GTR ASIA TRADE FINANCE WEEK 2014

Raffles City Convention Centre
Swissôtel the Stamford
Singapore
September 9-11, 2014

Incorporating

6th Annual Asia Trade & Export Finance Conference

plus
GTR ASIA LEADERS IN TRADE AWARDS
NETWORKING RECEPTION
GTR EDITORIAL BOARD MEETING
SUPPLY CHAIN MASTERCLASS

www.exportagroup.com
GTR Asia Trade Finance Week 2014

Welcoming trade and export finance leaders from across Asia and beyond, GTR Asia Trade Finance Week has cemented its place as the world’s largest trade finance gathering.  2014’s event will feature the 6th Annual Asia Trade & Export Finance Conference, GTR Supply Chain Masterclass, GTR Asia Leaders in Trade Awards and various networking events.

“An ideal event for identifying new markets for facilitating growth in your trade and networking.”

K Thakur, Crag Martin Financial Solutions

“A great event, world class programme with excellent topics and content for discussion.”

P Michell, Westpac Banking Corporation

“Provides extensive networking opportunities for organisations to keep abreast of premier trade solutions and market updates.”

S Jameel, Petronas

2013’s VITAL STATISTICS

Delegates attended: 563
Companies represented: 235
Countries represented: 28

PERCENTAGE OF ATTENDEES IN 2013 BY REGION

- 75% Southeast Asia
- 10% East Asia
- 8% Europe, CIS & CEE
- 2% Americas
- 1% Sub-Saharan Africa
- 1% MENA
- 1% Indian Subcontinent
- 47% Corporates & Traders
- 21% Banks & Financiers
- 13% Insurers & Risk Analysts
- 4% Solution Providers
- 4% Govt Orgs & Public Bodies
- 4% Consultants
- 3% ECAS & Multilaterals
- 2% Legal
- 2% Other
VENUE DETAILS

Venue: Raffles City Convention Centre
Swissôtel The Stamford
2 Stamford Road
Singapore, 178882

Tel: +65 6338 5855
Fax: +65 6338 2862
Web: www.swissotel.com

EVENT DETAILS

Date: September 9, 2014
Time: 17.30

ACCOMMODATION

Delegates are responsible for the arrangement and payment of their own travel and accommodation. Upon registering to attend this event, GTR will inform you of how to book accommodation at the Swissôtel the Stamford.

NETWORKING WEBSITE

At GTR, we pride ourselves on keeping you connected with your community and increasing your networking opportunities at our events. To help you do this, we have launched a networking website for registered delegates. Two weeks before the conference you will be sent a username and password letting you log-in to the site – there you will be able to contact other delegates, making it easier to organise those crucial meetings.

SPONSORSHIP OPPORTUNITIES

Rupert Sayer, CEO & Co-founder,
GTR Asia rsayer@gtreview.com
+65 6550 9876

PARTNERSHIP & MEDIA OPPORTUNITIES

Grant Naughton, Marketing Manager
gnaughton@gtreview.com
+44 (0)20 8772 3013

MAKE SURE YOUR VOICE IS HEARD

Join the discussion on Twitter before, during and after the event with our official conference hashtag: #ATFW

Join the ‘Trade Finance Forum’ LinkedIn networking group for post-conference discussion, news & competitions. Follow ‘Global Trade Review’ for the latest company updates.

47% OF ORGANISATIONS ATTENDING IN 2013 WERE CORPORATES REPRESENTING:

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Conference Day One: Tuesday September 9, 2014

08.00 REGISTRATION AND REFRESHMENTS

09.00 Chairman’s opening remarks
Simon Constantiniades, Regional Head of Global Trade & Receivables Finance, Asia Pacific, HSBC

09.05 KEYNOTE ADDRESS

Keynote address: Singapore’s growing role as a trade and commodity centre
Teo Eng Cheong, Chief Executive Officer, International Enterprise Singapore

This opening address on behalf of IE Singapore will highlight the ongoing initiatives to establish Singapore as the world's leading hub for international trade, focusing on the growth potential of a number of regional commodity markets, financial arbitrage and incentives for companies to establish themselves (such as free trade zones) and the continuing need to develop local talent and improve expertise levels in line with continuing expansion.

