



LUCIA LOPS

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PROFESSIONAL EXPERIENCE

January 2015 to date

BNP Paribas, Italian Branch, Milan – Financial Security Department

Manager of the Sanctions & Embargoes and KYC CIB team (IFSCO Certified)



Sanctions and Embargoes

- Consultancy and advice to business lines in relation to any international sanctions topics in order to identify and assess the risks related to international sanctions that could arise from their activities, with a particular focus on facility agreements and trade finance products;
- Understand the sanctions regulatory framework in order to apply and implement appropriate controls to mitigate risks of breaches of sanctions;
- Training the business lines to properly implement the bank policies and procedures.

Anti-money laundering

- Consultancy and advice to business lines in relation to anti-money laundering issues connected to the ordinary course of business, as well as in relation to the structuring of new products and extraordinary transactions.
- Analysis and checks to verify that the “know your customer process” (identification of customers and, where applicable, of beneficial owners and then conducting an ongoing monitoring of the business relationship) is duly performed by all departments involved in such process.
- Investigation of reports of potential suspicious transactions to evaluate the need to make a report to the financial intelligence unit (“Unità di Informazione Finanziaria”).
- Studying and monitoring of AML legislative developments to evaluate potential impacts on the processes and procedures adopted by the bank.
- Reporting activity toward Italian authorities.

February 2011 – January 2015

BNP Paribas, Italian Branch, Milan – Legal Department

Legal Counsel



- In-house legal counsel to the Acquisition Finance, Project Finance, Export Finance, Real Estate Finance, Corporate Finance and Global Trade Solutions teams.
- Legal advice and support to corporate banking CIB business lines: structuring of deals, drafting/negotiating of relevant legal documentation, co-ordinating and supervising of external lawyers activities.
- Legal advice and support to Global Trade Solutions team: drafting and review of guarantees/counter-guarantee, stand by letter of credits and legal assistance in relation to the enforcement phase.

December 2000 – January 2011

Negri-Clementi Toffoletto Montironi & Soci, NCTM Milan

Associate Lawyer



- **Banking Law**
Legal advice and support to Banks and other Financial Institutions in relation to financial services and corporate matters including drafting and review of relevant contracts.
- **Corporate and Commercial law**
- Legal advice and support to companies: drafting of by-laws and of minutes of shareholders and board of directors' meeting; M&A and financial transactions; due-diligence processes; drafting of contracts and advise on contractual matters.
- **Personal Data Protection**
Legal assistance to companies in relation to any issues concerning the application of personal data protection provisions.
- **Anti-money Laundering**
Legal assistance to companies with reference to issues concerning the application of anti-money laundering provisions.
- **Legislative Decree no. 231/2001**
Legal assistance and support to companies in drafting and/or review of their Organisational, Management and Control Model ex Legislative Decree no. 231/2001.
- **Litigation**
Management of financial, banking and civil litigation.

April 2007 – September 2007

Secondment at Beachcroft LLP – London office

Secundee Lawyer



Advise on agreements regulated by Italian Law and on data protections issue on an Italian Law point of view.

June 2000 – December 2000

Studio legale Carnelutti - Milan office

Trainee Lawyer



Legal practice mainly focused on civil litigation.

EDUCATION

- February 2018 – **IFSCO – International Financial Sanctions Compliance Officer Certification**
 - June 2004 - **Admitted to Milan Bar**
 - March 2000 - **University of Bari**
Law Degree –*magna cum laude* - Dissertation concerning: “Arbitration proceedings”
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LANGUAGES

- English (written and spoken): fluent professional knowledge
 - French (written and spoken): good
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INTERESTS

- Biking, travelling and cooking.

Milan, June 2018