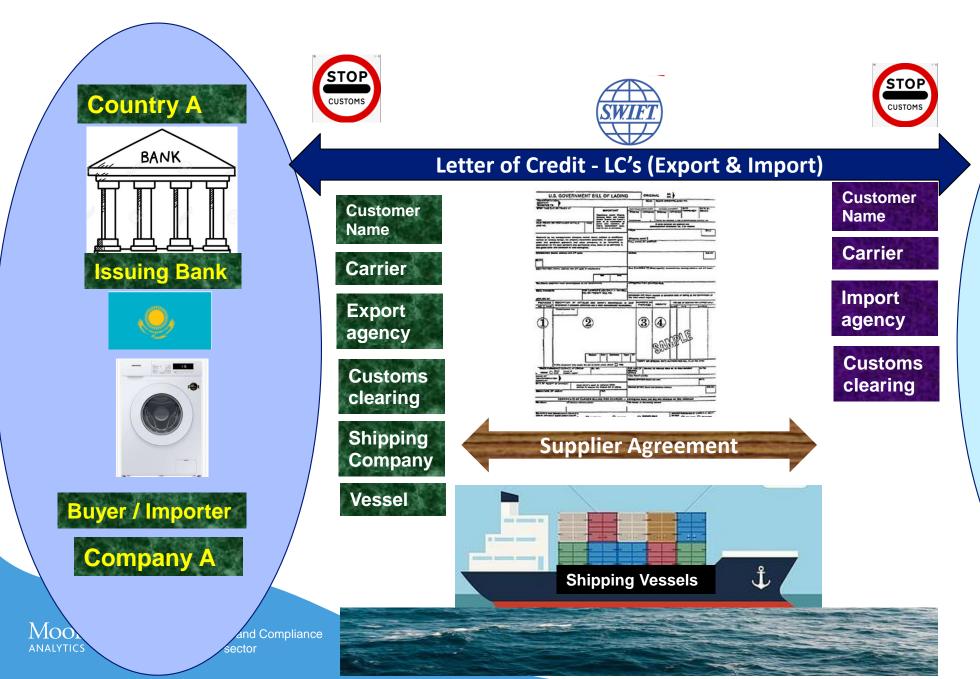
#### Who is on the other side?



### **Trade Finance Export / Import Ecosystem**



### **Example of a basic Trade Finance transaction**





#### The most common TBML methods include:

TBML is recognized as being one of the main ways in which large scale criminal organizations & terrorist groups move finances under legal disguises.

There are many ways in which TBML can be conducted with some examples below:

- **Under-invoicing**: under-valued goods being transferred from seller to buyer
- Over-invoicing: the goods are traded at a price far above the market price
- Multiple invoicing: Duplication of invoices for the same trade deal.
- Over/Under shipping: The amount of goods shipped does not match up to the quantity of payments sent and or received.
- False Description of Trade Goods: Misrepresentation of the goods, which may benefit the buyer or the seller depending on which way the false description lies.

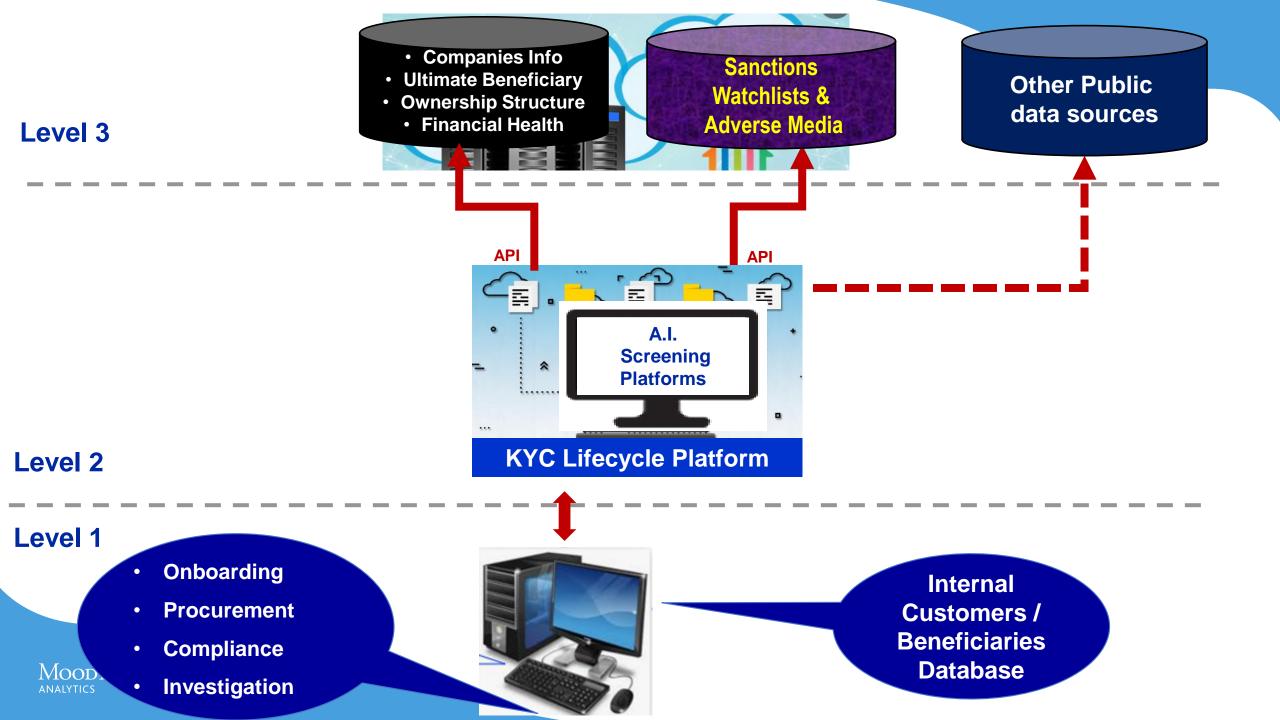
#### **Dual-Use Goods / Dual-Use Items Control**