09.30 Macroeconomic overview: What’s the current prognosis for Asian trade and commodity growth?
Rajiv Biswas, Senior Director & Asia Pacific Chief Economist, IHS

● Providing a macroeconomic overview of the current Asian trade landscape with specific focus on key markets and sectors
● China: How crucial is Chinese growth assumption to current commodity demand and pricing and how real should concerns be over a hard landing? What of the ‘super-cycle’?
● How are regional currency fluctuations affecting trade? Is the current uncertainty expected to continue?

10.15 NETWORKING BREAK

SELECT FROM STREAMS A OR B

STREAM A

Asia’s role within global commodity finance
Chairman: Simon Constantiniades, Regional Head of Global Trade & Receivables Finance, Asia Pacific, HSBC

11.00 Corporate perspectives: Financing the growth of commodity trade
Moderator: Chris Pardey, Chief Executive Officer, RCMA Commodities Asia
Paul Bloemendal, Commercial Director, Global Trading Unit, Ruchi Group
Ojas Doshi, Director & Chief Operating Officer, Rhodium Resources
Jeremy Goldwyn, Head of Business Development, Asia, Sucden Financial
Yeo Woei Kuen, Head of Commodity & Structured Trade Finance Singapore & Regional Head of Agri-Commodities, Commodity & Structured Trade Finance Asia Pacific, HSBC

- With pricing for commodities such as rubber, coffee, cotton and sugar decreasing to below the cost of production, what strategies have traders had to adopt to maintain profitability?
- How would traders access the quality of commodity financing expertise available from their banks at present? Is there sufficient expertise when it comes to pricing swaps and hedging strategies?
- Is there a growing trend for trading companies becoming more integrated in their business models, incorporating production, logistics and finance? Are traders now funding deals the banks won’t touch?
- How do the options available for small/medium-sized traders compare to those of their larger peers?
- To what extent have additional compliance and regulatory challenges impacted on the speed of getting business done?

11.50 Incentivising sustainability: What progress has been made?
Moderator: Andrew Voysey, Director, Finance Sector Platforms, University of Cambridge Institute for Sustainability Leadership
Jayant Parande, Senior Vice-President & Group Treasurer, Olam International
Kai Fehr, Head of Sales, Asia Pacific, International Trade Services, Wells Fargo; Chairman, Sustainable Shipment Working Group, Banking Environment Initiative (BEI)
Shivkumar Seerapu, Regional Head, Trade Finance Asia Pacific, Deutsche Bank

- To what extent has the production and trading of commodities to internationally-recognised sustainability standards been deemed a priority?
- What role can the banking sector play in helping importers and exporters drive this change in terms of pricing?
- Has there been a change in mentality across the trade finance space as to the role the industry has to play in incentivising the trading of sustainably-produced commodities?
- Is it now easier for trade financiers to differentiate between sustainable and conventional shipments on an operational level? Have some been engaging in sustainable shipments without their knowledge?
- Have some trading companies already developed their own systems to differentiate between sustainable and conventional shipments of commodities such as palm oil? Have such ‘Chain of Custody’ systems laid the foundations for the banking sector?
- What terms can the banking sector provide the customer to incentivise more sustainable shipments? Can a business case be made?

STREAM B

Regulation and risk mitigation
Chairman: Michael Hogan, Head of Trade, Asia, National Australia Bank

11.00 Barriers to growth: What are the greatest trends (and biggest obstacles) impacting the Asian banking sector at present?
Moderator: Daniel Son, Senior Vice-President, Head of Trade, Asia Pacific, Wells Fargo
Shivkumar Seerapu, Regional Head, Trade Finance Asia Pacific, Deutsche Bank
CK Chung, Director, Global Head of Trade & Supply Chain Finance, Maybank
Albert Lim, Director, Head of Credit & Surety Hub, Asia Pacific, Swiss Re Corporate Solutions
Isabelle Roux Sharpe, Head of Export Finance Business Units & Project, Société Générale
Paul Gardner, Global Head of Structured Commodity Finance, Westpac Banking Corporation

- Have we witnessed a change in the way banks are working?
- Are they now looking to be more specialised and how has this impacted the market in terms of diversity of funding options?
- Is the global bank a thing of the past?
- Have borrowers seen a rise in their cost of funding as a result of current market conditions?
- How does this compare across the local and international bank market?
- What does the recent trend for securitisation of receivables say about the evolution of trade finance as an asset class?
- What does the recent trend for securitisation of receivables say about the evolution of trade finance as an asset class? Is this something that is here to stay as a result of regulatory pressures placed on banks?
11.50  Is there a limit to the growth potential of trade credit insurance?

