

CASE STUDY



Tackling trade-based money laundering and improving transaction turnaround times with LexisNexis® Firco™ Trade Compliance

Overview

United Bank Limited (UBL) was founded in 1959 and leads the banking and financial services sector in Pakistan. UBL operates one of the largest branch networks in Pakistan with over 1,330 branches and 1,440 ATMs along with the Bank's branchless banking channel, UBL Omni, spread all over the country. The network is augmented by the Bank's award-winning and industry-leading Digital Banking services, which together serve over 11 million customers nationwide.

Recent cross-border trade financing regulations in Pakistan led UBL to reevaluate ways to strengthen compliance and create more seamless trading experiences. The Bank was looking for a solution to help fully automate its trade compliance program to align it with the expectations of the Pakistan Single Window regulatory directive. UBL selected LexisNexis® Firco™ Trade Compliance to help enhance operational efficiency, increase trade transaction turnaround times and positively promote a culture of compliance.

Challenge: Aligning with regulatory expectations by automating trade compliance decisions

United Bank Limited is a large, multinational Pakistani bank serving global customers across a diverse range of industries. Consistently providing seamless and compliant trade transactions is an important goal for UBL. The Bank needed to fully automate its trade compliance processes to meet the new requirements under the Pakistan Single Window regulatory directive. UBL previously relied on manual processes for tasks such as vessel screening, tracking and dual-use goods identification. Aligning with the new regulatory expectations was UBL's first objective in its solution search. Automating its trade compliance workflow also opened the opportunity for UBL to increase transaction turnaround times, improve operational efficiency and reduce trade-based money laundering risks. The bank also focused on creating a stronger level of traceability for compliance decisions so it could streamline audits and reviews. Implementing a solution offering a quick-start implementation to facilitate an easy transition without interrupting ongoing trade transactions was another important consideration.

“We needed to quickly transition our trade compliance program from mostly manual processes to being fully automated. Firco Trade Compliance is enabling us to align with new regulatory requirements while meeting our customers’ expectations for seamless turnaround times and compliant trading.”

— MASOOD MAHMOOD KHAN, HEAD OF FCC & MLRO, UNITED BANK LIMITED

Key Requirements

- Automate trade compliance workflows, including vessel screening, tracking and dual-use goods identification
- Reduce trade transaction processing delays and increase turnaround times
- Align with new trade regulations to minimize errors and penalties
- Improve traceability with a clear audit trail

Solution

In 2020, United Bank Limited selected LexisNexis® Firco™ Trade Compliance to automate the compliance and screening workflows enabling the bank to protect against trade-based money laundering. Firco™ Trade Compliance helps UBL automate all of their trade screening checks in one centralized place to streamline customer sanctions screening and quickly risk assess the trading activity itself, including dual-use goods identification, involved countries and transport vessel history, identification and tracking. Using a new automated solution ensures that UBL is continuously connected to updated global sanctions, trade and vessel intelligence. Managing trade compliance activities from a single interface enables UBL to realize new efficiencies while avoiding the potential errors and delays tied to manual processes. Firco Trade Compliance also streamlines audit preparation by providing the full history of all activity within a single interface. UBL is realizing the benefits of automation and better risk visibility across the lifecycle of the trade as it confidently aligns with regulatory expectations and creates faster turnaround times for its trade financing clients.

Bottom Line Results



Increased the efficiency of vessel screening, tracking and dual-use goods identification



Realized significantly faster turnaround times for trade transactions



Reduced false positives and delays tied to manual processes



Achieved end-to-end automation and aligned with new trade-based money laundering regulatory mandates



Features to Focus on

Firco Trade Compliance connects United Bank Limited to a new level of risk visibility and efficiency that helps the bank comply with evolving international trade regulations and easily demonstrate effective risk management. The solution enables UBL to strengthen compliance while improving turnaround speed by automating compliance workflows for Know Your Customer, sanctions, trade-based anti-money laundering, vessel tracking and dual-use goods identification across the lifecycle of the trade.

- Continuously updated sanctions and trade data to help increase decision efficiency while reducing false positives and delays
- Enhanced visibility into shipping activity and vessel interactions, covering alerts of port entrance and anchorage, potential ship-to-ship transfers, including vessel names, location and type of transfer, and alerts to AIS transponder anomalies that may indicate dark activity
- Comprehensive vessel history featuring up to 10 years of data
- Robust and easy to report audit trail for trade transactions, covering critical details including importer/exporter information, involved countries, vessel data and identification of dual-use goods
- Easy API integration to minimize downtime and maximize compliance efficiencies

“Firco Trade Compliance helps our team manage multiple aspects of trade compliance within a single interface and easily access a full history of all activity across the trade lifecycle. Automation has helped us align with the Pakistan Single Window regulatory directive and take the efficiency of our trade operations to a whole new level.”

— SARMAD FAISAL ABBASI, SENIOR MANAGER OF TRADE, UNITED BANK LIMITED



Reduce transaction risks and delays while raising trade compliance efficiencies
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