- Dual-Use Goods or Dual-Use Items are products, including software and technologies, whose use
  may be civilian as well as military.
- These are sensitive goods normally intended for civilian purposes that could noticeably strengthen the
  military capacity of the countries that acquire them in manufacturing weapons or other explosive
  nuclear devices.
- Dual-Use Goods can range from raw materials to components and complete systems, such as aluminium alloys, bearings, or lasers. Examples of Dual-Use goods include radio navigation systems such as GPS, nuclear power technologies. In the past, PlayStation 2 console were considered as Dual-Use Items.

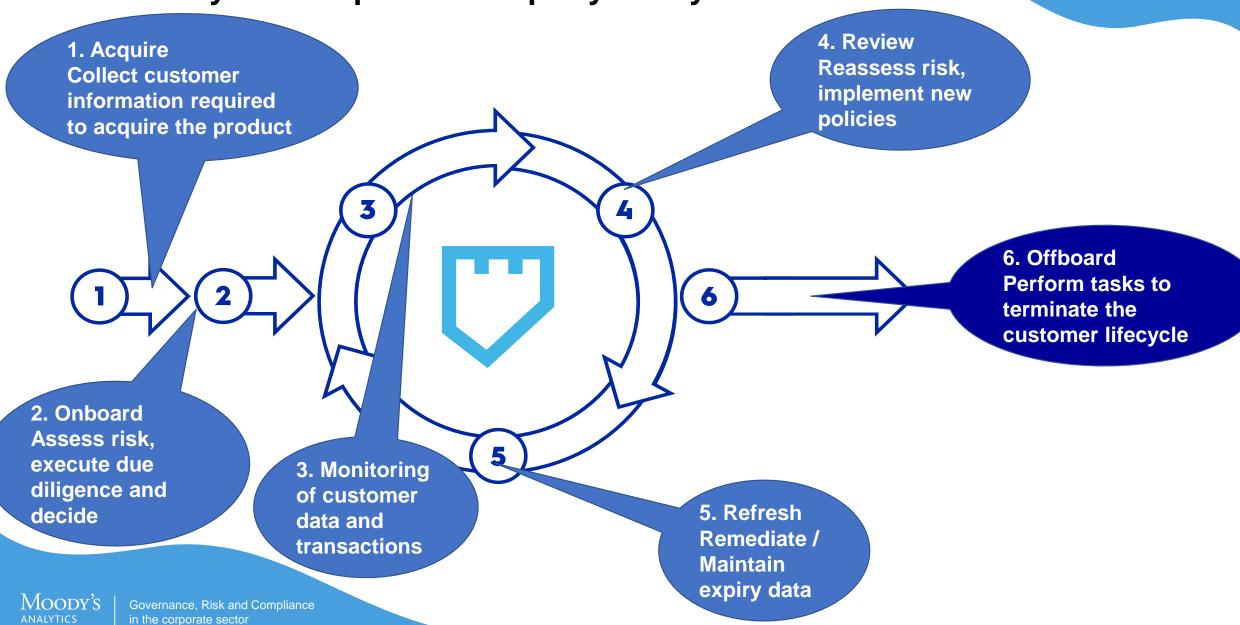
# KYC / AML / CFT

# Solution Approach in the Corporate Sector





# Orchestrate your complete Third-party Lifecycle



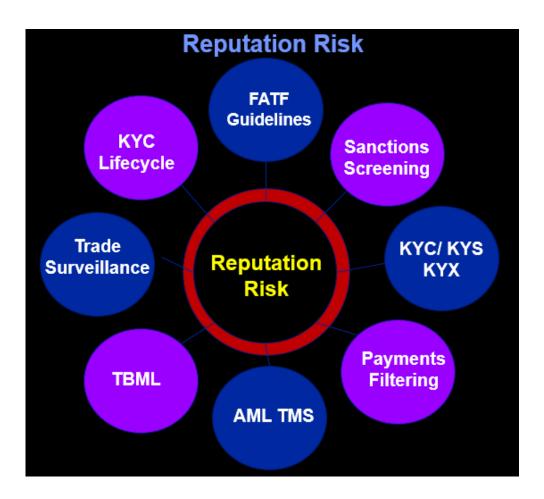
# Quiz



# Is AML / CFT Compliance a Financial Risk or a Reputation Risk?

# **Reputation Risk versus Financial Risk**





# What is the Real Role of Head of Compliance

# **Audit Head**



**Head of Risk** 

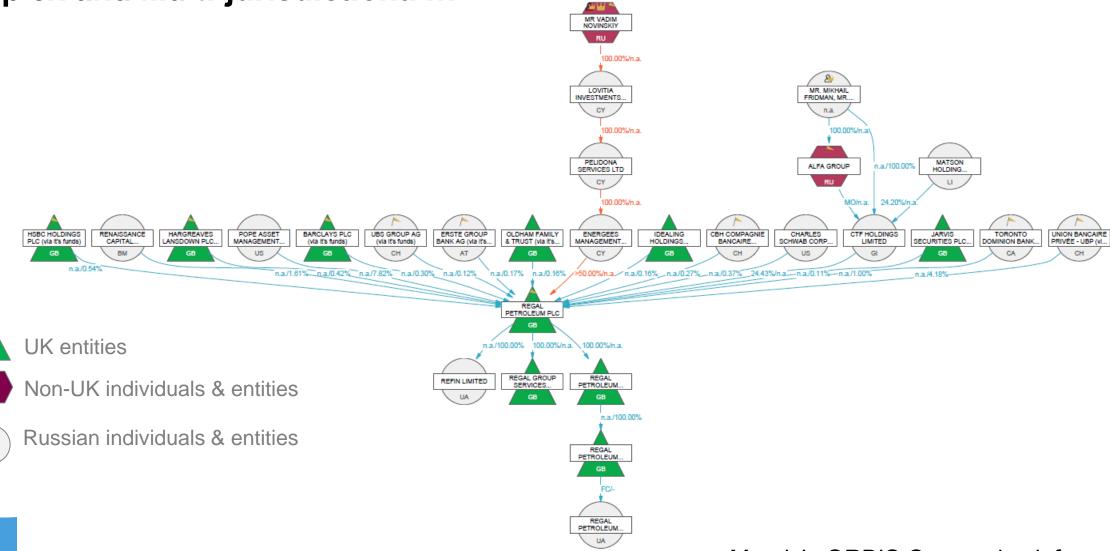
**Head of Compliance** 

# **Compliance in Court – Cases from the Public Domain**



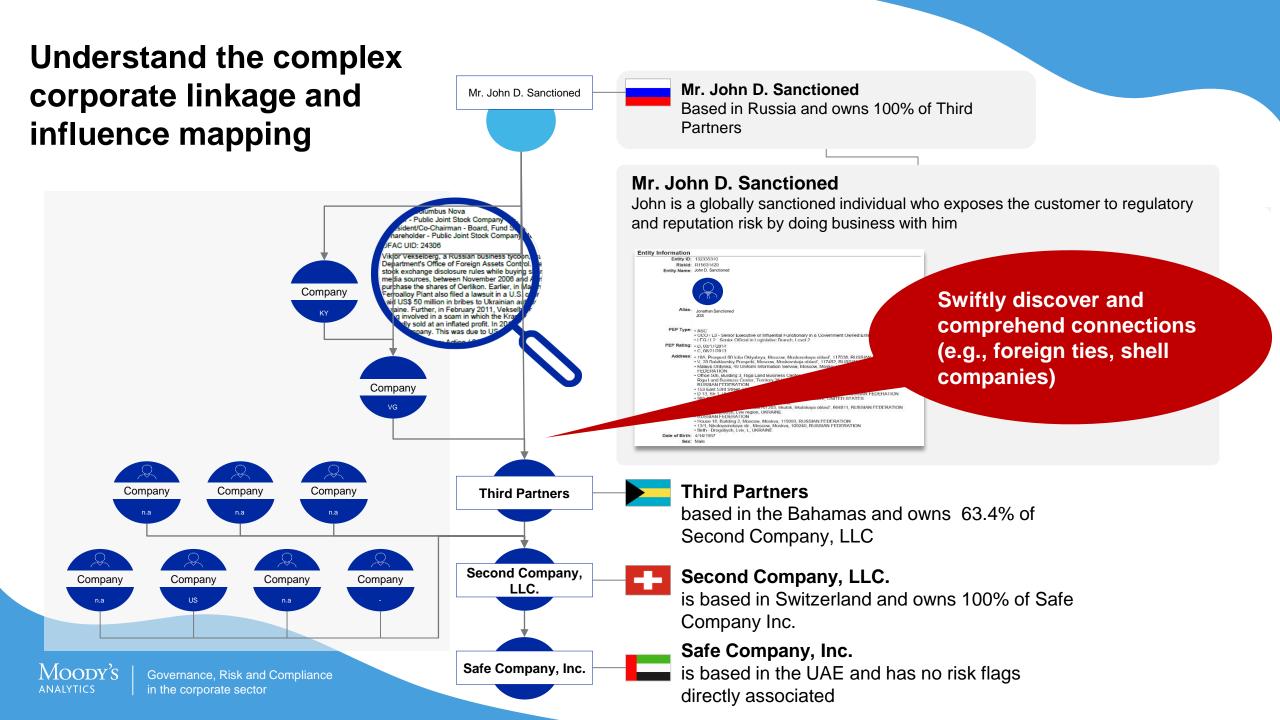
# **Corporate Structures are Increasingly**

**Complex and Multi-jurisdictional...** 



Moody's