Moderator: William Shaw, Director, Texel Asia
Samuel Ang, Head of Credit & Trade Finance, Global Credit Lead LNG, Global Credit Lead Shipping, Shell
Andrew Beechey, Class Underwriter, Liberty Specialty Markets
Julian Hudson, Regional Manager, Political Risk & Credit, Ace Asia Pacific
Caspar Jonk, Head of Trade South & South East Asia, National Australia Bank
Hugh Burke, Head of Trade Credit, Aon Risk Solutions

- What have been the main lessons learned from the growth of trade credit and political risk insurance in Asia? Is this growth likely to continue or will the market reach a tipping point?
- Credit risk and claims: What are the main pitfalls when it comes to avoiding losses? Where are the current claims ‘hotspots’?
- How have the requirements shifted when using the product? What impact have recent geopolitical and regulatory developments had?
- Could communication levels between banks and insurers be improved when it comes to the wording and pricing of policies? What is the market doing to rectify this?
- How can credit insurance best be used as a risk mitigant when selling risk down to other parties such as forfaiters?
- Is there sufficient diversity in the cover being offered and does it reflect the latest trends in global trade and export flows? Do insurers need to deepen their understanding of their clients?

12.40  LUNCH HOSTED BY

15.00  What does multi-banking offer for corporates?

Moderator: Joan Lee, Regional Head of Corporate Market, Swift
Marc Vandiepenbeek, Corporate Treasurer, APAC, Johnson Controls
Shen Hao, Head of Trade Finance & Cash Management Corporate, Singapore, Deutsche Bank

- What role do multi-banking processes have to play when it comes to managing risk and meeting country-specific regulatory requirements?
- How have corporate treasury teams fared in adopting multi-banking solutions with regards to standardisation and automation? Where have successes been enjoyed?
- Are corporates able to offer more competitive financing and gain more business as a result of the increased efficiency and cash flow multi-banking platforms offer?
- Are banks ready to embrace multi-banking? How can adoption be furthered?

Patrick Welch, Head of Commodity Trade Finance Asia Pacific, UniCredit
Nick Pachnev, Chief Technology Officer, Global Trade Corporation
David Koh, Head of Corporate & Institutional Banking, Asia, Westpac Banking Corporation

15.40  NETWORKING BREAK

16.10  CASE STUDY

ePresentation and the electronic Bill of Lading
Ian Kerr, Chief Executive Officer, Bolero
Alan Adamson, General Manager, Cargill Supply Chain

This corporate case study will examine the significance to corporates of the digitisation of trade and shipping documents and the increasing adoption of electronic bills of lading, highlighting the increased speed, certainty and accuracy of shipment documentation in comparison to paper-based alternatives.

16.50  How near is the Asian market to wide-scale adoption of the BPO?

Moderator: Franck de Praetere, Head of Banking Markets, Asia Pacific, Swift
Noritoshi Murakami, General Manager, Asian Transaction Banking Office, Bank of Tokyo-Mitsubishi UFJ

- Could communication levels between banks and insurers be improved when it comes to the wording and pricing of policies? What is the market doing to rectify this?
- How can credit insurance best be used as a risk mitigant when selling risk down to other parties such as forfaiters?
- Is there sufficient diversity in the cover being offered and does it reflect the latest trends in global trade and export flows? Do insurers need to deepen their understanding of their clients?
14.00 STREAM B
Securing funding and driving export growth

Chairman: David Neckar, Product Development Director, Financial Solutions, Willis Group

What measures are being taken to reduce the infrastructure gap?

Moderator: Steve Capon, Head of Country & Credit Risk Management, Political Risks & Credit, Ace Global Markets

Kow Juan Tiang, Group Director for Environment & Infrastructure Services, IE Singapore

Clive Kerner, Chief Executive, Clifford Capital

Devpriya Misra, Senior Credit Originator, Swiss Re Corporate Solutions

Ray Ferguson, Executive Vice-President & Group Chief Banking Officer, Arab Banking Corporation

What role can IE Singapore and wider government initiatives play in developing an infrastructure hub where project development, financing, and execution can take place?

Highlighting key areas of competitive advantage such as engineering capabilities, financial tools and robust legal frameworks: How important is it to integrate these aspects to aid infrastructure projects?

How can development programmes help to facilitate the process of project fulfilment and create bankable projects through private sector participation/investment? Are any of these being conducted on a PPP basis?

In which markets are such initiatives being undertaken and which are the primary industry sectors? Is it mostly greenfield or brownfield projects under development, or a combination of the two?