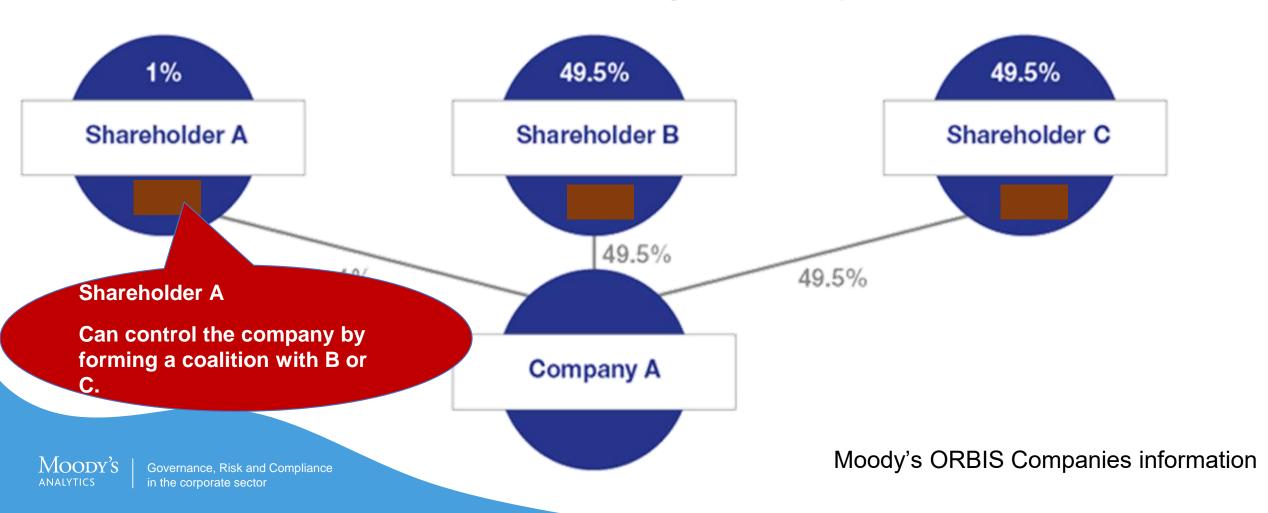
Moody's ORBIS Companies information



### **Beneficial Ownership vs Control Ownership**

#### **Understand shareholder Power – beyond pure Ownership**

**Even shareholders with a 1% shareholding can effectively exercise control** 



### **Red Flags:** Corporate Ownership less than 50%

- Frequent changes in ownership structures
- Multiple shareholders with dispersed shareholding percentages or percentages just under thresholds
- Same entities serving on Boards of Directors across an enterprise with or without ownership stake
- Designated entities are Beneficial Owners or on Board of Director at different levels of corporate structure