14.50 INTERVIEW Q&A
Finding the right funding mix as a borrower

Rudra Kundu, Head of Structured Finance, Asia, Middle East & Africa Markets, Nokia Solutions & Networks & Ritesh Kashyap, Director, Structured Finance, Asia Pacific, Bombardier Transportation to be interviewed by Rakshit Kundha, Managing Director, Head of Structured Trade, Export Finance & Trade Risk Distribution, Asia Pacific, Bank of America Merrill Lynch

In line with the various challenges faced in the market, this interactive interview session will highlight the differing approaches being taken by corporates in securing funding. Topics for discussion will include the main factors when selecting a lender (local or international), the role of ECAs and multilaterals/development banks, PPP initiatives and the impact of an ever-changing changing regulatory framework.

15.40 NETWORKING BREAK
4th Annual China Trade & Commodity Finance Conference
November 4-6, 2014 | Beijing, China

3rd Annual Malaysia Trade & Export Finance Conference
November 11, 2014 | Kuala Lumpur, Malaysia

11th Annual India Trade & Export Finance Conference
February 12, 2015 | Mumbai, India

2nd Annual Australia Trade & Supply Chain Finance Conference
March, 2015 | Sydney, Australia

5th Annual Indonesia Trade & Export Finance Conference
April, 2015 | Jakarta, Indonesia

4th Annual Mongolia Trade & Commodity Finance Conference
May, 2015 | Ulaanbaatar, Mongolia
Conference Day Two: Wednesday September 10, 2014

08.15  COFFEE AND REFRESHMENTS

SELECT FROM STREAMS A OR B

STREAM A

Regional profiling and technical expertise

09.00  Chairman’s morning remarks
        Kuresh Sarjan, Head of Trade & Supply Chain Finance, Asia Pacific, Bank of America Merrill Lynch

09.05  Key risk considerations for Asian trade and commodity finance in 2014/15
        Matthew Strong, Senior Partner, Credit, Political & Security Risks Division, JLT
        • Providing a macroeconomic snapshot of the major risk concerns faced across a range of key markets
        • The current risk environment: What are the main challenges and vulnerabilities faced and how are they likely to impact on trade business opportunities?
        • Political and security risks: How are geopolitical events such as those faced in Ukraine likely to transmit themselves to the global trading environment and how might this affect growth?

09.45  INTERVIEW Q&A

Everything you ever wanted to know about compliance, sanctions, AML and KYC (but were afraid to ask)
        Gert Demmink, Managing Partner, Philip Sidney

This interview-style Q&A session will provide a comprehensive analysis on the current compliance environment across the Asian market, highlighting sanction risks across Asia and the measures needed to avoid falling foul, including KYC costs and changing requirements, lack of clear legal infrastructure within emerging and frontier markets as well as the need to adopt a more tailored approach rather than ‘one size fits all.’

10.15  NETWORKING BREAK

10.55  CASE STUDY

Developing structured trade and commodity finance capabilities
        Jolyon Ellwood-Russell, Partner, Simmons & Simmons

This interactive session will assess how commodity prices and consumption across Asia have impacted demand for structured trade and commodity finance expertise, with emphasis on structuring, identification of risk and mitigation, legal environment and documentation.

11.35  CASE STUDY

Doing business within Asian frontier markets: Key insights
        Randolph Koppa, President, Trade & Development Bank of Mongolia (TDB)
        Nicholas Swierz, Chief Strategy Officer, Ooredoo

Chee Seng Liew, Senior Deputy Managing Director, International Banking, CB Bank
        • What are the key attractions, risk and obstacles to investing in frontier markets (such as Mongolia and Myanmar) and which are the main drivers for economic growth?
        • How open is the economy in these markets? Are most companies still state-owned or has there been a process of privatisation undertaken?
        • Who are the primary trading and investment partners for these markets? Is the demographic expected to change?
        • How much potential is there for foreign and international banks based on the capabilities of the domestic banking sector?
        • What are the principle challenges posed when it comes to legal and regulatory requirements?

08.15  COFFEE AND REFRESHMENTS

09.00  Chairman’s morning remarks

09.05  The continuing internationalisation of Rmb
        Moderator: Simon Constantinides, Regional Head of Global Trade & Receivables Finance, Asia Pacific, HSBC

        Montgomery Ho, Deputy Chief Executive Officer, HSBC China

        Bruce Alter, Head of Global Trade & Receivables Finance, HSBC China

        Eric Gong, Head of Treasury, ICBC Singapore

        Joseph Lee, Treasurer, Asia Pacific Japan & Africa, Hewlett-Packard Asia Pacific

        • Are more businesses discovering the advantages of making cross border payments in Rmb? How significant have the loosening of Chinese capital controls been in enabling this?
        • Is Singapore now challenging the likes of London and Frankfurt as a hub for offshore Rmb?
        • When everyone is selling Yuan, who is buying and why? How significant are concerns over currency instability and how can companies best mitigate against the potential costs?
        • What are the main challenges faced when it comes to structuring Rmb letters of credit? Is there a lack of expertise on this subject within the market?

10.15  NETWORKING BREAK

10.55  CASE STUDY

Profiling USAid Development Credit Authority (DCA)
        Kevin Martin, Field Investment Officer, USAID Regional Development Mission for Asia

With 80% of small businesses experiencing difficulties in accessing the loans they need to grow, this case study will focus on USAID’s Development Credit Authority (DCA), which uses risk-sharing agreements to mobilise local private capital in order to fill financing gaps, be they providing working capital to entrepreneurs or input financing to small farmers.

11.35  CASE STUDY

Achieving collaboration between multilaterals and commercial banks
        Steven Beck, Head of Trade Finance, Asian Development Bank

        Joshua Cohen, Global Head, Liability & Risk-Weighted Assets Management, Standard Chartered

        Matthew Cox, Partner, Dentons

This case study will examine how development organisations and financial institutions are working more closely together, looking at how they align their interests and objectives when undertaking transactions and the benefits provided for the wider market.

“Takes the travel out of networking while giving an instant update on the state of trade.”

W Klaassens, Clearsource Trading
12.15 AWARDS PRESENTATION

GTR Asia Leaders in Trade Awards 2014

This section of the event will see the official announcement of the results of the GTR Asia Leaders in Trade 2014 awards, voted for by GTR Asia’s editorial board members, in favour of the leading banks, financial institutions, insurers and brokers in the Asian trade finance market.

12.30 LUNCH HOSTED BY

National Australia Bank

COMMODITIES AND REGIONAL TRADE FLOWS WORKSHOP

Chairman: Frank Wu, Regional Head of Structured Commodity Trade Finance, Asia Pacific, Deutsche Bank

13.40 AFRICA-ASIA TRADE

Driving south-south flows

Edward George, Head of Soft Commodities Research, Ecobank
Raoul Gufflet, Head of International Division, Mauritius Commercial Bank
Andre Soumah, Executive Chairman, Ace Global Depository

This session will profile key import and export flows between the two regions, examining the dominating role of China and asking whether it has tightened its grip; South Korea and Japan’s growing importance as trade partners; Indian-African trade flows in crude, cars and rice; soft commodity flows between Africa and Asia in palm oil, rice and cashew nuts, as well as Southeast Asia’s emergence as a cocoa grinding hub.

14.30 Indonesia, Indochina and India: A regional run-through

Aashish Pitale, Group Treasurer, Essar Group

- Thailand: Agri-dream or nightmare? Is there sufficient support for producers of rubber, sugar and rice? What role have government stock policies played? Is it necessary to move to new markets to increase consumption levels? What issues are there when it comes to storage?
- Indonesia: What has been the impact of elections on trade flows? How significant has growth been in commodities such as rubber, coal, palm oil and sugar? Is more investment needed in key projects to reach full potential?
- Vietnam/Cambodia/Laos: Is there now greater stability within the local banking sector? Is there influence now being exerted across commodities such as coffee, rubber and cotton?
- Philippines: What potential is there for the rice market? Does infrastructure (such as the establishment of a commodities exchange) need to improve? What challenges are there when it comes to the physical delivery of goods?
- India: Assessing the country’s regional impact as a growing market for commodities such as sugar, coal, oilseeds, palm, cotton and rubber

15.10 NETWORKING BREAK

15.30 Securing trade and commodity finance for Asia’s future growth: Regional perspectives

Moderator: Steven Beck, Head of Trade Finance, Asian Development Bank (ADB)
Sean Aston, General Manager, London Forfaiting Company Singapore
Agatha Lee, Managing Director, Head of Trade Sales for Asia Pacific (excluding China & India), J.P. Morgan
Arnon Goldstein, Managing Director, Head of Treasury Services South Asia, BNY Mellon
Willem Klaassens, Chief Financial Officer, Clearsource
Francois Dotta, Head of Trade & Commodity Finance, Partner, EuroFin Asia Group