# **Red Flag - Sanctions Evasion**

- They are part of the broader concept of sanctions but with high scrutinized after Ukraine invasion & war. Sanction Evasion Techniques are used by affected entities to circumvent economic sanctions such as
- Creating Shell Companies
- Using Trade Finance Vehicle such as vessel, tankers or aircraft

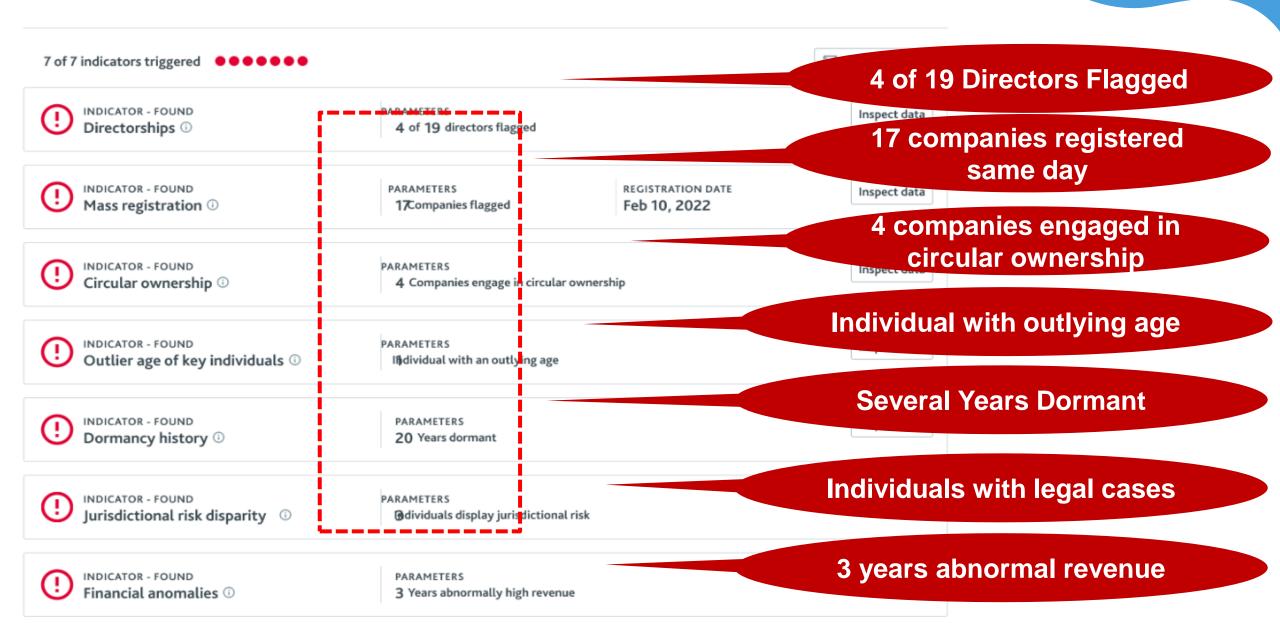
#### **Methods of Sanctions Evasion include**

- » Ownership transfers to relatives or friends
- » Corporate ownership less than 50%
- » Undisclosed corporate ownership data
- » Trusts & Lawyers as Shareholders
- » Shell Companies
- » Offshore Registered Companies or Assets

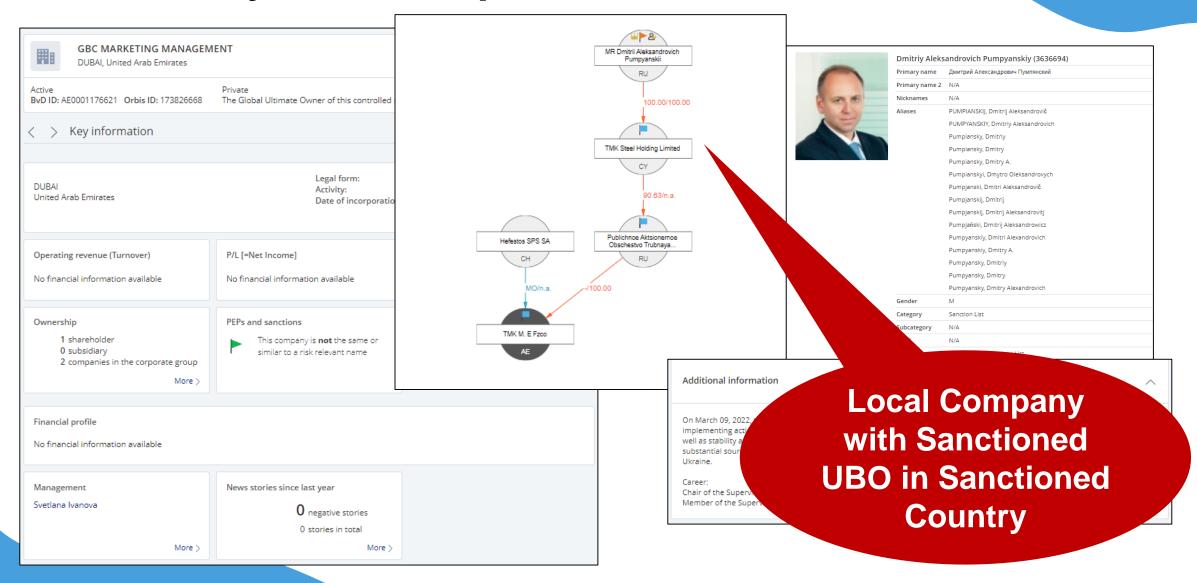
used by entities to circumvent economic sanctions