- How does the availability of trade and commodity finance impact economic growth and job creation as Asia looks to ride the current trade and commodity wave?
- Assessing current market gaps in trade finance as represented by unmet demand for lending and guarantees (US$425bn in developing Asia); How are such shortfalls likely to be filled?
- What role do trade facilitation programmes have to play in filling trade finance gaps and in providing a bridge between local issuing banks and global confirming institutions?
- How are banks, non-bank financiers and multilaterals working together to share risk and assist exporters within their regional and global supply chains?
- To what extent does lack of clearly defined legal infrastructure provide a barrier to successfully conducting business in certain Asian markets? Are different structures being employed as a way of mitigating risk?
- Will levels of intra-regional trade continue to grow and is this expected to be on an open account or letter of credit basis? What impact is ongoing Rmb internationalisation likely to have on this?

16.20 CHAIRMAN’S CLOSING SUMMARY

Driving Asia’s growth

The conference will conclude by drawing on the issues discussed both in this final segment and throughout the event as a whole, offering a verdict on Asia’s trade and commodity outlook, key trends, challenges and development opportunities as well as the need for cross-industry collaboration across all sectors.

16.30 FORMAL CLOSE OF CONFERENCE
This workshop is structured around an innovative web-based solution. It engages participants in making strategic decisions in the management of a manufacturing company specialising in personal care products.

Working in teams of four, participants will represent the functional roles of sales, purchasing, supply chain and finance. They will be confronted with various real-life, real-time dilemmas. Cross-functional understanding and collaboration are key components, as teams work together to turn the company around. Find out more at www.thecoolconnection.org

Programme

09.00 Opening remarks
  Steven van der Hooft, Business Development Manager, Nyenrode Business University

09.15 Expert analysis
  ● The challenges of aligning functions between sales, procurement, operations, supply chain and finance
  ● Assessing the need for internal alignment in supply chain management
  ● Benefits, pitfalls, and experiences in creating alignment

10.00 Experiencing misalignment: The dilemmas faced
  ● Examining the effect of physical and financial constraints
  ● Working capital management issues such as:
    ● Dealing with customers: Frequent sales dilemmas including inventory vs client service level, credit risk vs increased sales
    ● Dealing with suppliers: Purchasing dilemmas such as cost, delivery reliability and inventory
    ● Dealing with banks: Limits, collateral and cash flow volatility

11.30 NETWORKING BREAK

12.00 Strategy into action: Linking the physical and financial supply chain
  ● How can supply chain strategy be aligned to competitive strategy?
  ● High volume low cost vs high value agile strategy: The implications
  ● How can supply chain strategy be translated into the principles of inventory management and safety stock?

12.45 NETWORKING LUNCH

13.45 Complexity in international supply chains
  ● Dealing with distant customers
  ● Sourcing from distant suppliers and the effect on working capital and delivery risk
  ● Selling to distant customers and the choice of payment instruments and INCO Terms
  ● A comprehensive overview of the dilemmas faced when dealing with credit limits, payment instruments and INCO terms
  ● Cash flow management and credit risk management when dealing with international business partners

15.15 NETWORKING BREAK

15.30 Financial supply chain collaboration
  ● What options exist to support your supply chain from a financial perspective?
  ● What are the characteristics of a typical supply chain finance solution?
  ● Examining the impact of these financial arrangements on your day to day operations

17.00 Day finishes

“The GTR Supply Chain Masterclass is very beneficial and relevant to those in the trading business such as ours.”
Toepfer International

“This tool highlights how coordination and communication amongst management is the key; not just the performance of any individual department.”
Citibank

About the trainer

Steven van der Hooft

Steven gained extensive experience in the field of supply chain finance while working at ING and as a senior consultant at Capgemini Consulting. As a business development manager at Involvation Interactive, Steven focuses on the international rollout of The Cool Connection, a web-based business simulation that is used to bridge the physical and financial supply chain, both as a lead trainer and commercially. Next to that, Steven is program manager SCF at the Supply Chain Finance Community for the Netherlands.

If you are interested in finding out more about this workshop, please contact Tom Whitehead on +44 (0)20 8673 9666 or twhitehead@gtreview.com
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Singapore residents are also subject to 7% GST.

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- Standard rate: SGD$4149
- Corporate rate*: SGD$1999

Conference only (September 9-10):
- Standard rate: SGD$3249
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Supply Chain Masterclass only (September 11):
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