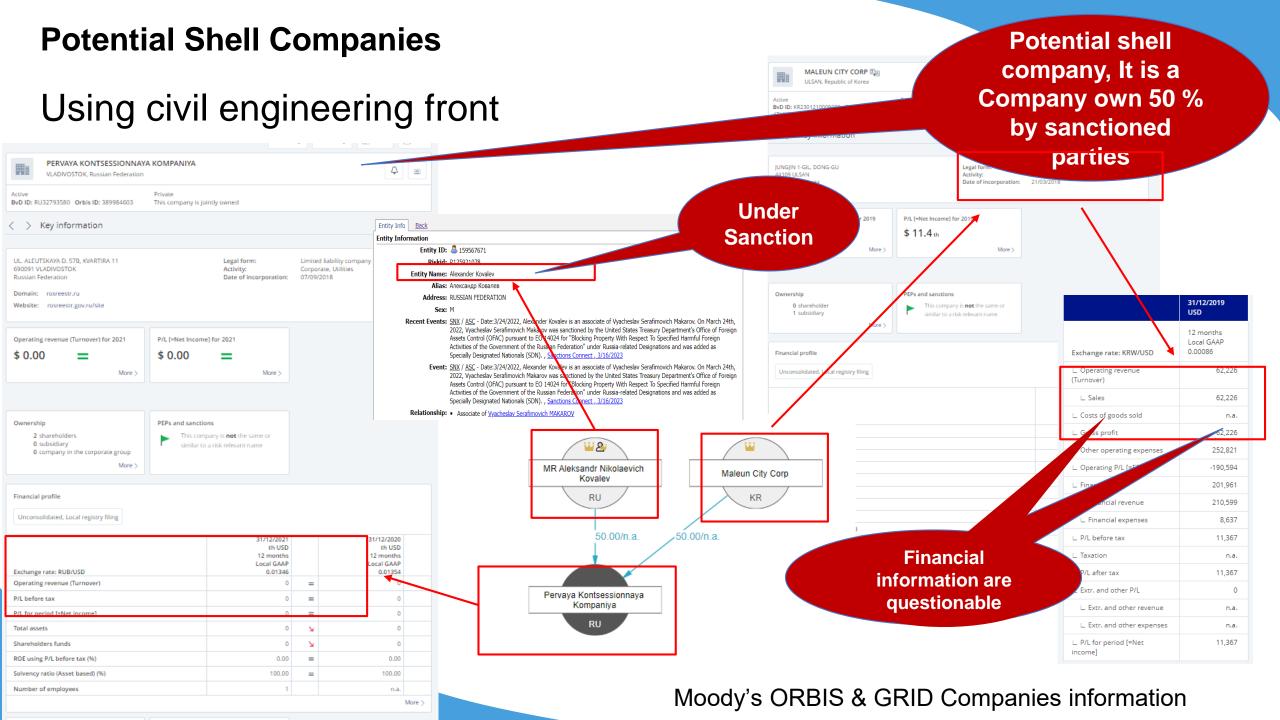
i.e. Sanctioned Parties are using sophisticated approach that combine multiple ways to circumvent the sanctions

# Red Flags on Shell Company Typology – Key Indicators



# **Sanction by Ownership**





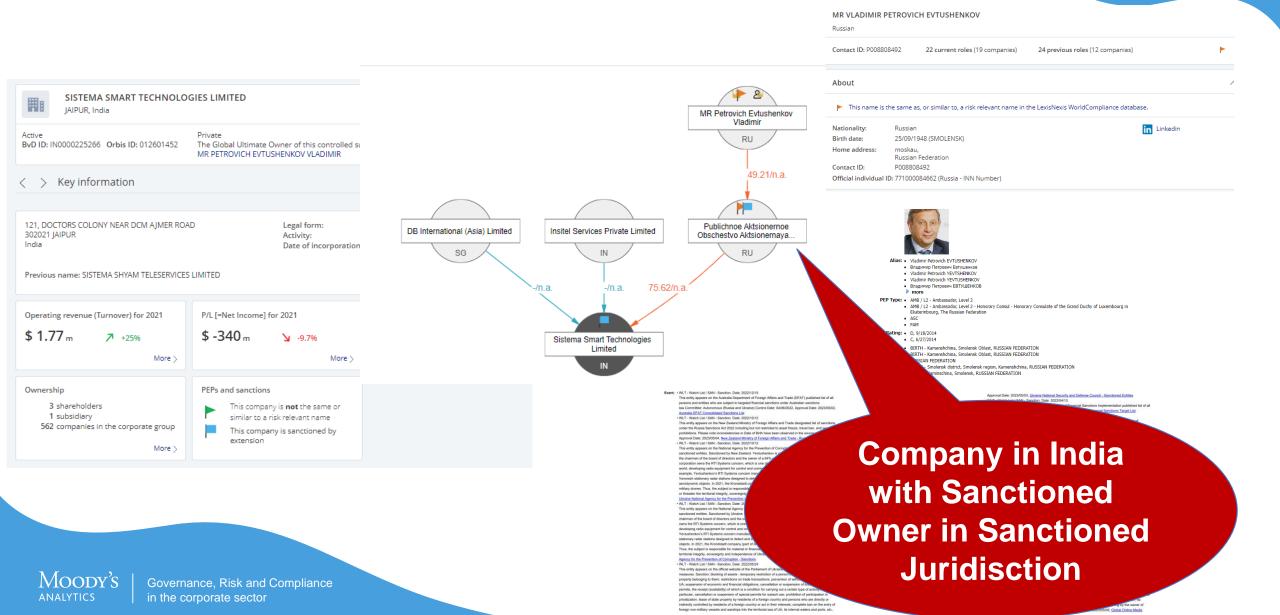
# Website under sanctioned country



Remark: . Ukraine NSDC Sanctions Duration: 10 years. Associated entities and pers

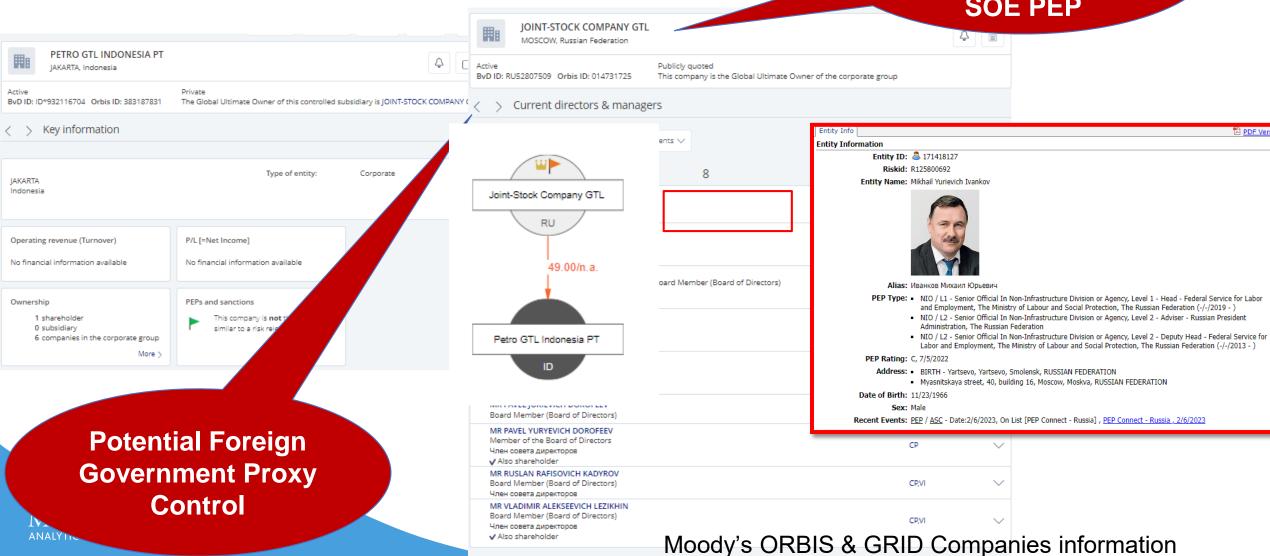
mir Oskirko (director) - Salah

### **Sanction by Ownership**

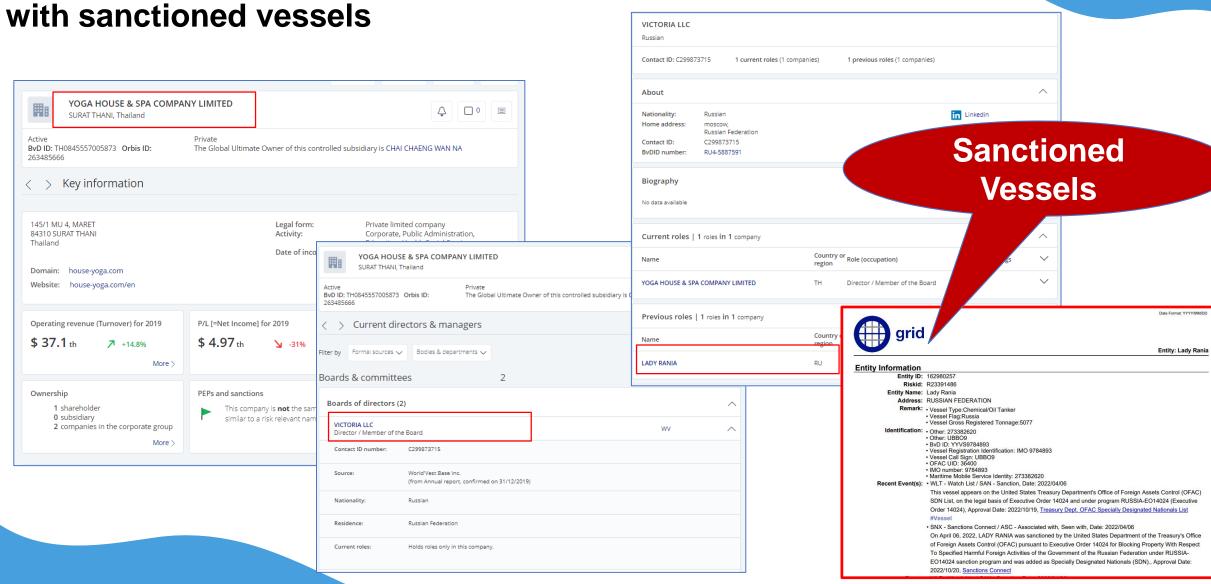


#### **Potential Hidden Risk**

Indonesian
Company under
Foreign Sanctioned
SOE PEP

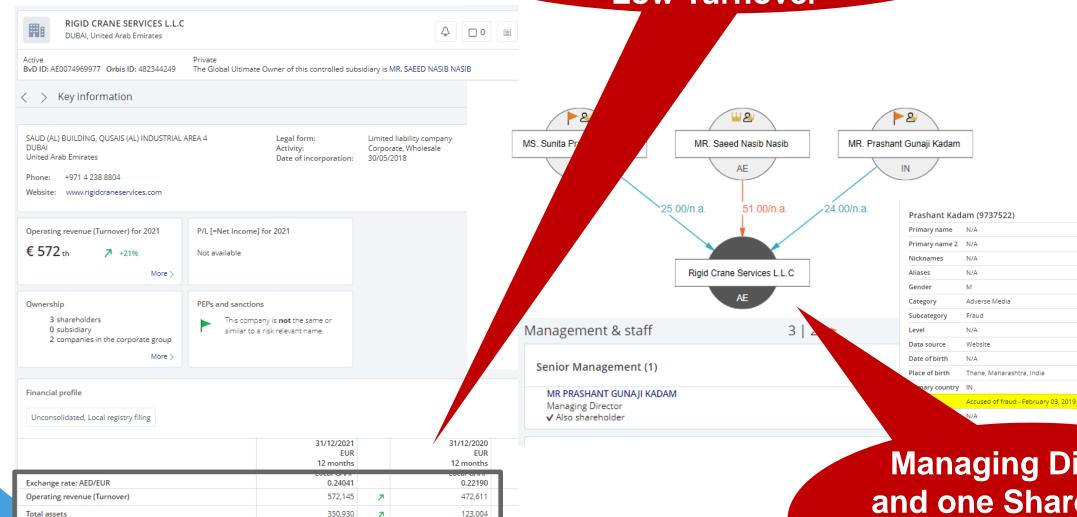


### Thailand - Shell company associated



#### **Potential Hidden Risk**

# Company Low Turnover



Managing Director and one Shareholder in Adverse Media for Embezzlement

# Q&A



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# Thank you

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